Smallholder Agribusiness Partnership Programme (SAPP)

4P Project: Increased Livelihood Standards Through Tea Sector on Farm Development
(Kalubovitiyana Tea Factory Limited)

Annual Outcome Survey Report (2023)

Submitted by

Institute for Participatory Interaction in Development

Leading in Participatory Development

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Abbreviations

4P	Public-Private-Producer Partnership
AOS	Annual Outcome Survey
CD	Compact Disk
DR	Desk Review
DS	Divisional Secretariat
FGD	Focus Group Discussion
FO	Farmer Organizations
GN	Grama Niladhari
HH	Household
HHAI	Household Assets Index
IFAD	International Fund for Agriculture Development
IPID	Institute for Participatory Interaction in Development
KII	Key Informant Interview
KTFL	Kalubovitiyana Tea Factory Ltd
LKR	Sri Lankan Rupees
M&E	Monitoring and Evaluation
MA	Multiple Answer
Mn	Million
NADeP	National Agribusiness Development Project
OECD	The Organization for Economic Co-operation and Development
PCA	Principal Component Analysis
PMU	Project Management Unit
PO	Producer Organizations
RIMS	Result and Impact Management System
SA	Single Answer
SAPP	Smallholder Agribusiness Partnership Programme
ToR	Terms of Reference

Executive Summary

The Smallholder Agribusiness Partnership Programme (SAPP) is implemented by the Ministry of Agriculture with the financial and technical support from IFAD. SAPP works with selected smallholder farmers in Sri Lanka from 2017 to 2024. The overall goal of SAPP is to contribute to Sri Lanka's smallholders' poverty reduction and competitiveness. The objective of the programme is to sustainably increase the income and quality of diet of 57500 smallholder households involved in commercially oriented production and marketing systems. Though, the SAPP has a national coverage, special attention and preference is given to low-income districts and areas where the potential for agriculture production is high.

This project is implemented by the SAPP with the partnership of Kalubovitiyana Tea Factory Limited (KFTL) as a promoter entity. The number of direct beneficiaries of this project is 537.This project is being supported by the SAPP with a view to uplift Income and economic standard of tea smallholder farmers by increasing tea production and cultivation. This is a Public Private Producer Partnership arrangement. The total project cost which is LKR.163.61 Mn is shared as follows; 13.7 % from the KFTL, 1.32 % from the Bank, 0.31% through SAPP Grant, 17.50% from Beneficiary Smallholders and 67.50% through SAPP LOC as a credit. The main focus of the project is to enhance low grown tea output of the tea small holders specifically that of out growers supplying for Kalubovitiyana Tea Factory Ltd (KTFL).

Outcome monitoring is considered by SAPP as one of its important project management tools. Therefore, the programme has planned to carry out an Annual Outcome Survey (AOS) of this 4P project with aiming at assessing the progress of outputs and outcomes of the project interventions. Accordingly, the overall objective of this AOS is to assess the outcome progress achieved by the project. Thus, AOS is expected to provide quantitative and qualitative interpretations on the indicators of the project log frame and provide suggestions to the programme on how to improve project's support to achieve targeted outcomes during the project implementation period.

A study which had been conducted to assess the baseline situation of the project beneficiary farmers and their tea production to provide information on prior status of the beneficiary communities presents some baseline data but not comprehensive and in line with the well-defined project log frame which is available presently. As such, the consultants gave more emphasis for the indicators in the log frame matrix, applying appropriate methodologies to review the achievements of goal, outcome, and output indicators. The AOS collected data/ information in line with the Log Frame indicators, evaluative questions, and the expected outcomes. Data collection was conducted using the following techniques and tools: A combination of Desk Review (DR), household survey (HHS), Key Informant interviews (KIIs), Focus Group Discussions (FGDs) and field visits.

Accordingly, the sample size is 182 HHs for beneficiaries. In the situation where a control group at baseline was absent, IPID administered appropriate sections of the questionnaire among 30 selected non beneficiaries attached to the KTFL to compare outcome of the project beneficiaries. A structured questionnaire was administered among both the groups. Field

surveys adopted a "real-time data collection method", using mobile phones.

This report aims to provide information on Beneficiary/household information and measurements of the monitoring indicators under different domains such as Participation in enterprise proposed by the project; Development of market access; Productivity improvement; Cost and return; Income and household asset index; and beneficiary satisfaction. The following table present the findings.

Table 1: Updated log frame

Goal	INDICATOR	Indicator Measurement at AOS	Baseline		Annual Outcome	
			Beneficiary	Control	Beneficiary	Control
1	Change in household asset index (HHAI)	16.97	50.71	62.96	67.67	60.9
2	Total number of HHs receiving project service by gender (from sample)	Male - 258 Female - 166 Total - 424	0	0	0	0
3	% of supported HHs reporting an increase in monthly income by more than 20 % by	93.46%	NA	NA	NA	NA
4	% of increasing average monthly income	140.99%	31,183	25,800	85826.69	83652.4
5	% of increasing average monthly income from tea cultivation	66.94%	30145	24833	50323.29	56128.6
6	% of HHs reporting an increase in income from tea by more than 20%	97.33%.	NA	NA	NA	NA

NA – Not Applicable

OUTCOME	INDICATOR	Indicator Measurement at AOS	Baseline		Annual Outcome Survey	
			Beneficiary	Control	Beneficiary	Control
7	% Increase in average yield of tea (kg/ha per year)	83.47%	2583.62	Not available	4740.11	4135.6
8	% of HHs reporting an increase in yield (Kg/ha per year)	92.7%	NA	NA	NA	NA
9	% Increase in average production of tea leaf (Kg) per HH per month	77.5%	126.83	NA	225.2	248.9
10	% of HHs reporting an increase in production per month more than 20%	92.7%	NA	NA	NA	NA
11	Number of farmers who involved in infilling/planting of tea under project and (as % of total sample)	92.86%	NA	NA	NA	NA
12	% of farmers reporting that they receive better service from the project (access to finance and	70%	NA	NA	NA	NA

NA – Not Applicable

OUTPUT	INDICATOR	Indicator Measurement at AOS	Baseline		Annual Outcome Survey	
			Beneficiary	Control	Beneficiary	Control
13	Number of farmers who received credit from SAPP/ for infilling/planting of tea by gender	Male - 258 Female - 166 Total - 424	NA	NA	NA	NA
14	% of farmers who received the credit from SAPP program by gender and amount (From sample)	Male – 97.09% Female – 100% Total – 97.25%	NA	NA	NA	NA
15	Number of farmers and (as % of sample) who received materials from Kalubovitiyana Promoter by items	0	NA	NA	NA	NA
16	Number of training programs held	0	NA	NA	NA	NA
18	% Of farmers who participated in training programs	0	NA	NA	NA	NA
19	% of farmers who reported that they benefitted from training	0	NA	NA	NA	NA
20	% of farmers who followed the practices as per introduce by Project (promoter/SAPP training)	0	NA	NA	NA	NA

NA – Not Applicable

Conclusions and recommendations

Conclusions

The project has addressed the need by identifying the most pressing issue among the tea smallholders to bridge working capital gap. The performance of the project has been beneficial to these beneficiaries as it enabled them to receive the expected benefits at some extent. The results show a positive impact of the project in terms of tea production and productivity compared to the baseline situation. However, training and follow up programs could have been more effective, and impact would have been more discernible. As such, the project is viewed by the beneficiaries as merely a credit scheme. There is no evidence to see continuation or revolving of the credit scheme. Accordingly, it concludes that the project has partially fulfilled the requirements of the end users' goals, as well as beneficiary satisfaction by responding to the needs of the direct beneficiaries. As such, the project has reached the level of "Moderately Satisfactory (3) in the rating scale.

Recommendations

- Monitoring and follow up of the implementation is must in selection of beneficiaries, processing of credits, and credit utilization for the purpose.
- Training programs would have been more effective if it is conducted on new technology etc. It needs further improvement of the technological and entrepreneurial capacity of the beneficiaries who must be equipped with the latest knowledge and skills to more efficient and effective tea management practices.
- The gaps need to be filled by guiding the beneficiaries to arrive at their optimal capacity in both production and productivity.
- Involvement of the government Tea Small Holding Development Authority (TSHDA) must be encouraged in this value chain development.
- The project experience encourages giving bulk loans instead bank based loans for the beneficiaries under 4P projects where the promoters are capable enough to handle such a loan scheme.
- The project must enhance the culture of maintaining farm and financial records properly among the targeted beneficiaries which need further project attention.

1. Background

The Smallholder Agribusiness Partnership Programme (SAPP) is implemented by the Ministry of Agriculture with the financial and technical support from IFAD. SAPP works with selected smallholder farmers in Sri Lanka from 2017 to 2024. The overall goal of SAPP is to contribute to Sri Lanka's smallholders' poverty reduction and competitiveness. The objective of the programme is to sustainably increase the income and quality of diet of 57500 smallholder households involved in commercially oriented production and marketing systems ; aiming at Increasing the incomes of the beneficiaries participating in the value chain development component by 20% -30% on an average through a combination of improved farm gate prices, improved on-farm productivity and participation in upstream value adding process, and 57,500-supported household under SAPP have access to rural financial services in a sustainable manner and at affordable rates.

Smallholder Agribusiness Partnerships Programme (SAPP) aims to facilitate rural smallholder farmers in terms of building the commercial partnerships, providing access to finance, improving technical know-how and financial literacy, introducing mechanization to agriculture, and sustainable agricultural practices. The key driver of this programme is "Public-Private-Producer Partnerships" (4Ps) value chain model which brings public sector, rural smallholder farmers and private sector companies to a common platform where all the partners can develop their agribusiness towards a common goal of uplifting the rural farmer communities economically and socially and support rural economic development.

1.1 Programme area and target group

Though, the SAPP has a national coverage, special attention and preference is given to low-income districts and areas where the potential for agriculture production is high. The programme is demand driven. The willingness and the commitment of programme partners (Rural farmers, Agribusiness companies, Banks, Insurance providers etc.) are highly valued in reaching programme objectives. More emphasis is given in selecting Producer/Farmer Organizations (POs /FOs) under SAPP to be in line with Government's policy and development agenda, and to ensure sustainability of supported Producer/Farmer Organizations within 4P mechanism. A group of 57,500 poor rural households with the potential to become active economic players under commercially oriented production and marketing systems with diverse array of value chains are assisted through different 4P projects under the programme.

1.2 Programme Components

Component 01- Access to commercial partnerships: This component includes two sub-components: (1.1) Establishing 4Ps (new 4Ps, NADeP scale ups, 4Ps with POs/FOs); and (1.2) Institutional strengthening and capacity building of Producer/ Farmer groups (within a market-driven model). A total of 43,000 households will be directly reached through 4P schemes and institutional strengthening interventions. Rural youth will also be considered (no. of 2500) under this component to become entrepreneurs and to respond the demand for services generated along value chain complements in 4Ps.

