

BEAM
**Draft Performance Indicator
Handbook
Trade Facilitation**

UNDER CONSTRUCTION

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Performance Indicator Candidates

Sustainable, Broad-based, Private Sector-led Economic Growth

Illustrative Project Performance Indicators Worksheet

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹	Definition and Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule ²	Data Analysis Method(s)	Person Responsible
Result	Sustainable, broad-based, private sector-led economic growth accelerated in Country X						
Growth in (real) gross domestic product (GDP) per capita [SI 4 – 15]	See standard indicator handbook ³ Indicator is tracked by EGAT.	World Bank World Development Indicators (WDI)	Tracked by E3 for Missions ⁴	Country	Annual	N/A	Missions are not expected to report on this indicator. The information is tracked by EGAT.
Proportion of people living on less than \$1.25 a day [SI 4.5.1 – 3]	See standard indicator handbook ⁴ This indicator measures Millennium Development Goal Target 1a.	UN Millennium Development Goals Report	Available online ⁵	Country	Annual	N/A	Missions are not expected to report on this indicator. The

¹ USAID standard indicators are shown in red.

² Timing, availability of data, and cost should also be addressed here

³ <http://www.state.gov/documents/organization/101765.pdf>

⁴ <http://www.state.gov/documents/organization/101765.pdf>

⁵ <http://www.un.org/millenniumgoals/reports.shtml>

Intended Results and Candidate Performance Indicators

Performance Indicator¹	Definition and Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule²	Data Analysis Method(s)	Person Responsible
							information is tracked by EGAT.
Jobs created from exports	<p>Detailed Definition: New jobs that did not previously exist and are directly linked to export production/shipment</p> <p>Unit of Measure: Number of full time jobs (M/F) Number of part-time jobs (M/F)</p>	Firms that are being assisted by the project.	Firm will be asked to share standardized monthly summaries of the number of part-time and full time staff they pay. Implementing partner staff, or local designees, will collect these forms.	-Type: full-time; part-time -Sex of job holder -Sector Target area (e.g., district)	Data will be collected monthly from firms (to minimize problems with data recall over long periods of time)	Data will be analyzed quarterly and annually to determine whether there have been net gains over prior quarter; over same quarter prior year; and over several years.	

Intended Results and Candidate Performance Indicators

Performance Indicator¹	Definition and Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule₂	Data Analysis Method(s)	Person Responsible
Income increased from exports	<p>Detailed Definition: Number of individual (worker/owner) incomes directly increased from exports in assisted entities</p> <p>Unit of Measure:</p>	Firms that are being assisted by the project.	Firms will be asked to share standardized monthly summaries of the income of part-time and full-time. Firms will track changes in income on a monthly basis and report to IPs. IP staff or local designees will collect these forms.	Target sector; target area; Sex of job holder; full-time vs part-time job;	Data will be collected monthly from firms (to minimize problems with data recall over long periods of time)	Aggregate data from assisted firms	

Performance Indicator Candidates

Trade performance and Foreign Direct Investment (FDI)

Illustrative Project Performance Indicators Worksheet

Intended Results and Candidate Performance Indicators							
Performance Indicator ⁶	Definition and Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Person Responsible
Result	Trade performance (particularly private-sector exports) and foreign direct investment expanded						
Foreign trade (X+M) as a percentage of GDP [SI 4.2-10]	See standard indicator handbook ⁷ Sum of exports as % of GDP and imports as % of GDP. Missions are not expected to report on this indicator. The information is tracked by EGAT.	World Bank World Development Indicators (WDI)	Tracked by E3 for Missions [•]	Country	Annual	N/A	

⁶ USAID standard indicators are shown in red.

⁷ <http://www.state.gov/documents/organization/115255.pdf>

Intended Results and Candidate Performance Indicators

Performance Indicator⁶	Definition and Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Person Responsible
Value of exports (a)	<p>Detailed Definition: The value of exports is the value of the goods at the moment they cross the border, including freight and insurance costs up to the border. Producer prices are used to correct for price changes.</p> <p>Unit of Measure: \$ US</p>	National statistics	Online or by arrangement with government	Product codes, harmonized system	Collected from firms quarterly to avoid problems with recall or less frequently (if they have database to track)	Data will be analyzed quarterly and annually to determine whether there have been net gains over prior quarter; over same quarter prior year; and over several years. Calculate change in tie from Y2-Y1. Calculate average change across years as data allows.	
Volume of exports (b)	<p>Detailed Definition: Exports of goods include all goods made in or imported into the country destined for use or consumption outside the project country.</p> <p>Unit of Measure:</p>	National statistics	same	Product	Annual	N/A	

Intended Results and Candidate Performance Indicators

Performance Indicator⁶	Definition and Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Person Responsible
Value of imports (c)	Detailed Definition: The value of imports is the value of the goods at the moment they cross the border, including freight and insurance costs up to the border. Producer prices are used to correct for price changes. Unit of Measure: \$US	National statistics	same	Product	Annual	N/A	
volume of imports (d)	Detailed Definition: Imports of goods include all goods made outside or imported into the country destined for use or consumption inside the country Unit of Measure:	National statistics	same	Product	Annual	Data will be analyzed quarterly and annually to determine whether there have been net gains over prior quarter; over same quarter prior year; and over several years.	

Intended Results and Candidate Performance Indicators

Performance Indicator⁶	Definition and Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Person Responsible
Value exports from assisted firms/sectors (a)	<p>Detailed Definition: The value of exports is the value of the goods at the moment they cross the border, including freight and insurance costs up to the border. Producer prices are used to correct for price changes.</p> <p>Unit of Measure: \$US</p>	Firms that are being assisted by the Project	Firms will be asked to share standardized monthly summaries of the value of exports received in the current period. Firms will track changes in export values on a monthly or quarterly basis and report to IPs. IP staff or local designees will collect these forms.	Product, using harmonized codes	Data will be collected monthly from firms (to minimize problems with data recall over long periods of time)	Aggregate data from assisted firms. Data will be analyzed quarterly and annually to determine whether there have been net gains over prior quarter; over same quarter prior year; and over several years.	

Intended Results and Candidate Performance Indicators							
Performance Indicator ⁶	Definition and Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Person Responsible
Volume of exports from assisted firms/sectors (b)	<p>Detailed Definition: The volume of goods in X produced, sold, and shipped for consumption outside the country</p> <p>Unit of Measure:</p>	Firms that are being assisted by the Project	Firms will be asked to share standardized monthly summaries of the volume of exports received in the current period. Firms will track changes in export volumes on a monthly or quarterly basis and report to IPs. IP staff or local designees will collect these forms	Product, using harmonized codes	Data will be collected monthly from firms (to minimize problems with data recall over long periods of time)	Aggregate data from assisted firms. Data will be analyzed quarterly and annually to determine whether there have been net gains over prior quarter; over same quarter prior year; and over several years.	

Intended Results and Candidate Performance Indicators							
Performance Indicator ⁶	Definition and Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Person Responsible
Value of imports from assisted firms/sectors (c)	<p>Detailed Definition: The value of exports is the value of the goods at the moment they cross the border, including freight and insurance costs up to the border. Producer prices are used to correct for price changes.</p> <p>Unit of Measure: US\$ value of import</p>	Firms that are being assisted by the Project	Firms will be asked to share standardized monthly summaries of the value of imports received in the current period. Firms will track changes in import values on a monthly or quarterly basis and report to IPs. IP staff or local designees will collect these forms	Product, using harmonized codes	Data will be collected monthly from firms (to minimize problems with data recall over long periods of time)	Aggregate data from assisted firms. Data will be analyzed quarterly and annually to determine whether there have been net gains over prior quarter; over same quarter prior year; and over several years.	