Component 02 – Access to rural finance: This component consists of two subcomponents: (2.1) Financing of 4Ps; and (2.2) Institutional strengthening for the financial services sector. The subcomponent 1 is to provide credit through financial institutes to participants in 4P projects coming under component 1 and subcomponent 2 aims at strengthening financial institute through training and technical assistance.

Component 03 - Programme management and policy dialogue: This component comprises two sub-components: i) Program and knowledge management; and (ii) Policy dialogue. Program and knowledge management sub-component is engaged with the smooth implementation of management, financial, administrative, and monitoring and evaluation of the program. Under policy dialogue sub-component, it supports activities aiming at improving the policy environment for equitable and sustainable smallholder farmer-sourced agribusiness development.

1.3 The 4P project: Increased Livelihood Standards through Tea Sector on Farm Development - Kalubovitiyana Tea Factory Limited

This project is implemented by the SAPP with the partnership of Kalubovitiyana Tea Factory Limited (KFTL) as a promoter entity. The number of direct beneficiaries of this project is 537.This project is being supported by the SAPP with a view to uplift Income and economic standard of tea smallholder farmers by increasing tea production and cultivation. This is a Public Private Producer Partnership arrangement. The total project cost which is LKR. 149,769,795.50 Mn is shared as follows; 73% from the SAPP, 6% from KFTL, 1% from the Bank, and 19% from Beneficiary Smallholders.

Objectives of the Project:

- To credit facilities totaling to LKR 110,435 million for 537 tea small holders in Kalubovitiyana Group
- To enhance the tea output of the participated tea small holder by 20 %.
- Enhance savings habits by 10% by introducing compulsory saving mechanisms

Credit activities planned:

Se. No.	Type of smallholders	No of Tea smallholders	Estimate amount for works	Recommended loan per tea smallholder
1	Replanting 0.25 Acre with infilling plants 1000 no's	231	312,312.50	300,000.00
2	Re planting 0.25 Acre	18	247,312.50	250,000.00
3	Re planting 0.25 Acre	91	247,312.50	200,000.00
4	Replanting 0.25 Acre	22	247,312.50	150,000.00
5	Replanting 0.25 Acre	127	247,312.50	100,000.00
6	Infilling plants 800 no's			
7	Infilling plants 1200 no's	4	78,000.00	75,000.00
8	Infilling plants 500 no's	2	32,500.00	30,000.00
9	Infilling plants 500 no's	1	32,500.00	25,000.00
	T O T A L	**537**	**1,496,562.50**	**1,180,000.00**

2. Objectives of the assignment

The 4P project: "Increased Livelihood Standards through Tea Sector on Farm Development". SAPP considers outcome monitoring as one of its important project management tools. Therefore, the programme has planned to carry out an Annual Outcome Survey (AOS) of this 4P project with aiming at assessing the progress of outputs and outcomes of the project interventions. Accordingly, the overall objective of this AOS is to assess the outcome progress achieved by the project. Thus, AOS is expected to provide quantitative and qualitative interpretations on the indicators of the project log frame and provide suggestions to the programme on how to improve project's support to achieve targeted outcomes during the project implementation period. As such, specific objectives of the AOS are to:

- measure the positive and/or negative changes/outcomes taking place on relevant indicators at the household/farmer organization /agribusiness level:
- measure the significant changes of the function of tea value chain: value chain development, inclusive business, gender and social inclusion, partnership in business (Productivity, production and processing), access to inputs/information/technology/infrastructure etc. in line with project proposal.
- provide timely performance information so that corrective actions may be taken to implement the project activities, if required.
- provide early evidence of project success or failure; and
- provide the opinions on the achievements as felt by the direct beneficiaries of the project

2.1 Scope of works

The consultants are responsible to undertake the following tasks:

- Identify output and outcome, goal indicators to be estimated and data to be collected to achieve the above said objectives through studying the project proposal, baseline survey report and M&E framework for project monitoring and evaluation purposes as per LFA and RIMS
- Design a questionnaire adapting the standard IFAD RIMS (Result and Impact Management System) questionnaire to gather identified data
- Development of survey tools and train enumerators and pretesting the questionnaire
- Selection of sampled HH employing appropriate sample technique in compliance with project requirements and the IFAD's RIMS guidelines (Note; The same sample used for the baseline survey (beneficiary - 176 HHs, control - 30) should be used and a list of the HH used for the baseline survey will be provided by SAPP. If there are not enough number of farmers which have been shown in the baseline report, in the list provided the firm need to take new HH to match with the number of HH used in the baseline report)
- Conduct field visits and collection of data using pretested questionnaire through face-to-face interviews
- Analyze data gathered through the survey in full compliance with SAPP Log frame & M&E matrix and the IFAD's RIMS guidelines to achieve the objectives

- Prepare final report, which document the findings of the survey as per format provided by SAPP
- Undertake digital mapping of all the households visited during the survey. (Not mandatory)
- All team members will be present at the progress review meeting called by the SAPP
- Draft report is to be presented at the workshop organized by the SAPP

2.2 Expected Outputs

The main expected output is a comprehensive and analytical outcome survey report that is sufficiently disaggregated on gender, youth, and economic status of the anticipated beneficiaries and focusing on project objectives, which will be able to report on the indicators as set out into the project M & E framework as well as in the baseline survey report.

3. Methodology

The data and information were gathered using mixed methods adopting appropriate data collection tools to collect primary quantitative and qualitative data and information from selected specific sources of information and secondary information from already prepared documents, progress reports and project databases managed by the PMU. Data collection was conducted in an independent and objective manner and followed a participatory and ethically accepted approach. Multiple means of analysis and data triangulations were used to arrive at conclusions and meaningful recommendations.

A study has been conducted to assess the baseline situation of the project beneficiary farmers and their tea production to provide information on prior status of the beneficiary communities and the tea value chain etc. A well-defined project log frame is available, which is presented in appendix 4 in abstract form. There are 7 goal level indicators, 6 outcome level indicators, and 7 output level indicators. The consultants gave more emphasis for the indicators in the log frame matrix. Data collection was conducted using a combination of Desk Review (DR), household survey (HHS), Key Informant interviews (KIIs), Focus Group Discussions (FGDs) and field visits as described below.

3.1 Desk Review of Project Documents

The desk review served an important function in this assessment, providing a foundation upon which to build the subsequent steps. Desk review activities included scanning the literature, analyzing secondary data, and creating a reference list/ check list so that all project documents are organized and easily accessible to consultants. The comprehensive desk review of project documents understood the projects' context including progress of project interventions. It also identified key gaps and opportunities by analyzing available data and information.

3.2 Household Survey

Household survey collected data to measure changes that have taken place among beneficiaries over the implementation period. A structured questionnaire examined more on outcomes of the

project. Accordingly, household data collection was more specific in line with the M & E matrix. For household survey, both beneficiary group and control group that were used in the baseline survey were used to measure the comparison for achievements of the 4P project: Increased Livelihood Standards through Tea Sector on Farm Development. IPID assumed that a statistically valid sample was calculated using the following formula with ± 5% precision and 95% confidence level and to obtain the maximum sample size with the given 95% confidence, the estimates have been assumed as 50% of the baseline sample calculation. Accordingly, the sample size was 182 for beneficiaries and 30 for control. A structured questionnaire was administered.

Data Collection, Coding, Cleaning and Back Checking: A comprehensive training to four enumerators on the outcome survey objective, methodology and tools was conducted. Pre-testing of the mobile-based survey questionnaire was done prior to start the quantitative survey. After pre-testing, acceptable revisions to the data collection tool were incorporated with the consultation of SAPP M & E unit. The field data collection process was constantly reviewed by the responsible persons in the senior research team of IPID. The IPID also performed field verifications to ensure that the proper respondents were interviewed, to check that interviewers were following instructions, to review record sheets to see they were completed correctly, and to assess whether data collection is proceeding on schedule, and the correct sample size is achieved. Field surveys adopted a "real-time data collection method". In this method, data was collected online and offline, using mobile telephones/tabs and applications, and KOBO toolbox.

3.3 Focus Group Discussions (FGDs)

FGDs were designed to explore in-depth information mostly qualitative on project relevance, efficiency, effectiveness, outcome/impact, lessons learnt and sustainability in relation to the project. The FGD guide was prepared. Accordingly, the following two (03) FGDs were conducted.

- 1 FGD with Key staff members (5 members) of the promoter who have been worked with the project
- 2 FGDs with tea farmers – project beneficiaries (10 - 15 farmers per group representing entire project target area)

3.4 Key Informant Interviews

KIIs provided a platform to obtain in-depth comprehensive information from relevant stakeholders. Key Informants were able to provide detailed information on marketing of tea produce and value chain analysis and more. The separate interview guides were prepared in line with the scope of interviews with different key informants. The following list of Key Informants (7) were interviewed to collect qualitative data for this outcome survey.

- 1 KII - The focal point who has been appointed for this project by the Promoter
- 1 KII - Value Chain Mobilizer who has been appointed for this project by the SAPP
- 2 KIIs - Two key beneficiary farmers

3.5 Field Visits / Observations

Observation as a research process offered the opportunity to gather live data from naturally occurring situations. Therefore, observation was one way to gather information directly on what happens in this project rather than relying on second-hand information.

3.6 Data Analysis

Once data collection was completed, the data entry unit of the IPID cleaned the data and verified the ranges and consistency of the data and generate reports indicating missing data. Outliers that are the data outside of the accepted ranges, and inconsistent/incomplete answers were cleaned and verified by tracking the original sources to make the necessary correction or omit them from the analysis. The analysis conducted quantitative (e.g., frequencies, percentage tabulations, and cross tabulations) and qualitative data analyses (situational matrix content analysis, thematic analysis). The data analysis was carried out using Excel and SPSS computer packages. Additional qualitative data was analyzed by the consultants and used to triangulate using the information collected through different methods. The assessment framework was used to ensure all relevant data has been collected and analyzed to provide a complete report.

The qualitative data collected from the field survey was translated into English. Both qualitative and quantitative data was coded as appropriate before being entered into the database. Data was analyzed to extract the necessary information. Then, the data analyst analyzed data using the Statistical Package for Social Sciences (SPSS) software. The data analysis included descriptive statistics, but further analysis, including relational analysis also. In the meantime, HHAI was calculated with a special focus using the PCA analysis.

4. Findings

This section of the report provides information on Beneficiary/household information and measurements of the monitoring indicators under different domains such as household information; participation in enterprise proposed by the project; development of market access; productivity improvement; cost and return; Income and household asset index; and beneficiary opinions over the project implementation.

4.1 Beneficiary/household information

Demographic data such as age, gender, number of family members etc. collected through the survey was analysed and recorded. The results are presented below.

4.1.1 Age of the beneficiaries

Average age of the beneficiaries is 53.15 years. Among them 15.2% are youth. Most of the beneficiaries are in the age group of 51 – 60 years that is 34.3%. The age groups of 41-50 years and 31-40 years are account for 27% and 15.2% respectively. The age group of 61-70 represent 13.5% of beneficiaries. Meanwhile 10.1% of beneficiaries are in the age group of

above 70 years.

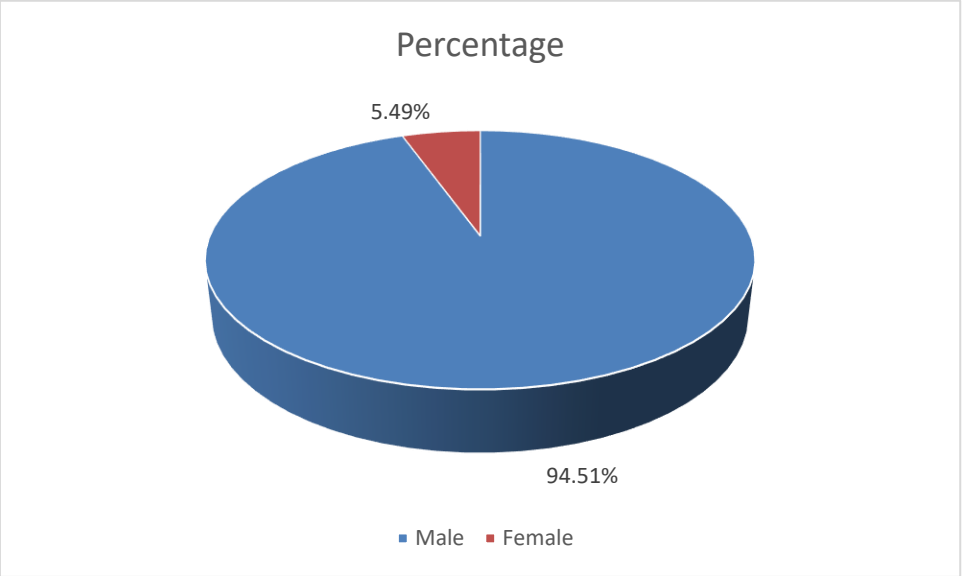
Table 2: Age of the beneficiaries

Age group	No. of HHs	Percentage
31 - 40 years	27	15.2
41 - 50 years	48	27.0
51 - 60 years	61	34.3
61 - 70 years	24	13.5
71 - 80 years	14	7.9
81 - 90 years	4	2.2

4.1.2 Gender of the beneficiaries

There are 172 male and 10 female beneficiaries in the sample. As such, percentages of male and female are 94.51% and 5.49% respectively. All of them are household heads. It was reported that all women-headed households are widowed families. Total number of beneficiaries surveyed is 182.

Figure 1: Gender representation of the beneficiaries



4.1.3 Position of the beneficiary in the household

Names of household heads have been registered as beneficiaries in this project. Nevertheless, it was evident that some other family members like wife and children are involved in the implementation.

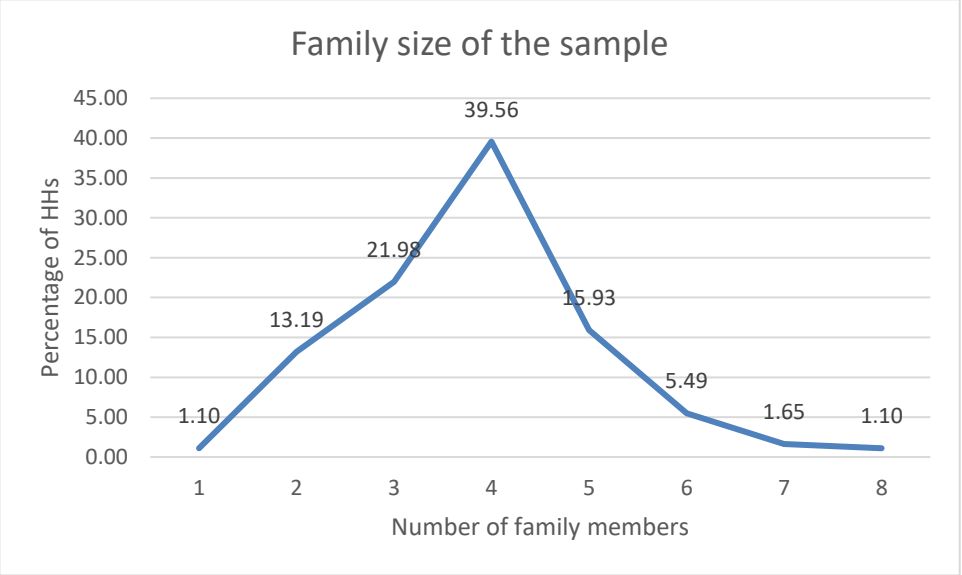
4.1.4 Ethnicity of the beneficiary households

All the beneficiary households in the sample are Sinhala. The Tamil or Muslim representation cannot be seen as they do not reside or possess tea lands in this project area.

4.1.5 Family size of the beneficiary households

Number of members of the household vary from one to eight with an average of 3.85 in the sample. Distribution of number of family members among the households is presented in Figure 2.

Figure 2: Family size of the households



4.2 Participation in the enterprise proposed by the project

4.2.1 Number of beneficiaries and size of the enterprise

This project has provided only a loan for the beneficiaries. As per to the project records, total number of beneficiaries are 424. Number of male and female are respectively 258 and 166. Average land size of assisted tea land extent per family in the sample is reported as 0.59 ac.

Table 3: Size of enterprises

Category of farmers based on credit amount (Rs.)	Number of beneficiaries		
	Male	Female	Total
Category 1 – 25000	1	1	2
Category 2 – 50000	20	19	39
Category 3 – 75000	0	3	3
Category 4 – 100000	101	57	158
Category 5 – 125000	13	5	18
Category 6 – 150000	123	81	204
Total	258	166	424

Source: Promoter records

Table 4 depicts the land size of respective number of tea smallholders attached to the project. Accordingly, around 70% of the beneficiary tea smallholders have less than 0.5 ac of land per each household. Meanwhile 21.1%, and 4% of the beneficiaries have project supported tea land in the size of respectively 0.51 – 1 ac, 1.01 – 2 ac. Five households had not replanted, new planted or infilled tea though they were provided with credits under the project.

Table 4: Land size vs number of beneficiaries

Range of land size	No. of HHs	Percentage
0.25 ac or less	28	15.8
0.26 - 0.5 ac	94	53.1
0.51 -0.75 ac	22	12.4
0.76 - 1.00 ac	26	14.7
1.01 - 1.25 ac	1	.6
1.26 - 1.50 ac	5	2.8
1.76 - 2.00 ac	1	.6
Total	177	100

Youths' involvement in project activities: The percentage of youths among the beneficiaries indicates the involvement of youth in project activities. This indicator was measured by number of youths who involved in activities divided by total number of farmers multiply by 100. Accordingly, youth involvement is 15.5%.

4.2.2 Access to in-kind grants and credit provided by SAPP

Percentage of farmers who received credit for tea cultivation by gender and youth from SAPP project is the indicator to measure the access to credit provided by SAPP. Number of farmers who obtained credit from SAPP divided by total number of farmers and multiply by 100 gives the measurement for this indicator. Results are shown in table 5. As per the table, percentage of farmers who received credit by gender/youth were calculated separately and together.

Table 5: Number of HHs who received the credit under project

Type of beneficiary	No. of HHs	No. of HHs received credit	Percentage
Male	172	167	97.09
Female	10	10	100.00
Youth	27	27	100.00
Total	182	177	97.25

4.2.3 Use of credit

Granting of a credit per beneficiary has been provided to replant or infill tea plants in the existing tea lands of the beneficiaries under different categories depending on the land size and requirements of replanting and infilling. Table 6 presents the number of households replanted and infilled gaps. The field team during the survey found that out of the sampled beneficiaries, 17 members had neglected to adhere to the project concept, and they have not utilized the loan for the purpose of replanting or infilling. It is approximately 10%. However, their loan amount has repaid or is repaying. Accordingly, total number of beneficiaries who can be considered at present stage is less than the original number. Accordingly, % of farmers who involve in infilling/replanting of tea under project is 90.66%.

Table 6: Number of households replanted and infilled gaps

Type of cultivation	No. of HHs	Percent
Replanted	100	54.95
Infilled	36	19.78
Both	29	15.93
New planted	4	2.20
None	13	7.14
Total	182	100

4.3 Training and adoption of gained knowledge

It revealed that the project had not conducted training for the beneficiaries though they had originally planned. Therefore, training has not been given for the beneficiaries to gain knowledge on proper tea plantation practices. Beneficiaries expressed that training programs would have been more effective if it conducted on new technology etc.

4.4 Development of market access

Primary focus of the Project is to enhance mid grown tea production of Tea small holders as direct suppliers of Kalubowitiyana, Derangala, Manikheenna and Hiniduma located in

Districts of Matara and Kandy. These four factories are under the same Kalubowitiyana Tea Factory Ltd. Through the project bank, intended to support 537 Tea small holders investing Rs.115,600,250 under the SAPP Program. Under the project, tea small holders directly supply to large tea factories mainly in the province of southern. Facilities were utilized mainly to bridge working capital gap as well as capital expenditure. Bank only obtained personal guarantee as collateral and a recommendation letter from Kalubowitiyana Tea Factory Ltd (KTFL).

Kalubowitiyana Tea Factory Ltd (KTFL) was incorporated under Companies Act on 30th September 1992 as a public company and then re-registered under the new Companies Act, No.7 of 2007. This is a fully Government owned company and the sole shareholder of the Company is the Secretary to the Treasury. It began commercial operations as a CTC Tea Factory at Kalubowitiyana, Deniyaya Electorate, Sri Lanka on 01st August 1994. This CTC Tea Factory was built with the assistance of the Indian Line of Credit. The company started the Derangala Tea Factory as its second tea factory producing Orthodox Teas in March 2000. The Company has been operating on a self-financing basis since 1995. and the company also started its third tea factory Hiniduma Hills producing orthodox Teas in 2011.

The farmers are having a very close relationship with the company and paying for their tea green leaves as per the government price structure. Kalubovitiyana tea is purchasing the harvest by providing the guaranteed purchasing agreement to all the tea smallholders of the sample in its supply chain. As such, market access for small scale tea farmers has been established. In addition to the guaranteed price and timely payments for the tea leaves, tea smallholders receive other welfare benefits from the company.

4.5 Productivity improvement

The indicators of the log frame related to the tea production and productivity such as % Increase in average yield of tea (kg/ha per year, % of HHs reporting an increase in yield (Kg/ha per year), % increase in average production of tea leaf per HH per month, and % of HHs reporting an increase in production per month more than 20% are discussed under this title.

4.5.1 Average tea green leaves yield of a household

As illustrated in table 7, average yield of the tea green leaves per household at AOS is comparatively higher compared to the baseline. Average yield of a household at AOS is 2702.4 Green leaf Kg per year while that of baseline is 1521.97 Kg per year. Average production has increased by 1180. 43 Kg per year which is 77.5%.