Intended Results and Candidate Performance Indicators							
Performance Indicator ⁶	Definition and Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Person Responsible
Volume of imports from assisted firms/sectors (d)	<p>Detailed Definition: The volume of goods in X bought outside the country for consumption inside the country Volume of imports</p> <p>Unit of Measure:</p>	Firms that are being assisted by the Project	Firms will be asked to share standardized monthly summaries of the volume of imports received in the current period. Firms will track changes in import volumes on a monthly or quarterly basis and report to IPs. IP staff or local designees will collect these forms.	Product, using harmonized codes	Data will be collected monthly from firms (to minimize problems with data recall over long periods of time)	Aggregate data from assisted firms. Data will be analyzed quarterly and annually to determine whether there have been net gains over prior quarter; over same quarter prior year; and over several years.	
Value of Foreign Direct Investment (FDI)	<p>Detailed Definition: FDI net inflows are the value of inward direct investment made by non-resident investors in the reporting economy, Unit of Measure: US \$ value of FDI</p>	National statistics	Online or by arrangement with government	Sector; subsector as needed	Annual	Calculate change to determine whether there have been net gains over prior quarter; over same quarter prior year; and over several years.	
Value of FDI in targeted	Detailed Definition: : Net inflows of inward direct	National statistics	Online or by arrangement	Sector, possibly subsector	Quarterly	Calculate change to	

Intended Results and Candidate Performance Indicators

Performance Indicator⁶	Definition and Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Person Responsible
sectors	investment made by non-resident investors in the reporting economy and targeted sectors per project designation		with government			determine whether there have been net gains over prior quarter; over same quarter prior year; and over several years.	
Business impact of rules on FDI	Detailed Definition: NEED Unit of Measure: Rating score	Global Competitiveness Report (6.12)	Executive survey. • Available online yearly. Indicators changed occasionally so beware of reliability from year to year.	Country	Annual	Calculate change in country's ranking from T1-T2. Compare with average country change	

Intended Results and Candidate Performance Indicators							
Performance Indicator ⁶	Definition and Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Person Responsible
Improved logistics performance	<p>Detailed Definition: The World Bank's Logistics Performance Index (LPI) analyzes countries in six components:</p> <ol style="list-style-type: none"> 1. The efficiency of customs and border management clearance. 2. The quality of trade and transport infrastructure. 3. The ease of arranging competitively priced shipments. 4. The competence and quality of logistics services. 5. The ability to track and trace consignments. 6. The frequency with which shipments reach consignees within scheduled or expected delivery times. <p>Unit of Measure: Rating</p>	Logistics Performance Index	Executive Survey [•]	Country; LPI component;	Annual	Calculate change in country's ranking from T1-T2 (in overall LPI score and individual components). Compare with average country change.	

Performance Indicator Candidates

More efficient/cost-effective movement of trade goods across borders

Illustrative Project Performance Indictors Worksheet

Intended Results and Candidate Performance Indicators							
Performance Indicator ⁸	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Person Responsible/ Notes
Result	More efficient/cost-effective movement of trade goods across borders						
Time to import [SI 4.2.1 – 16]	Detailed Definition: See standard indicator handbook ⁹ The time necessary to comply with all procedures required to import goods. If a procedure can be accelerated for an additional cost, the fastest legal procedure is chosen. Unit of Measure: Days	World Bank Doing Business Indicators	Tracked by E3 for Missions [•]	Country	Annual	T test. T2 – T1 (Change from year 1 – year 2)	

⁸ USAID standard indicators are shown in red.

⁹ <http://www.state.gov/documents/organization/115255.pdf>

Intended Results and Candidate Performance Indicators							
Performance Indicator ⁸	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Person Responsible/ Notes
Time to export [SI 4.2.1 – 16]	<p>Detailed Definition: See standard indicator handbook¹⁰ The time necessary to comply with all procedures required to import goods. If a procedure can be accelerated for an additional cost, the fastest legal procedure is chosen.</p> <p>See standard indicator handbook¹¹ Unit of Measure: Days</p>	World Bank Doing Business Indicators	Tracked by E3 for Missions [•]	Country;	Annual	T test. T2 – T1 (Change from year 1 – year 2)	As above
Number of documents required to export goods across borders decreased [SI 4.2.1 – 17]	<p>See standard indicator handbook¹² Detailed Definition: Reduction in the number of documents required to trade goods across borders as imports or exports; change in the total number of documents required as per World Bank Doing Business Indicator, confirmed by the Mission. Unit of Measure: Number</p>	World Bank Doing Business Indicators	Available online [•]	Country	Annual	Calculate change in number of necessary documents and overall ranking from T1-T2.	

¹⁰ <http://www.state.gov/documents/organization/115255.pdf> .

¹¹ <http://www.state.gov/documents/organization/115255.pdf>

¹² <http://www.state.gov/documents/organization/115255.pdf>

Intended Results and Candidate Performance Indicators							
Performance Indicator ⁸	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Person Responsible/ Notes
Number of documents required to import goods across borders decreased [SI 4.2.1 – 17]	<p>See standard indicator handbook¹³</p> <p>Detailed Definition: All documents required per shipment to import goods are recorded. It is assumed that the contract has already been agreed upon and signed by both parties. Documents required for clearance by government ministries, customs authorities, port and container terminal authorities, health and technical control agencies and banks are taken into account. Since payment is by letter of credit, all documents required by banks for the issuance or securing of a letter of credit are also taken into account. Documents that are renewed annually and that do not require renewal per shipment (for example, an annual tax clearance certificate) are not included.</p> <p>Unit of Measure: Number</p>	World Bank Doing Business Indicators	Available online [•]	Country	Annual	Calculate change in number of documents and overall ranking from T1-T2.	

¹³ <http://www.state.gov/documents/organization/115255.pdf>

Intended Results and Candidate Performance Indicators							
Performance Indicator ⁸	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Person Responsible/ Notes
Lead time to export, median case	Detailed Definition: Lead time to export is the median time (the value for 50 percent of shipments) from shipment point to port of loading. Data are from the Logistics Performance Index survey. Unit of Measure: Days	LPI	Executive Survey	Component; Country	Annual	Calculate change in ranking and score on individual component from T1-T2. Compare to average country rating.	
Cost to import	Detailed Definition: Cost measures the fees levied on a 20-foot container in U.S. dollars (dry cargo, full container load). All the fees associated with completing the procedures to export or import the goods are included. These include costs for documents, administrative fees for customs clearance and technical control, customs broker fees, terminal handling charges and inland transport. Unit of Measure:	World Bank Doing Business Indicators	Available online ¹⁴	Country	Annual	Calculate change in cost and ranking from T1-T2. Compare to average cost for other countries.	Includes cost of documents, administrative fees for customs clearance, customs broker fees, terminal handling, inland transport, but not tariffs, duties or ocean transport

¹⁴ <http://www.doingbusiness.org/>

Intended Results and Candidate Performance Indicators							
Performance Indicator ⁸	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Person Responsible/ Notes
Cost to export	<p>Detailed Definition: Cost measures the fees levied on a 20-foot container in U.S. dollars (dry cargo, full container load). All the fees associated with completing the procedures to export or import the goods are included. These include costs for documents, administrative fees for customs clearance and technical control, customs broker fees, terminal handling charges and inland transport.</p> <p>Unit of Measure: \$US Dollars</p>	World Bank Doing Business Indicators	Available online [•]	Country	Annual	Calculate change in cost and ranking from T1-T2. Compare to average cost for other countries.	As above
Perceived efficiency of customs and other border procedures	<p>Detailed Definition: Efficiency of the clearance process, i.e., speed, simplicity and predictability of formalities by border control agencies</p> <p>Unit of Measure: Rating</p>	Logistics Performance Index	Available online [•]	Country	Periodic; not yet published annually	Calculate change in cost and ranking from T1-T2. Compare to other country average ranking.	

Intended Results and Candidate Performance Indicators							
Performance Indicator ⁸	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Person Responsible/ Notes
Perceived timeliness of shipments	<p>Detailed Definition: Timeliness of shipments in reaching destination within the scheduled or expected delivery time</p> <p>Unit of Measure: Rating</p>	Logistics Performance Index	Available online [•]	Country	Periodic		This index is not yet published annually

Performance Indicator Candidates

Customs Modernization

Illustrative Project Performance Indictors Worksheet

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹⁵	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes /Person Responsible
Result	Customs/Other Border Clearance Procedures Modernized						
Burden of customs procedures	Detailed Definition: Rating from 1-7 measuring business executives' perceptions of country's efficiency of customs procedures ¹⁶ Unit of Measure: Rating	World Competitiveness Report (6.13)	Executive survey	Country	Annual; previous years not available online		Not always available electronically

¹⁵ USAID standard indicators are shown in red.

¹⁶ <http://data.worldbank.org/indicator/IQ.WEF.CUST.XQ>

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹⁵	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes /Person Responsible
Time to clear customs	Detailed Definition: The cost required by shippers/exporters to clear customs at ports, airports, borders, etc. Unit of Measure: Hours/days	Customs Administration	Obtain directly from Customs Administration, processed or unprocessed on a monthly basis	Imports/exports	Data will be collected monthly from Customs Administration (to minimize problems with data recall over long periods of time)	Construct average	From the time the shipper submits documents/goods until Customs Administration clears those goods
Number of documents required to clear customs	Detailed Definition: Number of documents required by shippers to pass goods through customs Unit of Measure: Number	Customs Administration	Obtain directly from Customs Administration, processed or unprocessed on a monthly basis	Imports/exports	Data will be collected monthly from Customs Administration (to minimize problems with data recall over long periods of time)	Average/change from year to year	

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹⁵	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes /Person Responsible
Cost to clear customs	Detailed Definition: US \$ (fees levied on a 20 foot container) (subset of cost to import) Unit of Measure: \$US	Customs Administration	Obtain directly from Customs Administration, processed or unprocessed on a monthly basis	Imports/ exports	Data will be collected monthly from Customs Administration (to minimize problems with data recall over long periods of time)	Average/change from year to year	Costs limited to those directly associated with customs clearance
Value of customs revenue	Detailed Definition: The value in \$US of net revenue brought in by imported and exported goods through country Customs. Unit of Measure: US \$	Customs Administration	Obtain published data or obtain directly from Customs Administration, processed or unprocessed on a monthly basis	Imports/ exports	Data will be collected monthly from Customs Administration (to minimize problems with data recall over long periods of time)	Average/change from year to year	
Outputs							

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹⁵	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes /Person Responsible
Risk management improved/upgraded, e.g., green line	Detailed Definition: Country specific list of changes Unit of Measure: N/A	Customs Administration	Records/interviews/ observation	By location, including land borders	Observations of improvements will be made annually at the Customs Administration offices by IP staff or local designees	N/A	
Physical inspection procedures upgraded/improved	Detailed Definition: Country specific list of changes Unit of Measure: N/A	Customs Administration	Records/interviews/ Observation	By location, including land borders	Observations of improvements will be made annually at the Customs Administration offices by IP staff or local designees	N/A	
Paper procedures shifted to electronic	Detailed Definition: Country specific list of changes Unit of Measure: N/A	Customs Administration	Records/interviews/ observation	By location, including land borders	Observations of improvements will be made annually at the Customs Administration offices by IP staff or local designees	N/A	

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹⁵	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes /Person Responsible
Systems simplified	Detailed Definition: Country specific list of changes Unit of Measure: N/A	Customs Administration	Records/interviews/ observation	By location, including land borders	Observations of improvements will be made annually at the Customs Administration offices by IP staff or local designees	N/A	
Supervisor ratings of customs staff skill in applying new/upgraded procedures	Detailed Definition: Comparison of performance to norms Unit of Measure: Rating	Supervisor staff in Customs Administration	Requires the development of a rating form for comparing performance to norms; briefing/orientation for supervisor raters on observing performance	By location (if more than one Customs unit is involved) and by sex of staff member.	Rating form for comparing performance by Supervisor staff in Customs Administration will be completed bi-annually for each staff member	Average	Valuable at the start when close supervision can spot and correct errors. Differences between raters can be an issue.

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹⁵	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes /Person Responsible
Establishment of a national Customs website*	<p>Detailed Definition: The existence of a national Customs website that makes available a minimal set of information related to import or export procedures in one of the official WTO languages. An official Customs website should at least cover the description of importation, exportation and transit procedures, electronic links to the forms and documents required, and the relevant legislation.</p> <p>A national Customs website can be part of a wider website like the Ministry of Trade and Finance website.</p> <p>Unit of Measure: Existence of website</p>	OECD <i>Trade Facilitation Indicators: the Impact on Trade Costs</i> (Variable I)	Confirm the existence with the National Customs Administration		Once	N/A	

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹⁵	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes /Person Responsible
Number of users of online customs forms	<p>Detailed Definition: Number of exporters/importers/ relevant actors that use online customs forms</p> <p>Unit of Measure: Number of visits to the website by unique users</p>	Customs Administration	Obtain published data or obtain directly from Customs Administration, processed or unprocessed on a monthly basis	Sex of user	Data will be collected monthly from Customs Administration (to minimize problems with data recall over long periods of time)	Aggregate	
Number of customs forms processed online	<p>Detailed Definition: Number of customs forms that are processed online by the Customs Administration to import/export</p> <p>Unit of Measure: Number of forms</p>	Customs Administration	Obtain published data or obtain directly from Customs Administration, processed or unprocessed on a monthly basis	Sex of user	Data will be collected monthly from Customs Administration (to minimize problems with data recall over long periods of time)	Aggregate	
Inputs							

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹⁵	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes /Person Responsible
Number of days of USG supported technical assistance in trade and investment capacity provided to counterparts or stakeholders [SI 4.2.1 – 20].	Detailed Definition: See standard indicator handbook ¹⁷ Unit of Measure: Days	Activity records	Log of days	Customs unit	Annual or more frequently	Tally	
Person hours of training completed in trade and investment capacity building supported by USG assistance [SI 4.2.1 – 19]	Detailed Definition: See standard indicator handbook ¹⁸ Unit of Measure: Hours X trainees	Activity records	Log of trainee hours spent in training	Sex of respondent; location of respondent	Annual or more frequently	Tally of total hours. Compare with targets.	

¹⁷ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

¹⁸ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹⁵	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes /Person Responsible
Number of counterpart/ stakeholder direct recipients of trade and investment capacity building technical assistance.	Detailed Definition: Number of people receiving technical assistance from the Project Unit of Measure: Number	Technical Assistance provider training and technical assistance logs of assistance provided	Log of individuals directly reached/assisted during days on which technical assistance is provided	Sex of individuals; location of individuals (which customs units)	Annual or more frequently	Tally of total numbers by year. Compare with targets.	Set up log to avoid double counting
Number of individuals trained during person hours of trade and investment capacity building training supported by the USG	Detailed Definition: Number of trainees Unit of Measure: Number	Project training attendance lists	Log of trainees	Sex of individuals; location of individuals (which customs units)	Annual or more frequently	Tally of total numbers, by year. Compare with targets.	Set up log to avoid double counting
Information technology hardware and software and other equipment installed	Detailed Definition: Type and amounts Unit of Measure: N/A	Will be obtained by site visits to Customs Administration office and direct observation of equipment	Direct Observation/ Project Records	N/A	Annual or more frequently	N/A	

Performance Indicator Candidates

Advance Rulings

Illustrative Component/Activity Performance Indicators Worksheet

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹⁹	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
Result	WTO trade facilitation draft compliant procedures on advance rulings implemented.						
Number of advance rulings requested, disaggregated by electronic and hard copy submission.	Detailed Definition: Number of request forms submitted to relevant customs unit in both hard copy and by electronic submissions Unit of Measure: Number	Customs Administration	Maintain a request log on which both hard and electronic requests are entered, and type of submission is noted.	Type of submission – online or hard copy; possibly also disaggregated by sex of importer/head of importing firm)	Annual or more frequently	Aggregated if more than one Customs unit maintains request logs	Monthly count during early stages could be useful

¹⁹ USAID standard indicators are shown in red.