Table 7: Yield of the tea green leaves

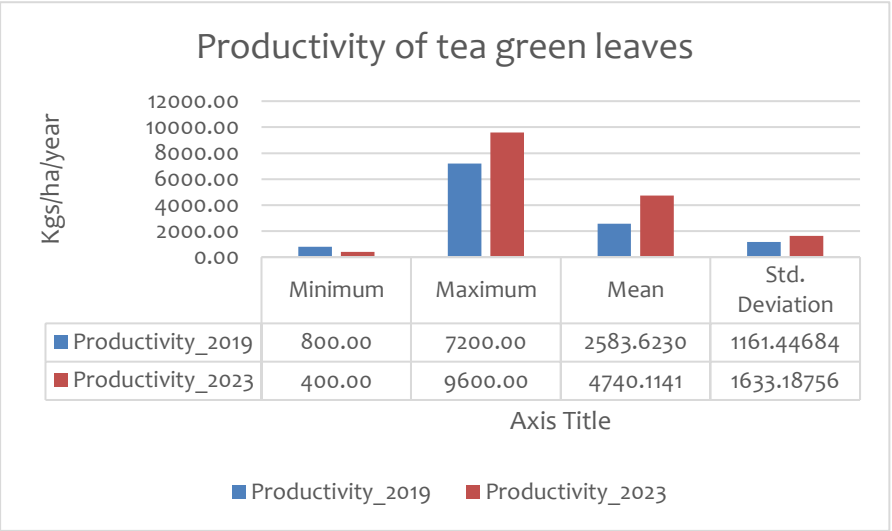
	Number of respondents	Minimum	Maximum	Mean	Std. Deviation
Green leaf Kg per month – 2019	178	20.0	750.0	126.826	97.6223
Green leaf Kg per year - 2019	178	240.0	9000.0	1521.966	1171.4586
Green leaf Kg per month – 2023	175	10.0	850.0	225.200	137.7022
Green leaf Kg per year – 2023	175	120.0	10200.0	2702.400	1652.4259

4.5.2 Productivity of tea green leaves

Difference in yield between Baseline and AOS by divided by yield baseline and multiply by 100 gives this measurement of % Increase in average yield of tea (kg/ha per year). Baseline report mentions that that the average yield was 234kg /1.8 ac / month. Accordingly, it can be converted to 3900 kgs / ha / year. Since tea yield was marginal during the pre-project situation, the converted average yield of tea lands (kgs / ha / year) at the baseline is not reliable. However, as per to the collected data of the baseline through the memory recall method during the AOS revealed that the baseline tea green leaves productivity is 2583.62 kgs / ha / year. When compared with the AOS tea green leaves productivity of 4740.11 kgs / ha / year, there is an 83.47% increment. Figure 3 presents the mean yield of tea green leaves.

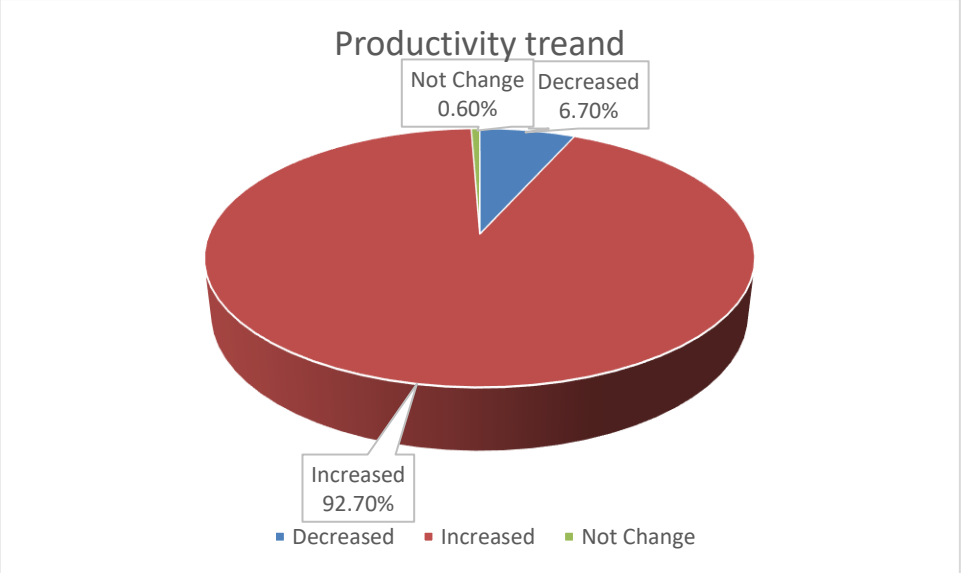
This emphasises importance of tea replanting and infilling in the project area as well as in the country. The country needs annual tea replanting rate of 2% to maintain constant tea production. However, current tea replanting rate is 0.8% which is a major challenge in the tea industry. The project has addressed this requirement by identifying that the most pressing issue among the tea smallholders is the capital for replanting.

Figure 3: Productivity of tea green leaves



The % of households reporting an increase in yield (Kg/ha per year) was calculated through the formula that "Number of sampled HHs reporting an increase in average yield divided by total sample HHs multiply by 100". Thus, the AOS found that vast majority has experienced an increase in tea leaves productivity. As figure 4 exhibits 92.7% of sampled household experience an increase in productivity while 6.7% of households experience a decrease in productivity.

Figure 4: Productivity trend among sampled households



4.6 Cost and return

The annual outcome survey measures the cost and returns of the tea smallholders who replanted or filled the gaps in their tea smallholdings supported by SAPP through the credit facilities for them to access the capital needed for the purpose of tea replanting and gap filling. Average number of tea plants replanted or filled the gaps per household is 1848.

4.6.1 Farm gate price

All the sampled beneficiaries sell their tea leaves to one of the Kalubovitiyana tea factories. It is reported that the farm gate price has been in a trajectory of increment throughout the project period. Approximate average price of a one kilo of tea green leaves reported in 2019 and 2023 is respectively Rs. 90 and 220. The price per kg of tea green leaves has been increased by 144%. Table 8 depicts the price, and its fluctuation in 2019 and 2023.

Table 8: Farm gate price of tea leaves

	Minimum	Maximum	Mean	Std. Deviation
Farm gate price Minimum 2019	60.0	100.0	77.514	8.2868
Farm gate price Maximum 2019	80.0	180.0	105.667	13.3304
Farm gate price 2019 Average	70.0	210.0	89.124	10.8814
farm gate price Minimum 2023	80.0	240.0	190.382	25.1760
Maximum farm gate price 2023	28.0	435.0	268.921	33.0474
Farm gate price 2023 Average	85.0	280.0	221.545	20.6532

4.6.2 Income from tea leaves

Table 9 presents the average monthly and annual income from tea earned by beneficiary households. Average monthly income of a household from tea in 2019 is Rs. 30145 (Baseline report). That of 2023 is Rs. 50323.29. Difference in average monthly income between Baseline and AOS is Rs. 20178.29. Accordingly, % of increasing average monthly income is 66.94%.

Table 9: Income from tea

	Minimum	Maximum	Mean	Std. Deviation
Income from tea leaves per month in 2023	2000.0	200000.0	50323.29	32386.42
Income from tea leaves per year in 2023	24000.0	2400000.0	603431.66	398871.32

Number of HHs reporting an increase in income from tea by more than 20% is 146. Number of households reporting a decrease in income from tea is 4. Accordingly, % of HHs reporting an increase in income from tea by more than 20% is 97.33%.

4.6.3 Cost of production

Cost of production especially in operation and maintenance of project supported tea smallholdings by each household was collected. Table 10 depicts the results. It reveals that the cost of production has been increased by five-fold compared to the baseline situation in 2019. This is due to the price escalation of fertilizers and high labour wages.

Table 10: Cost of production

	Minimum	Maximum	Mean	Std. Deviation
Cost of production per month 2019	500.0	30000.0	3335.39	3048.36
Cost of production per year 2019	1200.0	360000.0	39902.81	36698.73
Cost of production per month 2023	2000.0	70000.0	15254.24	11514.21
Cost of production per year 2023	14000.0	840000.0	178706.26	138611.19

4.6.4 Profits from tea cultivation

Profit which is gained by the beneficiary household from the tea smallholding supported by the project is considered to be the net income of a beneficiary household. Difference of the profit between baseline and AOS is Rs. 27088. This is the net financial gained for a beneficiary.

Table 11: Profits from tea cultivation

	Minimum	Maximum	Mean	Std. Deviation
Profits per month 2019	0.0	39000.0	7981.04	6131.18
Profits per year 2019	0.0	468000.0	95885.03	73524.22
Profits per month 2023	-2000.0	130000.0	34969.00	22957.51
Profits per year 2023	-24000.0	1560000.0	421424.91	279090.17

4.7 Income and household asset index

Income and household asset index indicate the level of impact of the project over the beneficiaries.

4.7.1 Generated income item-wise

Baseline average monthly household income from all the sources is Rs. 35,614 (Baseline report). Table 12 presents item-wise average income of households gained through different sources in the year 2023. Income data of five sampled beneficiaries who had not cultivated tea with the credit grant provided by the project was not considered in this calculation. Accordingly, average monthly household income reported at AOS is Rs. 85826.69. It reveals that there is an increase of Rs. 50212.69, which is 140.99%.

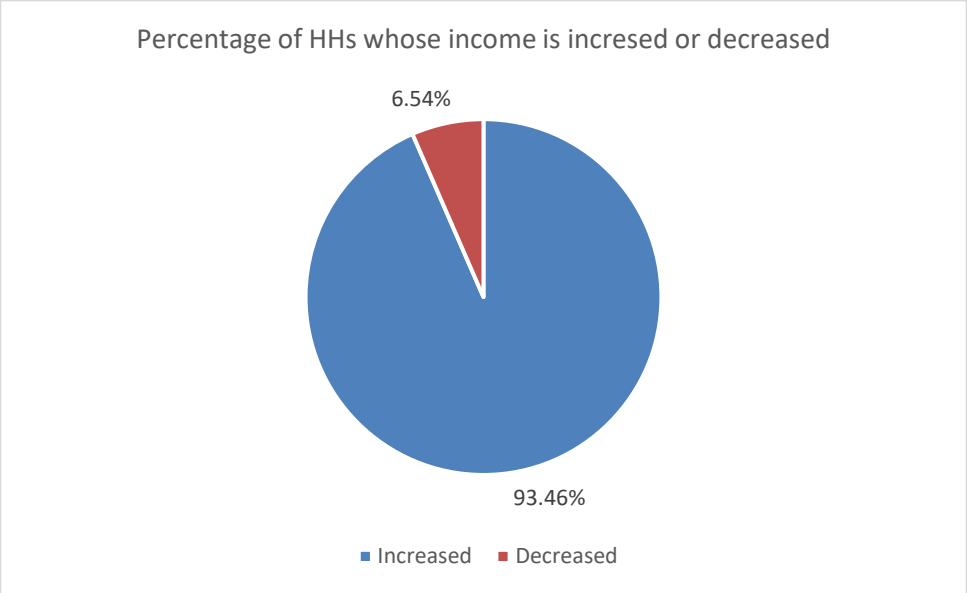
Table 12: Generated income item-wise

Income source	Number of households	Minimum	Maximum	Mean
Tea green leaf production	178	8000.0	160000.0	59385.67
Other income from crop cultivation	56	2000.0	60000.0	11919.64
Government employment	22	35000.0	80000.0	49727.27
Private sector employments	30	20000.0	80000.0	40083.33
Self-employments small businesses	21	5000.0	50000.0	24238.10
Unskilled labors	6	10000.0	40000.0	20833.33
Skilled labors	4	20000	40000	33750.00
Pension payment	1	30000	30000	30000.00
Samurdhi	1	2500.0	2500.0	2500.00
Disability Elderly payment	1	5000	5000	5000.00
Other cash receipts	26	5000.0	100000.0	36000.00
Total Monthly Income	178	21000.0	213000.0	85826.69

4.7.2 HHs reporting an increase in monthly income

The AOS computed the % of supported HHs reporting an increase in monthly income. Figure 5 presents the results. The % of supported HHs reporting an increase in monthly income is 93.46%.