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹⁹	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
Number of advance rulings issued	Detailed Definition: Numbers of rulings issued in favor of the exporter by the responsible customs unit Unit of Measure:	Customs Administration , advance rulings department	Maintain a request log on which dates requests was received and response date, as well as disposition are recorded.	Customs unit, if more than one unit receives/ processes these requests; possibly also disaggregated by sex of importer/head of importing firm	Annual or more frequently	Aggregated if more than one Customs unit maintains request logs	Monthly count during early stages could be useful
Average time from request to issuance of advance ruling or denial.	Detailed Definition: This indicator looks at the average numbers of days it takes to issue an advance rulings ruling to requestor. The count begins from the time the requestor submits the paperwork online or from the time it is postmarked at the post-office	Customs Administration – advance ruling department	Obtain directly from Customs Administration, processed or unprocessed on a monthly basis (depending on the frequency of requests received)	Customs unit, if more than one unit receives/ processes these requests.; type of request (online vs hard copy submission)	Quarterly to avoid issues with counting and recall.	Calculate average/Average across quarters and years	Baseline needed/ Monthly average during early stages useful

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹⁹	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
	Unit of Measure: Days						
Percentage of advance rulings (a) issued within promised/published time frame; (b) issued late, (c) denied	Detailed Definition: Percentage calculated of advanced rulings issued by issuing office: within timeframe, late, and denied Unit of Measure: %	Customs Administration	Maintain a request log on which dates requests was received and response date, as well as disposition are recorded.	Customs unit, if more than one unit receives/ processes these requests; sex of requestor; export type	Annual or more frequently	Aggregated if more than one Customs unit maintains request logs/Average across years	Monthly count during early stages could be useful
Percentage of shipments that actually clear customs based on advance rulings	Percentage of shipments clearing customs based on advanced rulings	Customs Administration	Obtain directly from Customs Administration, processed or unprocessed	Customs unit, if more than one; border/airport/ etc	Annual or more frequently	Calculate percentage	Baseline needed for comparison
Average time for goods to clear customs	Detailed Definition: This indicator looks at the average numbers of days it takes exported/imported goods to clear customs. The count begins from the time the goods	Customs authority	Customs time in/out log, tagged by whether advance ruling is involved	With and without an advance ruling; Customs office type (airport, border, etc)	Annual or more frequently	Calculate average	Baseline needed for comparison

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹⁹	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
	arrive at the port or border and ends when the goods are released from customs to its next destination (freight forwarder, buyer, etc) Unit of Measure: Minutes/hours/days						
Updated advance ruling procedures/forms readily available on line/in hard copy forms at appropriate locations	Detailed Definition: Presence of forms where they are reportedly located Unit of Measure:	Customs website and physical locations	Observation/verification by activity or Customs Administration staff – compare actual to reported availability	Online, hard copy	Annual or more frequently	Routine check of website	Customer involvement in data collection could highlight issues
Number of downloads of advance ruling procedures/forms	Detailed Definition: Number of times forms are downloaded from the customs' form webpage	Customs Administration IT unit	Requires activation of a download counter on access pages	Type of user	Annual or more frequently	Tally	Monthly count during early stages could be useful
Output level							
Evidence of completion of	Detailed Definition:	Customs Administration	Construct and complete a checklist noting date	N/A	Continuously until all	Simple comparison	Ensure standardization of

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹⁹	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
implementation package/action plan, e.g., checklist	Number of steps completed compared to number to be completed		each action plan item is completed		action plan items are completed		term "completion"
Supervisor ratings of customs staff skill in applying new/upgraded advance ruling procedures	Detailed Definition: Comparison of performance to norms	Supervisor staff in Customs Administration	Requires the development of a rating form for comparing performance to norms; briefing/orientation for supervisor raters on observing performance	By location (if more than one Customs unit is involved) and by sex of staff member.	Annually or more frequently	Calculate average for all staff	Valuable at the start when close supervision can spot and correct errors. Differences between raters can be an issue.
Signed document demonstrating passage/adoption of a WTO trade facilitation compliant advance ruling procedures	Detailed Definition:	Signed law, order or other document.	Ask Customs Administration	N/A	One time	N/A	
Number of documents required to obtain an advance ruling (or change in number of documents required)	Detailed Definition: Number of forms requester must complete	Customs Administration	Ask Customs Administration	Requester type – categories will be determined on a project basis	Annual	Calculate average	
Evidence of publication of (a) requirements for application of advance ruling; (b)	Detailed Definition: Presence of publication where they are	Customs Administration	Comparison of what is published to what draft WTO trade facilitation agreement envisions	N/A	Initially, annual update		

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹⁹	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
time period for issuing (i.e., not more than 150 days); (c) duration of validity	reportedly located						
Evidence of importer level of awareness of advance ruling procedures	Detailed Definition: Knowledge of procedures	Importers; freight forwarders	Customer survey focused on respondents knowledge of advance ruling procedure	Sex of respondent; location of respondent	Annual	Frequency distribution by answer; cross-tabs by sex, location	
Input level							
Number of days of USG supported technical assistance in trade and investment capacity provided to counterparts or stakeholders [SI 4.2.1 – 20].	Detailed Definition: See standard indicator handbook ²⁰ Unit of Measure: Days.	Activity records	Log of days to avoid double counting	Customs unit	days	Aggregate number of hours yearly; compare average number of hours per year	
Person hours of training completed in trade and investment capacity building supported by USG assistance [SI 4.2.1 – 19]	Detailed Definition: Hours x trainees. See standard indicator handbook ²¹	Activity records	Log of trainee hours spent in training	Sex of respondent; location of respondent	Annual or more frequently	Aggregate number of hours yearly; compare average number of hours per year	
Number of counterpart/stakeholder direct	Detailed Definition: Number of	Activity records	Log of individuals directly reached/assisted during	Sex of individuals; location of	Annual or more frequently	Aggregate number of stakeholders	

²⁰ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

²¹ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

Intended Results and Candidate Performance Indicators							
Performance Indicator ¹⁹	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
recipients of trade and investment capacity building technical assistance.	people		days on which technical assistance is provided	individuals (which customs units)		yearly; compare average number of hours per year	
Number of individuals trained during person hours of trade and investment capacity building training supported by the USG	Detailed Definition: Number of trainees	Activity records	Log of trainees	Sex of individuals; location of individuals (which customs units)	Annual or more frequently	Aggregate number of people yearly; compare average number of hours per year	Set up log to avoid double counting
Indicators specific to Country X awareness raising campaign for importers, e.g., number of radio spots, mailers sent, etc., including estimated numbers of importers reached.	Detailed Definition: TBD	TBD	TBD	TBD	TBD	TBD	

Performance Indicator Candidates

Pre-Arrival Processing/Early Release of Goods



Illustrative Component/Activity Performance Indicators Worksheet

Intended Results and Candidate Performance Indicators							
Performance Indicator ²²	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
Result							
Number of shipments preceded by pre-arrival submissions	Detailed Definition: Total number of shipments that are preceded by submission of necessary pre-arrival documents Unit of Measure:	Customs Authority	Customs forms and back up materials; financial instrument if required		Monthly	Aggregate number of shipments monthly, quarterly and yearly. Compare yearly aggregations.	

²² USAID standard indicators are shown in red.

Intended Results and Candidate Performance Indicators							
Performance Indicator ²²	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
Percentage of shipments preceded by pre-arrival submissions	Detailed Definition: Unit of Measure: %	Customs Authority	Customs forms and back up materials; financial instrument if required		Monthly	Calculate number of shipments with pre-arrival submissions divided by total number of shipments	
Average time between shipment arrival and release	Detailed Definition:	Customs Authority	Customs forms and back up materials; financial instrument if required	With and without pre-arrival submission	Monthly	Calculate average	
Updated pre-arrival customs forms readily available online	Detailed Definition: Presence of forms where they are reportedly located	Customs website	Observation	N/A	Day/week/ Month/year		
Number of downloads	Detailed Definition: # of times forms are downloaded	Website log	Requires activation of a download counter on access pages.	Type of user	Annual or more frequently	Tally/Calculate Average	Compare with # of online submissions
Output level							
Supervisor ratings of customs staff skill in applying new/upgraded pre-arrival processing procedures	Detailed Definition: Comparison of performance to norms	Supervisor staff in Customs Administration	Requires the development of a rating form for comparing performance to norms; briefing/orientation for	By location (if more than one Customs unit is involved) and by sex of staff member.	Annually or more frequently		Valuable at the start when close supervision can spot and correct errors. Differences between raters

Intended Results and Candidate Performance Indicators							
Performance Indicator ²²	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
			supervisor raters on observing performance				can be an issue.
Signed document demonstrating passage/adoption of a WTO trade facilitation compliant pre-arrival processing/early release of goods procedures	Detailed Definition: Evidence of signed documents	Signed law, order or other document.	Ask Customs Administration	N/A	One time	N/A	
Evidence of completion of implementation package/action plan, e.g., checklist	Detailed Definition: Number of steps completed compared to number to be completed	Customs Administration	Construct and complete a checklist noting date each action plan item is completed	N/A	Continuously until all action plan items are completed	Simple comparison	
Supervisor ratings of customs staff skill in applying new/upgraded pre-arrival customs processing procedures	Detailed Definition: Comparison of performance to norms	Supervisor staff in Customs Administration	Requires the development of a rating form for comparing performance to norms; briefing/orientation for supervisor raters on observing performance	By location (if more than one Customs unit is involved) and by sex of staff member.	Annually or more frequently	Calculate average	Valuable at the start when close supervision can spot and correct errors. Differences between raters can be an issue.
Number of documents required to for pre-arrival customs processing (or change in number of documents required)	Detailed Definition: Number of forms requester must	Customs Administration	Ask Customs Administration	Requester type – categories will be determined on a project basis	Annual	Calculate average	

Intended Results and Candidate Performance Indicators							
Performance Indicator ²²	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
	complete						
Evidence of publication of (a) requirements for pre-arrival processing	Detailed Definition: Presence of publication where they are reportedly located	Customs Administration	Comparison of what is published to what draft WTO trade facilitation agreement envisions	N/A	Initially, annual update	N/A	
Evidence of importer level of awareness of pre-arrival processing procedures	Detailed Definition: Knowledge of procedures	Importers; freight forwarders	Customer survey focused on respondents knowledge of pre-arrival processing procedure	Sex of respondent; location of respondent	Annual	Frequency distribution by answer; cross-tabs by sex, location	
Input level							
Number of days of USG supported technical assistance in trade and investment capacity provided to counterparts or stakeholders [SI 4.2.1 – 20].	Detailed Definition: Days. See standard indicator handbook ²³	Activity records	Log of days	Customs unit	Annual or more frequently	Tally	
Person hours of training completed in trade and investment capacity building supported by USG assistance [SI 4.2.1	Detailed Definition: Hours x trainees. See standard	Activity records	Log of trainee hours spent in training	Sex of respondent; location of respondent	Annual or more frequently	Tally	Set up log to avoid double counting

²³ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

Intended Results and Candidate Performance Indicators							
Performance Indicator ²²	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
- 19]	indicator handbook ²⁴						
Number of counterpart/stakeholder direct recipients of trade and investment capacity building technical assistance.	Detailed Definition: Number of people	Activity records	Log of individuals directly reached/assisted during days on which technical assistance is provided	Sex of individuals; location of individuals (which customs units)	Annual or more frequently	Tally	Set up log to avoid double counting
Number of individuals trained during person hours of trade and investment capacity building training supported by the USG	Detailed Definition: Number of trainees	Activity records	Log of trainees	Sex of individuals; location of individuals (which customs units)	Annual or more frequently	Tally	Set up log to avoid double counting
Indicators specific to Country X awareness raising campaign for importers, e.g., number of radio spots, mailers sent, etc., including estimated numbers of importers reached.	Detailed Definition: TBD	TBD	TBD	TBD	TBD	TBD	

²⁴ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

Performance Indicator Candidates

Expedited Shipping

Illustrative Component/Activity Performance Indicators Worksheet

Intended Results and Candidate Performance Indicators							
Performance Indicator ²⁵	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
Result							
Imports through qualified expedited shippers	Detailed Definition: Number, of shipments day/month	Customs Administration	Customs records	Sex of expedited shipper(s), if individual, or sex of owner of producer/exporter firm; type of export	Month/year	Tally	Keep log to avoid double counting
Percentage of imports shipped through qualified expedited shippers	Detailed Definition: Percentage of shipments; import volume; import value	Customs Administration	Customs records	Sex of expedited shipper(s), if individual, or sex of owner of producer/exporter firm, type of export	Month/year	Calculate percentage	Keep log to avoid double counting
Average time to complete import procedures	Detailed Definition: Minutes/hours/days	Customs Administration	Customs records	With and without an expedited shipper status	Annual	Calculate average	Keep log to avoid double counting
Average cost to complete import procedures	Detailed Definition: Minutes/hours/	Customs Administration	Customs records	With and without an expedited shipper status	Annual	Calculate average	

²⁵ USAID standard indicators are shown in red.

Intended Results and Candidate Performance Indicators							
Performance Indicator ²⁵	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
	days						
Number of qualified expedited shippers	Detailed Definition: Number of shippers	Customs Administration	Customs records	By type of shipper	Annual	Tally/Change in Y1-Y2	
Number of applicants	Detailed Definition: Number of shippers	Customs Administration	Customs records	By type of applicant. Categories tbd by project	Annual	Tally/Change in Y1-Y2	
Number of weeks between application and approval	Detailed Definition: Number of weeks	Customs Administration	Customs records	N/A	Annual	Tally/Calculate average across years	Start counting upon application submission date, not receipt date to date applicant is told of decision
Outputs							
Supervisor ratings of customs staff skill in applying new/upgraded expedited shipper status and procedures	Detailed Definition: Comparison of performance to norms	Supervisor staff in Customs Administration	Requires the development of a rating form for comparing performance to norms; briefing/orientation for supervisor raters on observing performance	By location (if more than one Customs unit is involved) and by sex of staff member.	Annually or more frequently	Calculate average rating	Valuable at the start when close supervision can spot and correct errors. Differences between raters can be an issue.
Signed document adopting expedited shipper procedures	Detailed Definition: Evidence of signed document	Customs Administration	Customs records	N/A	One time	N/A	
Evidence of publication of information on	Detailed Definition:	Customs Administration	Comparison of what is published to what	N/A	Initially, annual	N/A	

Intended Results and Candidate Performance Indicators							
Performance Indicator ²⁵	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
expedited shipper status and procedures	Presence of information where it is reportedly located		draft WTO trade facilitation agreement envisions		update		
Number of forms required to qualify	Detailed Definition: Number of forms	Customs Administration	Customs records	N/A	Annual	Tally	
Number of applications downloaded	Detailed Definition: Number of applications	Customs Administration	Customs records		Annual	Tally	
Cost to qualify	Detailed Definition: Cost	Customs Administration	Customs records	N/A	Annual	Count	
Private sector/exporter awareness of expedited shipper procedures	Detailed Definition: Knowledge of procedures	Importers; freight forwarders	Customer survey focused on respondents knowledge of expedited shipper procedures	Sex of respondent; location of respondent	Annual	Frequency distribution by answer; cross-tabs by sex, location	
Inputs							
Number of days of USG supported technical assistance in trade and investment capacity provided to counterparts or stakeholders [SI 4.2.1 – 20].	Detailed Definition: Days. See standard indicator handbook ²⁶	Activity records	Log of days	Customs unit	Annual or more frequently	Tally	