Figure 5: % of supported HH reporting an increase /a decrease in monthly income



4.7.3 Household Assets Index (HHAI)

The Assets index was constructed from the data on ownership of household durable goods using PCA (Principal Component Analysis1) following the methodology proposed by Rutstein et al (2004). The Household Assets Index (HAI) is a composite measure that can be used to assess the wealth or socioeconomic status of households. It is a way to classify households based on the assets they own, which provides an indirect measure of their economic well-being. The common assets considered in the index calculation are the same variables which have been used for calculation of the baseline HHAI. They were dichotomized (1=yes; 0=no) and the prevalence of each household durable item was calculated. Then PCA was conducted based on correlation matrix and varimax rotation.

Table 13: The common assets considered in the index

Variable	Eligible	Not eligible
Land Ownership of the Dwelling (A)	1 = Own by Household Member	0 = Other
House Ownership (B)	1 = Own by Household Member	0 = Other
Has Bicycle (C)	1 = Yes	0 = No
Has Bike (D)	1 = Yes	0 = No
Has Three-wheeler (E)	1 = Yes	0 = No
Has Car (F)	1 = Yes	0 = No
Has Van (G)	1 = Yes	0 = No
Type of Housing (Roofing) (H)	1 = Concrete, Asbestos, Roof Tile,	0 = Cadjan, Straw, Cardboard, Metal Sheets, Aluminum Sheets, Roof Wood
Type of Housing (Floor) (I)	1 = Brick / Cement, Ceramic Tiles, Terrazzo,	1 = Earth/Sand, Mud/Wattle & Daub, Cow Dung, Wood, Carpet
No. of Bed (J)	1 = 2 or more beds	0 = 1 or less beds
Principle Source of Drinking Water Supply (K)	1 = Piped Water Supply into Yard or Plot, tube well, Protected Well within premises	0 = unprotected well, spring, rainwater, Protected Well outside premises, pond, river etc.
Principal Source of Cooking Fuel (L)	1 = Kerosene, LP Gas, Biogas, Coal/Lignite, Electricity	0 = Firewood, Saw/Dust/Paddy Husk, Charcoal
Quality of Drinking Water Supply (M)	1 = Drinkable as it is	0 = Drinkable after boiling or Filtering
Has Radio (N)	1 = Yes	0 = No
Has Television(O)	1 = Yes	0 = No

[1] Principal components analysis is a technique for extracting from a set of variables those few orthogonal linear combinations of the variables that capture the common information most successfully.

After the data on these assets were collected, the HHAI was constructed by assigning weights to each asset based on its relative importance in reflecting the socioeconomic status of households. The weights were derived using a statistical method called Principal Component Analysis (PCA) as it was done in the baseline survey. After assigning weights, the assets' values were combined to create a composite score for each household.

In abstract terms, an asset index is an indicator (Ai) which is computed as a function of a set of underlying variables a_{ij}, where a_{ij} denotes household i's ownership of asset j. $A_i = f(a_{ij}) = f(a_{i1} \ldots . a_{im})$. i.e., $A_i = a_{i1} + a_{i2} + \ldots + a_{im}$, where $a_{ij} = 1$ if household i owns asset j, and $a_{ij} = 0$ otherwise.

The Household Asset Index (HHAI) was estimated based on household's facilities and assets. Further, HHAI for household i is a linear combination of individual asset score,

$$Y_i = \propto_1 \frac{X_1 - \bar{X}_1}{s_1} + \propto_2 \frac{X_2 - \bar{X}_2}{s_2} + \ldots + \propto_k \frac{X_k - \bar{X}_k}{s_k} \ldots\ldots\ldots\ldots (1)$$

$$Y_{ij} = \sum \propto_{ij} \frac{(X_{ij} - \bar{X}_{ij})}{s_{ij}} \ldots\ldots\ldots\ldots\ldots (2)$$

Where $\bar{X}_k$ and s_k are the mean and standard deviation of asset X_k, and α represents the weight for each variable X for the final principal component. The first principal component or HHAI can take positive or negative values. Therefore, standardized index was estimated.

$$Standarizised\ HHAI = \left(\frac{HHAI\ value - Mini\ HHAI\ value}{Max.HHAI\ value - Mini.HHAI\ value}\right) * 100 \ldots\ldots\ldots (3)$$

The results of the PCA are shown in table 15.

Table 14: Descriptive Statistics

	Minimum	Maximum	Mean	Std. Deviation
Percent_PC1	0.00	100.00	75.1692	27.69472
Percent_PC2	0.00	100.00	53.6780	33.63123
Percent_PC3	0.00	100.00	44.4789	44.10713
Percent_composit_standardized_HHAI	0.00	100.00	67.6739	28.16778

Accordingly, HHAI of beneficiary group at AOS is 67.67%. Household Asset Index (HHAI) of beneficiary group at baseline survey is 50.7%. Increase in household asset index (HHAI) of beneficiary group between Annual Outcome Survey and Baseline Survey is 16.97%. In addition, HHAI of the control group at baseline and AOs is 62.96% and 60.9% respectively.

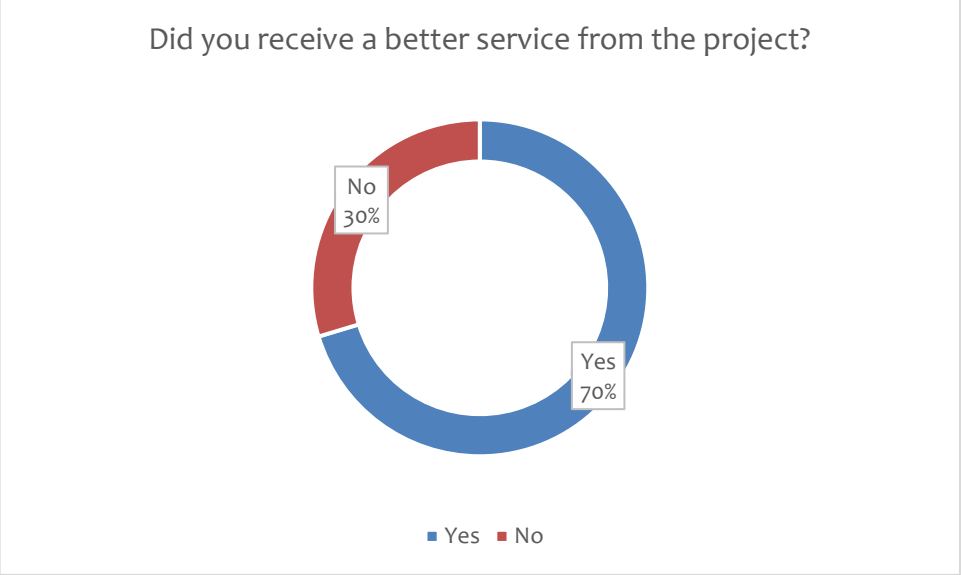
It shows a slight decrease. Due to the unavailability of baseline database to compare household wise data, % of HHs with improvement in assets ownership (asset index) could not be calculated.

4.8 Beneficiary satisfaction

4.8.1 Perception on services from the project

The log frame indicator to measure member perception on the project services is the % of HHs reporting that they received better service from the project. The AOS calculated the indicator through the formula that the number of sampled households who reported receiving better service divided by total sampled households and multiply by 100. Results are presented in Figure 6. It illustrates that only a 70% of beneficiaries are satisfied with the services offered by the project.

Figure 6: Perception on service from the project



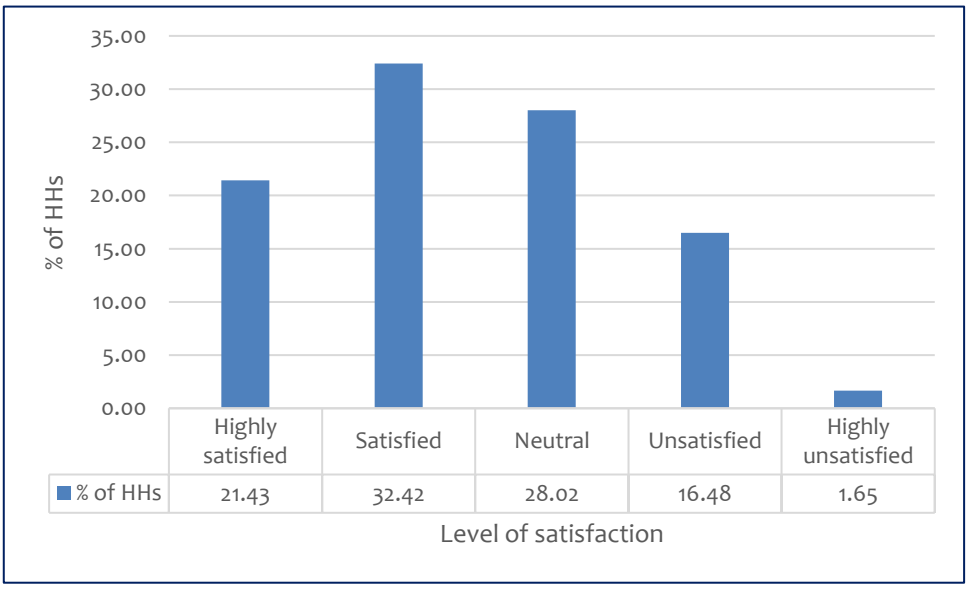
4.8.2 Relevance of the project

The M & E matrix developed is relevant and realistic. The intervention areas are logically connected. Though, training, gaining knowledge, following the practices introduced by the projects, in-king grants, cash grants etc. are reflected in the log frame, there were no such activities planned and implemented. Those could have been more relevant to the project implementation. Beneficiary satisfaction can be considered as another important dimension in measuring project relevance. A project that leads to beneficiary satisfaction should be considered successful.