²⁶ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

Intended Results and Candidate Performance Indicators							
Performance Indicator ²⁵	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
Person hours of training completed in trade and investment capacity building supported by USG assistance [SI 4.2.1 – 19]	Detailed Definition: Hours x trainees. See standard indicator handbook ²⁷	Activity records	Log of trainee hours spent in training	Sex of respondent; location of respondent	Annual or more frequently	Tally	
Number of counterpart/stakeholder direct recipients of trade and investment capacity building technical assistance.	Detailed Definition: Number of people	Activity records	Log of individuals directly reached/assisted during days on which technical assistance is provided	Sex of individuals; location of individuals (which customs units)	Annual or more frequently	Tally	Set up log to avoid double counting
Number of individuals trained during person hours of trade and investment capacity building training supported by the USG	Detailed Definition: Number of trainees	Activity records	Log of trainees	Sex of individuals; location of individuals (which customs units)	Annual or more frequently	Tally	Set up log to avoid double counting
Indicators specific to Country X awareness raising campaign for importers, e.g., number of radio spots, mailers sent, etc., including estimated numbers of importers reached.	Detailed Definition: TBD	TBD	TBD	TBD	TBD	TBD	

²⁷ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

Performance Indicator Candidates

Penalty Disciplines

Illustrative Component/Activity Performance Indicators Worksheet

Intended Results and Candidate Performance Indicators							
Performance Indicator ²⁸	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
Result							
Average number of customs penalties issued	Detailed Definition: Month/year	Customs Administration	Customs records	Basis for/type of penalty	Annual	Calculate average	
Average number of customs penalties appealed	Detailed Definition: Month/year	Customs Administration	Customs records	Basis for/type of penalty	Annual	Calculate average	
Average cost of appealing a penalty	Detailed Definition: Cost	Customs Administration	Customs records	Type of penalty	Annual	Calculate average	
Perceived fairness of penalties	Detailed Definition: Perceived fairness	Private sector importers	Survey of private sector importers to assess whether penalties are viewed as being appropriate for the infractions involved	Sex of respondent; location of respondent; type of importer	Possibly once at the start, or in pre-test stage	Frequency distribution by answer; cross-tabs by sex, location	
Average time to complete a customs penalty appeal	Detailed Definition: Appeal	Customs Administration	Customs records	Type of penalty	Annual	Calculate average	

²⁸ USAID standard indicators are shown in red.

Intended Results and Candidate Performance Indicators							
Performance Indicator ²⁸	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
	prevails/does not prevail						
Outcome ratio	Detailed Definition: Appeals prevail/do not prevail	Customs Administration	Customs records/	Basis for/type of penalty	Annual	Calculate ratio	
Customs revenue from penalties	Detailed Definition: Income generated	Customs Administration	Customs records	Basis for/type of penalty	Annual	Tally	
Importer/Exporter awareness of availability of information on new/modified penalties/appeal process	Detailed Definition: Knowledge of procedures	Importers; freight forwarders	Customer survey focused on respondents knowledge of customs penalties and appeal procedures procedure	Sex of respondent; location of respondent	Annual	Frequency distribution by answer; cross-tabs by sex, location	
Output level							
Supervisor ratings of customs staff skill in applying modified penalty structure and new/upgraded appeal procedures	Detailed Definition: Comparison of performance to norms	Supervisor staff in Customs Administration	Requires the development of a rating form for comparing performance to norms; briefing/orientation for supervisor raters on observing performance	By location (if more than one Customs unit is involved) and by sex of staff member.	Annually or more frequently	Calculate average rating	Valuable at the start when close supervision can spot and correct errors. Differences between raters can be an issue.
Signed document documenting adoption or upgrading of penalties and customs penalty appeal	Detailed Definition: Evidence of documents	Customs Administration	Customs records	N/A	One time	N/A	

Intended Results and Candidate Performance Indicators							
Performance Indicator ²⁸	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
procedures							
Evidence of publication of information on customs penalties and appeals procedures	Detailed Definition: Presence of information where it is reportedly located	Customs Administration	Comparison of what is published to what draft WTO trade facilitation agreement envisions	N/A	Initially, annual update	N/A	
Number of steps (documents) needed to pay a penalty	Detailed Definition: Number of steps	Customs Administration	Customs Records	By penalty type	Annual	Tally/Calculate change in Y2-Y1	
Number of steps (and documents) needed to appeal a customs penalty	Detailed Definition: Number of steps	Customs Administration	Customs Records	By penalty type	Annual	Tally/Calculate change in Y2-Y1	
Inputs							
Number of days of USG supported technical assistance in trade and investment capacity provided to counterparts or stakeholders [SI 4.2.1 – 20].	Detailed Definition: Days. See standard indicator handbook ²⁹	Activity records	Log of days	Customs unit	Annual or more frequently	Tally	
Person hours of training completed in trade and investment capacity building supported by USG assistance [SI 4.2.1	Detailed Definition: Hours x trainees. See standard	Activity records	Log of trainee hours spent in training	Sex of respondent; location of respondent	Annual or more frequently	Tally	Set up log to avoid double counting

²⁹ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

Intended Results and Candidate Performance Indicators							
Performance Indicator ²⁸	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
- 19]	indicator handbook ³⁰						
Number of counterpart/stakeholder direct recipients of trade and investment capacity building technical assistance.	Detailed Definition: Number of people	Activity records	Log of individuals directly reached/assisted during days on which technical assistance is provided	Sex of individuals; location of individuals (which customs units)	Annual or more frequently	Tally	Set up log to avoid double counting
Number of individuals trained during person hours of trade and investment capacity building training supported by the USG	Detailed Definition: Number of trainees	Activity records	Log of trainees	Sex of individuals; location of individuals (which customs units)	Annual or more frequently	Tally	Set up log to avoid double counting
Information technology hardware and software and other equipment	Detailed Definition: Type and amounts	Activity records	Direct observation	N/A	Annual or more frequently	N/A	
Indicators specific to Country X awareness raising campaign for importers, e.g., number of radio spots, mailers sent, etc., including estimated numbers of importers reached.	Detailed Definition: TBD	TBD	TBD	TBD	TBD	TBD	

³⁰ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

Performance Indicator Candidates

Internet Publication

Illustrative Component/Activity Performance Indicators Worksheet

Intended Results and Candidate Performance Indicators							
Performance Indicator ³¹	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
Result							
Trade-related information consistent with the intent of Article I of the 10/7/11 consolidated draft of the WTO Trade Facilitation Agreement readily available online and in hard copy form at designated enquiry points	Detailed Definition: Individual users can obtain hard copies or download copies of all information subsumed under this Article.	Government	Observation	Items (a) to (j) of Article I; range of locations/enquiry points deemed to constitute "accessible" (physical and online locations)	Annual	N/A	A number of these types of information are also discussed and indicators are included for other/specific WTO trade facilitation agreement draft provisions
Publications of trade-related information cross-referenced to alert private sector about all trade facilitation improvements when information on any one	Detailed Definition: For example, publication on expedited shipper status contains links to	Government	Observation	Type of information	Annual review	N/A	

³¹ USAID standard indicators are shown in red.