The outcome survey found that 53.85% of the respondents were satisfied with the

outcomes of the project and they have understood the project role in supporting the tea value chain development in the project area through provision of capital expenditure as a credit. The performance of the project has been beneficial to these beneficiaries as it enabled them to receive the expected benefits. Figure 7 exhibits the beneficiary perception on project relevance. Among the beneficiaries, 46.2% are neutral, dissatisfied, and highly dissatisfied over the relevance of project intervention. Accordingly, it concludes that the project has partially fulfilled the requirements of the end users' goals, as well as beneficiary satisfaction by responding to the needs of the direct beneficiaries. This was proven by most beneficiaries at FGDs rating the project relevance as moderately satisfactory.

Figure 7: Relevance of the project



4.8.3 Effectiveness of the project

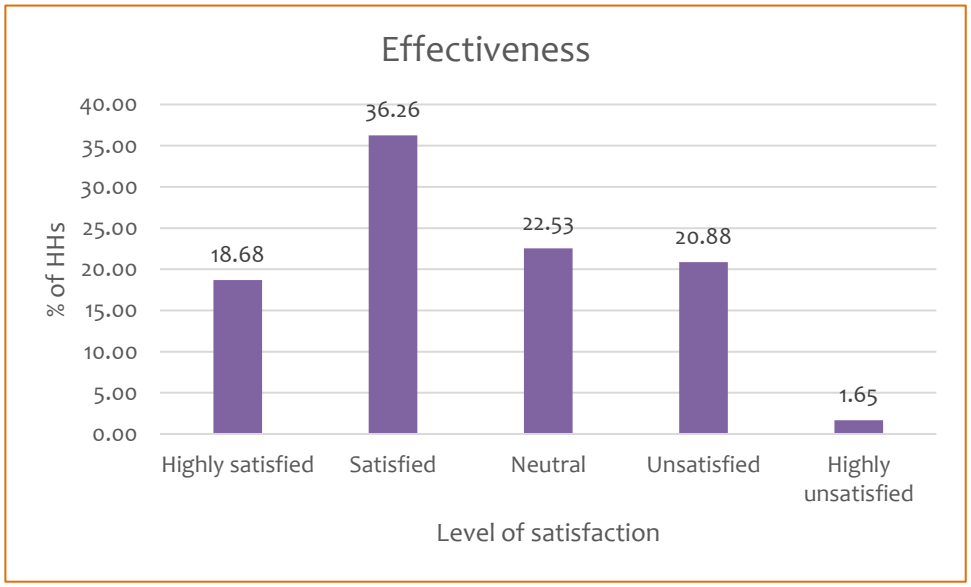
The benefits of the project in its interventions are evident at some extent. Findings of the focus group discussions revealed that most of the beneficiaries who had faced challenges from marginal tea lands due to capital constraints for replanting have been able to operate their tea land productively at considerable level. Appropriate means of verification for tracking progress, performance and achievement of indicator values have been defined. However, implementation of monitoring activities at field level has been minimum specially in selection of beneficiaries, processing of credits, and credit utilization for the purpose. It was revealed that around 10% of the beneficiaries have not done tea replanting or infilling though they have been granted the credit facility.

The processing and disbursement of credit facility has not been transparent for the beneficiaries. Quality of outputs has not been recognized by many of the beneficiaries who

are the ultimate users of the outputs and outcomes. Bank operations are very remote as the bank does not have its branches nearby for beneficiaries to have easy access. Bank and the factory did not have an efficient mechanism to ensure smooth transaction during the repayments. Some beneficiaries have mentioned that even if they had completed the repayment, bank still informed them that there was an arrears.

The project has not enhanced the culture of maintaining farm and financial records properly among the project beneficiaries which need further attention. As it is mostly the entire family who reap the benefits of the project, it can be presumed that the benefits are equally shared among men and women within the target population. Among the total respondents, only 54.94% of the HHs have rated the effectiveness as highly satisfactory or satisfactory. Around 45% of the beneficiaries are neutral or not satisfied. As such, it suggests that the quantity and quality of the outputs produced by the project are moderately satisfactory.

Figure 8:Beneficiary perception on effectiveness of the project

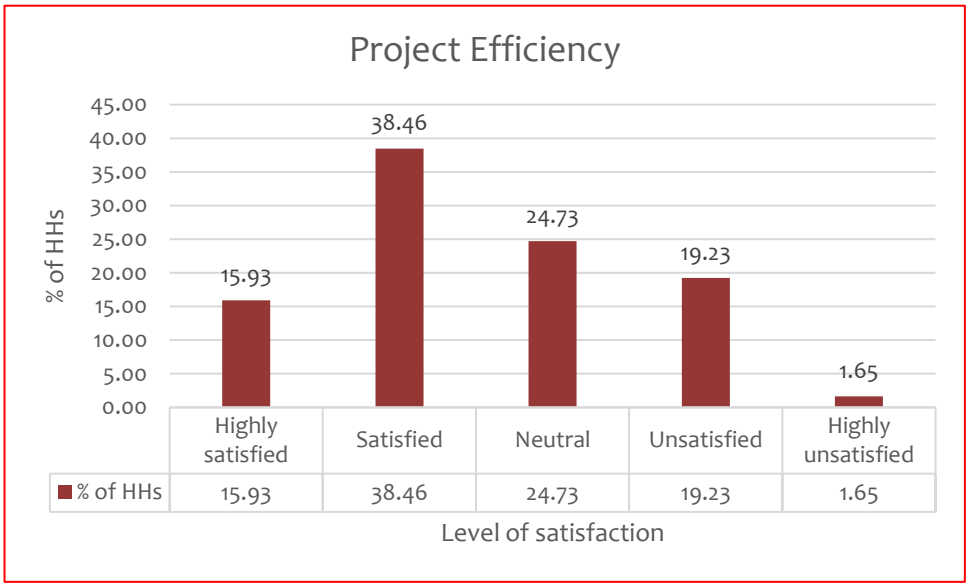


4.8.4 Efficiency of the project

The factors such as cost efficiency, cost benefits ratio, mitigation of external constraints, and corrective measures to overcome delays were assessed to rate the efficiency of the project. It was noted that project management have adopted the processes that organize, manage, and lead the project team at some extent. However, there were considerable gaps in the project/promoter team's competence, commitment to the project, effective monitoring, communication and cooperation with the project stakeholders and beneficiaries. Otherwise, these could have been significant contributions towards the project's efficiency. Nevertheless, considerable delays are not reported. The project efficiency was rated by the beneficiaries as presented in figure 9.

Accordingly, 15.93% of the beneficiaries have rated the project impact as "highly satisfactory" and 38.46% of the beneficiaries have rated the project impact as "satisfactory". The rest (45.61%) of the beneficiaries are neutral or dissatisfied.

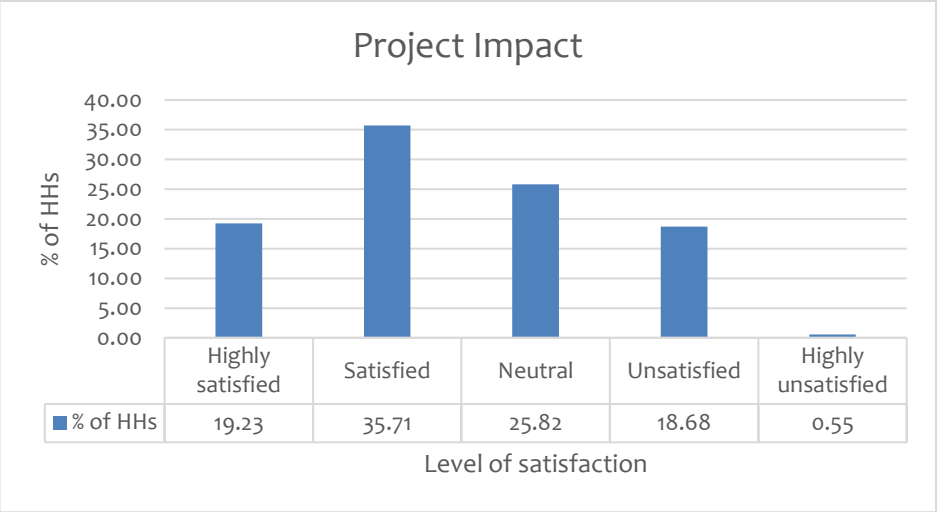
Figure 9: Beneficiary opinion on project efficiency



4.8.5 Impact of the project

The results show a positive impact of the project in terms of tea production and productivity compared to the baseline situation. However, there are some gaps to be filled to guide the beneficiaries to arrive at their optimal capacity in both production and productivity. Among the sampled beneficiaries, 19.23% of the beneficiaries have rated the project impact as "highly satisfactory" while 35.71% of the beneficiaries have rated the project impact as "satisfactory". The rest (45%) of the beneficiaries are neutral of dissatisfied. Accordingly, the project has achieved its overall project development objectives only at some extent.

Figure 10: Beneficiary opinion on project impact

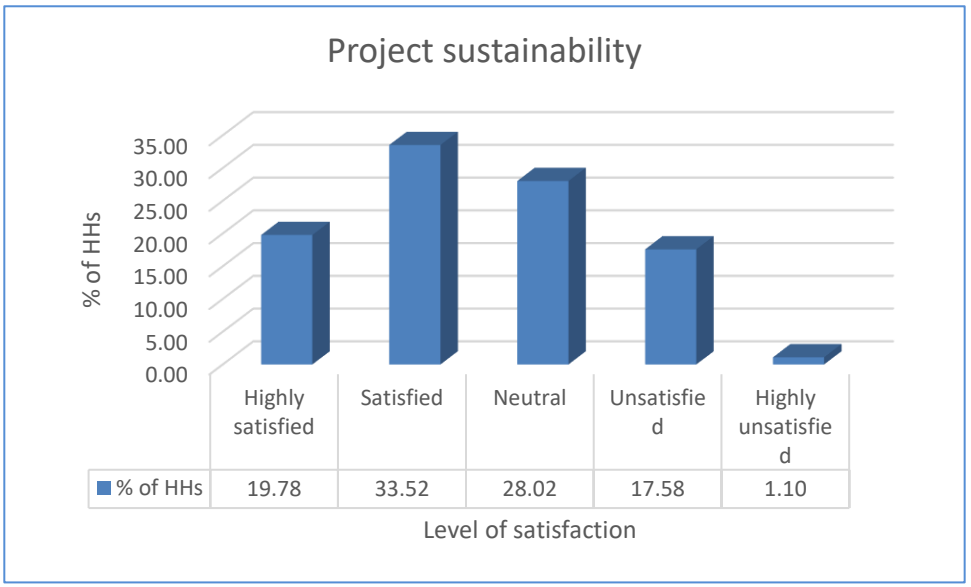


4.8.6 Sustainability of the project

The survey team assessed the likelihood of the sustainability of the project to see how the project and its impact will continue. Most of the interventions will have long term development impact because tea replanting will assure economic gain for a longer period. The project is successful in achieving the impact on the tea smallholders' replanting capacity. However, it needs further improvement of the technological and entrepreneurial capacity of the beneficiaries who must be equipped with the latest knowledge and skills to more efficient and effective tea management practices.