Intended Results and Candidate Performance Indicators							
Performance Indicator ³¹	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
is pursued/obtained	information about advance rulings and pre-arrival processing procedures						
Number of downloads of trade information placed online pursuant to the draft WTO Trade Facilitation Agreement, Article I	Detailed Definition: Number of downloads	Customs Administration	Requires activation of a download counter on access pages.	Type of information/user	Annual or more frequently	Tally	
Inputs							
Number of days of USG supported technical assistance in trade and investment capacity provided to counterparts or stakeholders [SI 4.2.1 – 20].	Detailed Definition: Days. See standard indicator handbook ³²	Activity records	Log of days	Customs unit	Annual or more frequently	Tally	Set up log to avoid double counting
Person hours of training completed in trade and investment capacity building supported by USG assistance [SI 4.2.1 – 19]	Detailed Definition: Hours x trainees. See standard indicator handbook ³³	Activity records	Log of trainee hours spent in training	Sex of respondent; location of respondent	Annual or more frequently	Tally	Set up log to avoid double counting
Number of	Detailed	Activity	Log of individuals	Sex of	Annual or	Tally	Set up log to avoid

³² <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

³³ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

Intended Results and Candidate Performance Indicators							
Performance Indicator ³¹	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
counterpart/stakeholder direct recipients of trade and investment capacity building technical assistance.	Definition: Number of people	records	directly reached/assisted during days on which technical assistance is provided	individuals; location of individuals (which customs units)	more frequently		double counting
Number of individuals trained during person hours of trade and investment capacity building training supported by the USG	Detailed Definition: Number of trainees	Activity records	Log of trainees	Sex of individuals; location of individuals (which customs units)	Annual or more frequently	Tally	Set up log to avoid double counting
Information technology hardware and software and other equipment	Detailed Definition: Type and amounts	Activity records	Direct observation	N/A	As needed	N/A	

Performance Indicator Candidates

Transit Guarantee System

Illustrative Component/Activity Performance Indicators Worksheet

Intended Results and Candidate Performance Indicators							
Performance Indicator ³⁴	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
Result							
Volume of goods transhipped through Country X	Detailed Definition:	Customs administration					
Value of goods transhipped through Country X	Detailed Definition:	Customs administration					
Number of transshipments	Detailed Definition:	Customs administration		Origin and destination			
Number of downloads of forms associated with transshipment	Detailed Definition:	Customs administration	Requires activation of a download counter on access pages.				
Country acceded to the TIR (Transport International Routière) Convention	Detailed Definition:	Customs Administration					
Outputs							
Signed document recording adoption of simplified transshipment procedures consistent	Detailed Definition:	Customs Administration	Customs administration records		Once		

³⁴ USAID standard indicators are shown in red.

Intended Results and Candidate Performance Indicators							
Performance Indicator ³⁴	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
with the intent of Article II of the WTO draft Trade Facilitation Agreement							
Publication of revised/simplified transshipment procedures online and in hard copy; wide dissemination online, through enquiry points and through neighboring country embassies.	Detailed Definition:	Customs Administration	Records; observation	Hard and soft copy; location	Annual review		
Number of documents required to transship goods	Detailed Definition:	Customs Administration	Records; observation		Annual		
Time required for approval of transshipment, e.g., permit	Detailed Definition:	Customs Administration	Customs administration records		Annual		
Cost of obtaining transshipment permission or permit	Detailed Definition:	Customs Administration	Records; observation		Annual		
Inputs							
Number of days of USG supported technical assistance in trade and investment capacity provided to counterparts or	Detailed Definition: Days. See standard indicator handbook ³⁵	Activity records	Log of days	Customs unit	Annual or more frequently	Tally	Set up log to avoid double counting

³⁵ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

Intended Results and Candidate Performance Indicators							
Performance Indicator ³⁴	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
stakeholders [SI 4.2.1 – 20].							
Person hours of training completed in trade and investment capacity building supported by USG assistance [SI 4.2.1 – 19]	Detailed Definition: Hours x trainees. See standard indicator handbook ³⁶	Activity records	Log of trainee hours spent in training	Sex of respondent; location of respondent	Annual or more frequently	Tally	Set up log to avoid double counting
Number of counterpart/stakeholder direct recipients of trade and investment capacity building technical assistance.	Detailed Definition: Number of people	Activity records	Log of individuals directly reached/assisted during days on which technical assistance is provided	Sex of individuals; location of individuals (which customs units)		Tally	Set up log to avoid double counting
Number of individuals trained during person hours of trade and investment capacity building training supported by the USG	Detailed Definition: Number of trainees	Activity records	Log of trainees	Sex of individuals; location of individuals (which customs units)		Tally	Set up log to avoid double counting
Information technology hardware and software and other equipment	Detailed Definition: Type and amounts	Activity records	Direct observation	N/A	As needed		

³⁶ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

Performance Indicator Candidates

Trade-Related Infrastructure Improved

Illustrative Component/Activity Performance Indicators Worksheet

Intended Results and Candidate Performance Indicators							
Performance Indicator ³⁷	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
Result	Trade-related infrastructure improved						
Infrastructure	Detailed Definition: Quality of trade and transport related infrastructure (e.g., ports, railroads, roads, information technology)	World Bank Logistics Performance Index	Available online	N/A	Periodic		Available for 2007 and 2011
Overall quality of infrastructure	Detailed Definition:	World Competitiveness Report	Available online	Country	Annual		
Result	Port quality/capacity/efficiency improved						
Quality of port infrastructure	Detailed Definition:	World Competitiveness Report (3.9)	Available online	Country	Annual		
Port capacity	Detailed Definition: Volume of cargo the port	Port authority	Port authority records				Conceptual agreement on definition, but applications vary

³⁷ USAID standard indicators are shown in red.

Intended Results and Candidate Performance Indicators							
Performance Indicator ³⁷	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
	is capable of handling/per year						
Shipping Vessel arrivals	Detailed Definition: Number per year	Port authority	Port authority records		Continuous arrive/depart data		
Average time in port	Detailed Definition: Days	Port authority	Port authority records	By cargo type; arrival and final destination;	Continuous arrive/depart data	Calculate average days	
Port and terminal charges	Detailed Definition: Day or other unit, e.g., size	Port authority	Port authority records	By cargo type; arrival and final destination	Annual or more frequently	Calculate cost	
Perception of road transport charges	Detailed Definition:	World Bank Logistics Performance Index	Available online	Country	Periodic		Available for 2007 and 2011
Result	Rail transport quality/capacity/efficiency improved						
Quality of railroad infrastructure	Detailed Definition:	World Competitiveness Report (2.03)	Executive survey	Country	Annual		
Miles of track	Detailed Definition: Suitable for freight	Railway authority	Railway authority records		Annual		
Ton-miles of rail freight	Detailed Definition: Per year - (one ton of freight moved one mile counts	Railway authority	Railway authority records		Annual		

Intended Results and Candidate Performance Indicators							
Performance Indicator ³⁷	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
	as one ton-mile)						
Average trip time	Detailed Definition: Between a fixed inland location and port or airport	Railway authority or independent source	Random sample of trips; samples size adequate to capture range		Annual	Arrival time minus start time for sample trips	
Cost of rail shipping (domestic)	Detailed Definition: Cost per ton/mile	Railway authority	Railway authority records	By destination; type of cargo	Annual		
Result	Air transport quality/capacity/efficiency improved						
Quality of air transport infrastructure	Detailed Definition:	World Competitiveness Report (2.04)	Executive survey	Country	Annual		
Number of airports handling cargo shipments	Detailed Definition:	Airport authority	Airport authority records	Airport	Annual		
Average volume of cargo arriving by air	Detailed Definition: Day/month/year	Airport authority	Airport authority records	Airport	Day/month/year		
Average volume of cargo departing by air	Detailed Definition: Day/month/year	Airport authority	Airport authority records	Airport	Day/month/year		
Number of cargo carriers (airlines) arrive/depart	Detailed Definition: Day/week	Airport authority	Airport authority records	Airport	Day/week		
Cost of air transport	Detailed Definition: Average cost per ton/mile	Airlines		Type of cargo; destination	Annual or more frequently		
Perception of air transport charges	Detailed Definition:	World Bank Logistics Performance		Country	Periodic		Available for 2007 and 2011

Intended Results and Candidate Performance Indicators							
Performance Indicator ³⁷	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
		Index					
Result	Road infrastructure transport quality/capacity/efficiency improved						
Quality of road infrastructure	Detailed Definition:	World Competitiveness Report (2.02)	Executive survey	Country	Annual		
Kilometers of road	Detailed Definition:	National statistics		Surface or serviceability (e.g., all weather)	Annual		Data frequency may not be adequate to use as an indicator
Kilometers of multi-lane divided highway	Detailed Definition:	National statistics		Surface or serviceability (e.g., all weather)	Annual		
Average trip time	Detailed Definition: Between a fixed inland location and port or airport			Surface or serviceability (e.g., all weather)	Annual		
Average road user costs/trip	Detailed Definition: Fees; gasoline			By type of surface or serviceability (e.g., all weather)	Annual		
Perception of road transport charges	Detailed Definition:	World Bank Logistics Performance Index		Country	Periodic		Available for 2007 and 2011
Average truck speed	Detailed Definition: Km per hour	National statistics or police		By type of surface or serviceability (e.g., all weather)	Annual		
Input Level							

Intended Results and Candidate Performance Indicators							
Performance Indicator ³⁷	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
Kilometers of roads constructed or repaired with USG assistance (SI 4.4.3-13)	Detailed Definition: See standard indicator handbook ³⁸	Activity; government	Activity records	By type of surface or serviceability (e.g., all weather)			
Port construction or upgrading	Detailed Definition:	Activity; government	Activity records		Annual		
Railway expansion or upgrading	Detailed Definition:	Activity; government	Activity records		Annual		
Airport construction or upgrading	Detailed Definition:	Activity; government	Activity records		Annual		
Number of days of USG supported technical assistance in trade and investment capacity provided to counterparts or stakeholders [SI 4.2.1 – 20].	Detailed Definition: Days. See standard indicator handbook ³⁹	Activity records	Log of days	Customs unit	Annual or more frequently	Tally	
Person hours of training completed in trade and investment capacity building supported by USG assistance [SI 4.2.1 – 19]	Detailed Definition: Hours x trainees. See standard indicator handbook ⁴⁰	Activity records	Log of trainee hours spent in training	Sex of respondent; location of respondent	Annual or more frequently	Tally	Set up log to avoid double counting
Number of counterpart/stakeholder direct recipients of trade and investment	Detailed Definition: Number of people	Activity records	Log of individuals directly reached/assisted	Sex of individuals; location of individuals	Annual or more frequently	Tally	Set up log to avoid double counting

³⁸ <http://www.state.gov/f/indicators/index.htm>

³⁹ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

⁴⁰ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

Intended Results and Candidate Performance Indicators							
Performance Indicator ³⁷	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
capacity building technical assistance.			during days on which technical assistance is provided	(which customs units)			
Number of individuals trained during person hours of trade and investment capacity building training supported by the USG	Detailed Definition: Number of trainees	Activity records	Log of trainees	Sex of individuals; location of individuals (which customs units)	Annual or more frequently	Tally	Set up log to avoid double counting

Performance Indicator Candidates

Professional Services for Exporters Improved (e.g., freight forwarding)

Illustrative Component/Activity Performance Indicators Worksheet

Intended Results and Candidate Performance Indicators							
Performance Indicator ⁴¹	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
Result	Professional services for exporters improved (e.g., freight forwarding, logistics management, trucking)						
Logistics competence	Detailed Definition: Competence and quality of logistics services (e.g., transport operators, customs brokers)	World Bank Logistics Performance Index		Country	Periodic		Available for 2007 and 2011
Tracking and tracing	Detailed Definition: Ability to track and trace consignments	World Bank Logistics Performance Index		Country	Periodic		Available for 2007 and 2011
International shipments	Detailed Definition:	World Bank Logistics		Country	Periodic		Available for 2007 and 2011

⁴¹ USAID standard indicators are shown in red.

Intended Results and Candidate Performance Indicators							
Performance Indicator ⁴¹	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
	Ease of arranging competitively priced shipments	Performance Index					
Perception of warehousing/transshipment charges	Detailed Definition:	World Bank Logistics Performance Index		Country	Periodic		Available for 2007 and 2011
Private sector trucking capacity	Detailed Definition: Volume of cargo the trucking industry is capable of handling at a given time	Trucking firms			Annual		
Average fleet fuel efficiency	Detailed Definition: Average km per gallon	Trucking firms			Annual		
Private sector warehousing/freight handling capacity	Detailed Definition: Volume of cargo the private sector firms are capable of storing at a given time						
Cold storage capacity	Detailed Definition:						

Intended Results and Candidate Performance Indicators							
Performance Indicator ⁴¹	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
	Cubic meters under private sector firms for perishable cargo storage						
Spoilage/waste	Detailed Definition: Percentage of perishable product volume/value lost to spoilage/waste, including loss of moisture and product tossed by logistics provider or rejected by buyer	Logistics intermediary	Product weight/volume log (in/out or shipped)	Type of product	Weekly/monthly/annually	Calculate average	
Irregular payments or bribes	Detailed Definition: Average score across the five components of the following Executive Opinion	World Competitiveness Report (1.05)	Executive survey	Country	Annual	Calculate change	Included here as these firms are the ones most likely to be exposed to demands for payments/bribes

Intended Results and Candidate Performance Indicators							
Performance Indicator ⁴¹	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
	Survey question ⁴² .						
Corruption Perception Index Score (SI 2.2.4-8)	Detailed Definition: See standard indicator handbook ⁴³	Annual Survey given to firms	Firm Survey	Type of respondent	Annual	Calculate change	Included here as these firms are the ones most likely to be exposed to demands for payments/bribes
Output level							
Number of assisted logistics/freight forwarding/trucking firms that adopt new/improved practices	Detailed Definition: Number of firms	Activity records	Follow up interviews/survey and/or observation	Type of firm; sex of firm owner	Annual	Tally	
Input level							
Number of days of USG supported technical assistance in trade and investment capacity provided to counterparts or stakeholders [SI 4.2.1 – 20].	Detailed Definition: Days. See standard indicator handbook ⁴⁴	Activity records	Log of days	Customs unit	Annual or more frequently	Tally	Set up log to avoid double counting
Person hours of training completed in trade and investment capacity building supported by USG assistance [SI 4.2.1	Detailed Definition: Hours x trainees. See standard	Activity records	Log of trainee hours spent in training	Sex of respondent; location of respondent	Annual or more frequently	Tally, aggregated and compared annually	Set up log to avoid double counting

⁴² <http://www.datapult.info/en/content/irregular-payments-and-bribes>

⁴³ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

⁴⁴ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.

Intended Results and Candidate Performance Indicators							
Performance Indicator ⁴¹	Definition/ Unit of Measure	Data Sources	Data Collection Method(s)	Disaggregated by	Data Collection Frequency and Schedule	Data Analysis Method(s)	Notes on Indicator/Person Responsible
- 19]	indicator handbook ⁴⁵						
Number of counterpart/stakeholder direct recipients of trade and investment capacity building technical assistance.	Detailed Definition: Number of people	Activity records	Log of individuals directly reached/assisted during days on which technical assistance is provided	Sex of individuals; location of individuals (which customs units)	Annual or more frequently	Tally, aggregated and compared annually	Set up log to avoid double counting
Number of individuals trained during person hours of trade and investment capacity building training supported by the USG	Detailed Definition: Number of trainees	Activity records	Log of trainees	Sex of individuals; location of individuals (which customs units)	Annual or more frequently	Tally, aggregated and compared annually	Set up log to avoid double counting
Loans or other resources provided to logistics/freight forwarding/trucking firms	Detailed Definition: Number and average value of loan or other resources	Activity records	Spreadsheet of loans	Sex of individuals	Annual or more frequently	Tally, aggregated and compared annually	Set up spreadsheet to avoid double counting

⁴⁵ <http://www.state.gov/documents/organization/101765.pdf> - Need to determine how to shorten indicators to fit into this handbook. Currently too long.