Stakeholder participation right from the beginning of the project is critical as it ensures that the community owns up the project which is viewed as one of the factors that could ensure project sustainability. However, this project is viewed by the beneficiaries as just a credit scheme. There is no evidence to see continuation or revolving of the credit scheme. The project has not ensured the stakeholder participation for most of the interventions and in fact participation of all the stakeholders in the project implementation and in monitoring to guarantee project sustainability. Involvement of the government Tea Small Holding Development Authority (TSHDA) is not visible. Beneficiary views on project sustainability is presented in figure 11. Approximately, 20% of the beneficiaries have rated the project sustainability as "highly satisfactory" and 33.5% of the beneficiaries have rated the project sustainability as "satisfactory". Meanwhile the rest is neutral or dissatisfied.

Figure 11: Beneficiary opinion on project impact



5. Conclusions and recommendations

5.1 Conclusions

The project has addressed the need by identifying the most pressing issue among the tea smallholders to bridge working capital gap. The performance of the project has been beneficial to these beneficiaries as it enabled them to receive the expected benefits at some extent. The results show a positive impact of the project in terms of tea production and productivity compared to the baseline situation. However, training and follow up programs could have been more effective, and impact would have been more discernible. As such, the project is viewed by the beneficiaries as merely a credit scheme. There is no evidence to see continuation or revolving of the credit scheme. Accordingly, it concludes that the project has partially fulfilled the requirements of the end users' goals, as well as beneficiary satisfaction by responding to the needs of the direct beneficiaries.

As such, the project has reached the level of "Moderately Satisfactory (3) in the rating scale. The ratings under each criterion are shown in Table below.

Table 15: Ratings under each criterion

S. No.	Evaluation Criteria	Rating
1	Relevance	Moderately satisfactory
2	Effectiveness	Moderately satisfactory
3	Efficiency	Moderately satisfactory
4	Impact	Moderately satisfactory
5	Sustainability	Moderately satisfactory
6	Overall	Moderately satisfactory

5.2 Recommendations

- Monitoring and follow up of the implementation is must in selection of beneficiaries, processing of credits, and credit utilization for the purpose.
- Training programs would have been more effective if it is conducted on new technology etc. It needs further improvement of the technological and entrepreneurial capacity of the beneficiaries who must be equipped with the latest knowledge and skills to more efficient and effective tea management practices.
- The gaps need to be filled by guiding the beneficiaries to arrive at their optimal capacity in both production and productivity.
- Involvement of the government Tea Small Holding Development Authority (TSHDA) must be encouraged in this value chain development.
- The project experience encourages giving bulk loans instead bank based loans for the beneficiaries under 4P projects where the promoters are capable enough to handle such a loan scheme.
- The project must enhance the culture of maintaining farm and financial records properly among the targeted beneficiaries which need further project attention.

Appendix 01: Household Questionnaire

Annual Outcome Survey of 4P Project: Increased Livelihood Standards through Tea Sector on Farm Development - Kalubovitiyana Tea

Introduction

- My name is _____ and I am involving in data collection on behalf of IPID for the outcome survey of the project: Increased Livelihood Standards through Tea Sector on Farm Development - Kalubowitiyana Tea, which has been assisted by SAPP.
- Your household has been selected as a sample unit by chance from all beneficiaries that were supported by the project. The purpose of this interview is to obtain the project assisted information of your cultivation and its progress.
- The information provided by you for this survey will be confidential. The information will be used to prepare reports but will not disclose for anybody. Hence, there will be no way to identify that you have given the information and we assure the privacy of the information provided.
- Therefore, could you please spare some time (around 40 minutes) for this interview?

Instructions to fill the questionnaire

- Please be responsible to fill this questionnaire simply and apparently. The data collection / tabulation will be done using a mobile application called KoBoToolBox.
- Please select possible answer/s of closed-ended questions and fill open-ended questions with clear & relevant answers.
- There are two types of questions included in the questionnaire. One is Single Answer (SA) questions and other type is Multiple Answer (MA) questions. Generally, MA questions have more than single answers. Therefore, please make sure to get all possible answers for MA questions. The type of the question has been mentioned within bracket at the end of question.

1. General Information

1.1 Name of the Beneficiary	
1.2 Age of the beneficiary	
1.3 Gender of the beneficiary	
1.4 Civil status of the beneficiary	
1.5 Address	
1.6 Contact Number of the respondent	
1.7 Name of the village	
1.8 GN Division	
1.9 DS Division	
1.10 District	
1.11 Name of the household head	
1.12 Gender of the household head	
1.13 Age of the household head (in years)	
1.14 Number of household members	

2. Cultivation of tea

2.1 Did you replant or infill the gaps of your selected land with SAPP assistance? (Replant / Infilled)

2.2 What is the land extent (ac) that you replanted / infilled tea under SAPP?

2.3 How many kgs of green leaf production you harvested from the tea crop that you cultivated under SAPP during the following years?

Crop	2019 (Before the project)		2023	
	Per month	Per year	Per month	Per year
Grean leaf (Kg)				

2.3 Productivity trend

What happened to the yield in the last year compared to compared the situation before the project?	Increased	
	Decreased	
	Not Change	

If the yield was decreased, what was the reason according to you? (Multiple Choice)	**Yes**	**No**
1. Availability of quality (Planting Materials)		
2. Irregular Watering/distribution of rain fall		
3. Shortage of inputs for producing compost		
4. Shortage of labour		
5. Lack of skilled labour		
6. Difficulties in producing organic pesticides & compost		
7. Damages from animals (Rats, cattle, etc.)		
8. Pests and diseases		
9. Poor extension services		
10. Lack of credit facilities		

If the yield was Increased, what was the reason according to you? (Multiple Choice)	**Yes**	**No**
1. Use of quality planting material		
2. Availability of Irrigation (Regular Watering)		
3. Provide manure or compost as appropriate		
4. Cultural practices done using better methods		
5. Preventive measures and timely detection of pests and diseases		
6. Depends on extension advice		
7. Direct linkage with the Promoter Entity		
8. Availability of credit facilities		
9. Availability of skilled labour		
10. Other (Specify)		

2.4 Did you involve in infilling/planting of tea under the project? (Yes / No)

2.5 Number of tea plants you infilled / planted under the project?

2.6 Average farm gate price – tea green leaf (Rs. / kg)

Crop	2019			2023		
	Minimum	Maximum	Average	Minimum	Maximum	Average
Grean leaf (Rs. / Kg)						

2.7 To whom you sold the tea green leaf? (Tick appropriately)

To whom you sold the tea green leaf?	2019	2023
Kalubowitiyana group		
Other tea factory		

2.8 Total cost of production (Rs.)

Crop	2019		2023	
	Per month	Per year	Per month	Per year
Tea leaves				

2.9 What is the income you earned by selling tea green leaf?

Crop	2019		2023	
	Per month	Per year	Per month	Per year
Tea leaves				

2.10 Profits of the cultivation (Rs)

Crop	2019		2023	
	Per month	Per year	Per month	Per year
Selling green leaf				

3. Total Household income / year

Income Source	Monthly Income (Rs.)	Annual Income (Rs.)
3.1 Tea green leaf production		
3.2 Paddy cultivation		
3.3 Other income from crop cultivation		
3.4 Income from livestock		
3.5 Government employment		
3.6 Private sector employment		
3.7 Self-employments / small businesses		
3.8 Unskilled labor		
3.9 Skilled labor		
3.10 Pension payment		
3.11 Samurdhi		
3.12 Disability/Elderly payment		
3.13 Remittances		
3.14 Other cash receipts (specify……)		
Total monthly income		

3.20. What has happened to the income in comparing to the 2020?	Increased	
	Decreased	
	Not Change	

3.20.1. If the income was decreased, what was the reason according to you?
3.20.2. If the income was Increased, what was the reason according to you?

4. Household Assets Index

If HH has or use, (Yes), please enter "1", if no, please enter "0"

Variable	Eligible	Not eligible	Score (1 / 0)
Land Ownership of the Dwelling (A)	1 = Own by Household Member	0 = Other	
House Ownership (B)	1 = Own by Household Member	0 = Other	
Has Bicycle (C)	1 = Yes	0 = No	
Has Bike (D)	1 = Yes	0 = No	
Has Three-wheeler (E)	1 = Yes	0 = No	
Has Car (F)	1 = Yes	0 = No	
Has Van (G)	1 = Yes	0 = No	
Type of Housing (Roofing) (H)	1 = Concrete, Asbestos, Roof Tile,	0 = Cadjan, Straw, Cardboard, Metal Sheets, Aluminum Sheets, Roof Wood	
Type of Housing (Floor) (I)	1 = Brick / Cement, Ceramic Tiles, Terrazzo,	1 = Earth/Sand, Mud/Wattle & Daub, Cow Dung, Wood, Carpet	
No. of Bed (J)	1 = 2 or more beds	0 = 1 or less beds	
Principle Source of Drinking Water Supply (K)	1 = Piped Water Supply into Yard or Plot, tube well, Protected Well within premises	0 = unprotected well, spring, rainwater, Protected Well outside premises, pond, river etc.	
Principal Source of Cooking Fuel (L)	1 = Kerosene, LP Gas, Bio Gas, Coal/Lignite, Electricity	0 = Firewood, Saw/Dust/Paddy Husk, Charcoal	
Quality of Drinking Water Supply (M)	1 = Drinkable as it is	0 = Drinkable after boiling or Filtering	
Has Radio (N)	1 = Yes	0 = No	
Has Television(O)	1 = Yes	0 = No	

5. Project support and services (tick or write the correct answer)

Support	Yes	No
5.1 Are you a member of a tea society?	Yes	No
5.2 Did you receive any project service?	Yes	No
5.3 Did you receive the grant from the project?	Yes	No
5.3.1 What was the amount you received as a grant from the project? (Rs.)		
5.4 Did you receive the materials, tools and machineries from the project?	Yes	No

5.4.1 Type of materials, tools and machineries you received:		
1. Tea plants (No. of plants)		
2.		
3.		
5.5 Did you receive any credits facilitated by the project to tea infilling / planting?	Yes	No
5.5.1 Amount of loan (Rs.) if you received		
5.5.2 Amount you have repaid already		
5.5.3 Balance amount to be repaid		
5.5.4 Are you a defaulter?	Yes	No
5.6 Did you or any family members participate in training programs conducted by the project	Yes	No
Types of trainings:		
5.6.1 Financial Skill Development	Yes	No
5.6.2 Entrepreneur Skill Development	Yes	No
5.6.3 Plucking with machinery	Yes	No
5.6.4 Manure applications, foliar application	Yes	No
5.6.5 Plucking/ Pruning	Yes	No
5.6.6 Other (Specify)	Yes	No
5.7 Do you feel that training programs are useful		
5.8 Were you benefitted from the trainings provided?	Yes	No
5.9 Do you follow the practices introduced by Project (correct harvesting and hygienic processing and cultivation method introduced by project?	Yes	No
5.9.1 Practices introduced and followed:	1. 2. 3. 4.	
5.10 Do you think that you received a better service from the project?	Yes	No
5.11 Have you received any service from kalubowitiyana tea?	Yes	No
5.11.1 What are the services:	1. 2. 3. 4.	
5.12 Are you satisfied with the outcome you gained from project implementation?	Yes	No
5.13 Are you satisfied with the overall project intervention?	Yes	No

6. Beneficiary Opinion over project implementation

What are your views about following aspects of the project intervention? Please use the scale of 1 – 5. (1. Highly Satisfactory, 2. Satisfactory, 3. Neutral, 4. Unsatisfactory, 5. Highly Unsatisfactory)

Criterion / Sub criterion	Level of satisfaction
7.1. Relevance of the project – Is the intervention doing the right things?	
7.2. Efficiency of the project's interventions – How well are resources being used?	
7.3. Effectiveness of the project's interventions – Is the intervention achieving its objectives?	
7.4. Impact of the project's interventions – What difference does the intervention make?	
7.5. Sustainability – Will the benefits last?	
7.6. What is your overall satisfaction over the SAPP project?	

7.8. What are the gaps you have identified in the project implementation

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7.9 What are the recommendations you suggest to fill the gaps and do differently in the future projects in the similar nature?

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Thank you for your time!

Date of Interview		**Location (GPS point)**	
Name of interviewer		**Signature of interviewer**	
Data entry by		**Date of data entry**	
Cross checked by		**Date of cross-check**	

Appendix 2: KIIs with PVCS officials / VCMs of SAPP

Annual Outcome Survey of 4P Project: Annual Outcome Survey of 4P Project: Increased Livelihood Standards through Tea Sector on Farm Development - Kalubowitiyana Tea in Galle District

Introduction

My name is _____ and I am involving in data collection on behalf of IPID for the outcome survey of the project: Increased Livelihood Standards through Tea Sector on Farm Development - Kalubowitiyana Tea, which has been assisted by SAPP. You have been selected as a sample unit purposely from all stakeholders that involved in the project. The purpose of this interview is to obtain the project assisted information of your project implementation and its progress. The information provided by you for this survey will be confidential. The information will be used to prepare reports but will not disclose for anybody. Hence, there will be no way to identify that you have given the information and we assure the privacy of the information provided. Therefore, could you please spare some time (around 40 minutes) for this interview?

1. General Information

1.1 Name of the respondent	
1.2 Official Address	
1.3 Contact Number of the respondent	
1.4 Designation	
1.5 Years of experience with this particular 4 P project	
1.6 Age	
1.7 Gender	

2. Progress data and information

2.1 Total number of HH receiving project service by gender

Male		Female		Total	

2.2 Details of the farmer organizations / Tea societies attached to the project

Name of the FO	DSD	Total No. of	No. of Male	No. of Female

2.3 Number of HHs who are involved in tea cultivation under the project by gender?

Gender	No. of beneficiaries
Male	
Female	
Total	

2.4 Number of farmers who involve in infilling of tea

2.5 Number of HHs received credit under project

Type of credit	Total no. of HHs	No. of HHs received	% of HHs received credit

2.6 Number of HHs who received the training under project

Type of training	Total no. of HHs	No. of HHs received Training under project	% of HHs received training under project

2.7 Number of HHs received the grant items provided by SAPP (item wise)

Type of grant item (Materials, tools, machineries)	No. of items planned to provide	No. of items provided	No. of farmers received	% of farmers received

2.8 Number of grant items provided by SAPP to promoter – Kalubowitiyana tea (item wise)

Type of grant item (Materials, tools, machineries)	No. of items planned to provide	No. of items provided	Remarks

3. Opinion over project implementation

3.1 What are your views about following aspects of the project intervention? Please use the scale of 1 – 5. (1. Highly Satisfactory, 2. Satisfactory, 3. Neutral, 4. Unsatisfactory, 5. Highly Unsatisfactory)

Criterion / Sub criterion	Level of satisfaction
3.1.1. Relevance of the project – Is the intervention doing the right things?	
3.1.2. Efficiency of the project's interventions – How well are resources being used?	
3.1.3. Effectiveness of the project's interventions – Is the intervention achieving its objectives?	
3.1.4. Impact of the project's interventions – What difference does the intervention make?	
3.1.5. Sustainability – Will the benefits last?	
3.1.6. What is your overall satisfaction over the SAPP project?	

3.2. What are the gaps you have identified in the project implementation

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3.3 What are the recommendations you suggest to fill the gaps and do differently in the future projects in the similar nature?

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3.4 What are the unintended positive or negative impact that you encountered?

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3.5 How did you mitigate negative impact that you encountered?

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3.6 What are the lessons learnt that can incorporate to the future similar projects?

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Thank you for your time!

Date of Interview		**Location (GPS point)**	
Name of interviewer		**Signature of interviewer**	
Data entry by		**Date of data entry**	
Cross checked by		**Date of cross-check**	

Appendix 3: FGDs with different farmer groups

Annual Outcome Survey of 4P Project: Annual Outcome Survey of 4P Project: Increased Livelihood Standards through Tea Sector on Farm Development - Kalubowitiyana Tea

Introduction

- My name is _____ and I am involving in data collection on behalf of IPID for the outcome survey of Increased Livelihood Standards through Tea Sector on Farm Development - Kalubowitiyana Tea Project which has been assisted by SAPP.
- Your households have been selected as a sample unit by chance from all beneficiaries that were supported by the project. The purpose of this discussion is to obtain the project assisted information of your cultivation and its progress.
- The information provided by you for this survey will be confidential. The information will be used to prepare reports, but will not disclose for anybody. Hence, there will be no way to identify that you have given the information and we assure the privacy of the information provided.
- Therefore, could you please spare some time (around 40 minutes) for this interview?

1. General Information

1.1 Name of the respondents (attached the attendance sheet)	
1.2 Name of the key respondent	
1.3 Contact Number of the key respondent	
1.4 Name of the village	
1.5 GN Division	
1.6 DS Division	
1.7 District	
1.8 Gender of the participants	

2. Tea Cultivation

2.1 Details of the farmer organizations

Name of the FO	DSD	Total No. of	No. of Male	No. of Female

2.2 Monthly cost of tea cultivation / ac (Excluding tea replanting)

3. Opinion over project implementation

3.1 What are your views about following aspects of the project intervention? Please use the scale of 1 – 5. (1. Highly Satisfactory, 2. Satisfactory, 3. Neutral, 4. Unsatisfactory, 5. Highly Unsatisfactory)

Criterion / Sub criterion	Level of satisfaction
3.1.1. Relevance of the project – Is the intervention doing the right things?	
3.1.2. Efficiency of the project's interventions – How well are resources being used?	
3.1.3. Effectiveness of the project's interventions – Is the intervention achieving its objectives?	
3.1.4. Impact of the project's interventions – What difference does the intervention make?	
3.1.5. Sustainability – Will the benefits last?	
3.1.6. What is your overall satisfaction over the SAPP project?	

3.2. What are the gaps you have identified in the project implementation?

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3.3 What are the recommendations you suggest filling the gaps and do differently in the future projects in the similar nature?

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3.4 What are the unintended positive or negative impact that you encountered?

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3.5 How did you mitigate negative impact that you encountered?

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3.6 What are the lessons learnt that can incorporate to the future similar projects?

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Thank you for your time!

Date of Interview		**Location (GPS point)**	
Name of interviewer		**Signature of interviewer**	
Data entry by		**Date of data entry**	
Cross checked by		**Date of cross-check**	

Appendix 4: Updated log frame

Table 1. Goal level indicators

Goal	INDICATOR	DEFINITION: How is it calculated?	Tool for data collection	Baseline	
				Beneficiary	Control
1	Change in house hold asset index (HHAI)	Difference in House Hold Asset Index (HHAI) between	HH survey	50.71	62.96
2	% of HH with improvement in assets ownership (asset index)	Number of samples HH with improvement in HHAI divided by sampled HH	HH survey		
3	Total number of HH receiving project service by gender (from sample)	Total number of HH receiving project service by gender	Desk Review, KIIs	0	0
4	% of supported HH reporting an increase in monthly income by more	Number of sampled HH reporting an increase in income divided by total	HH survey		
5	% of increasing average monthly income	Difference in average monthly income between Baseline and AOS divided by baseline income and multiply	HH survey	31,183	25,800
6	% of increasing average monthly income from tea cultivation	Difference between Baseline and AOS by divided by yield	HH survey	30145	24833
7	% of HH reporting an increase in income from tea by more than 20%	Number of HH reporting an increase in income from tea more than 20% divided by sampled size multiply by 100	HH survey		

Table 2: Outcome level indicators

OUTCOME	INDICATOR	DEFINITION: How is it calculated?	Tool for data collection	Baseline	
				Beneficiary	Control
8	% Increase in average yield of tea (kg/ha per year	Difference in yield between Baseline and AOS divided by baseline yield and multiply by 100	HH survey	234kg /1.8 ac / month	Not available
9	% of HHs reporting an increase in yield (Kg/ha per year)	Number of sampled HHs reporting an increase in average yield divided by total sample HHs multiply by 100	HH survey		

10	% increase in average production of tea leaf per HH per month	Difference in average production per HH between Baseline and AOS divided by baseline production and multiply by 100	HH survey	234kg /1.8 ac / month	Not available
11	% of HH reporting an increase in production per month more than 20%	Number of sampled HH reporting an increase in production divided by total sample HH and multiply by 100	HH survey		
12	Number of farmers who involve in infilling/planting of tea under project and (as % of total sample)	Number of farmers who involve in infilling of tea	HH survey KIIs, Dessk review		
13	% of farmers reporting that they receive better service from the project (access to finance and knowledge)	No of farmers reporting better service divided by sample farmers multiply by 100	HH survey		

Table 3: Output level indicators

OUTPUT	**INDICATOR**	**DEFINITION:** How is it	**Tool for data collection**	
14	% of farmers who received credit from SAPP/ for infilling/planting of tea by gender and type of grant materials and credit	Number of farmers who obtained credit from project divided by total number of farmers multiply by 100	HH survey	
15	Number of farmers who received the credit from SAPP program by gender and amount	Count	Desk review, KIIs	
16	Number of farmers and (as % of sample) who received materials from Kalubowitiyana Promoter by items	Count	Desk review, KIIs	
17	Number of training programs held	Count	Desk review, KIIs	
18	% Of farmers who participated in training programs	Number of sampled farmers who participated divided by total sampled farmers multiply 100	HH survey	

19	% of farmers who reported that they benefitted from training	Number of sampled farmers who reported that benefited divided by total	HH survey	
20	% of farmers who followed the practices as per introduce by Project (promoter/SAPP training)	Number of sampled farmers who reported that benefited divided by total sampled farmers multiply 100	HH survey	