

PROJECT STATUS REPORT

JULY 2016 - DECEMBER 2016

SECTION 1: PROJECT SUMMARY

PROJECT NAME: Test an innovative business training method for entrepreneurs in Jamaica

Project Number: JA-M1037 - Project Num.: ATN/ME-15296-JA

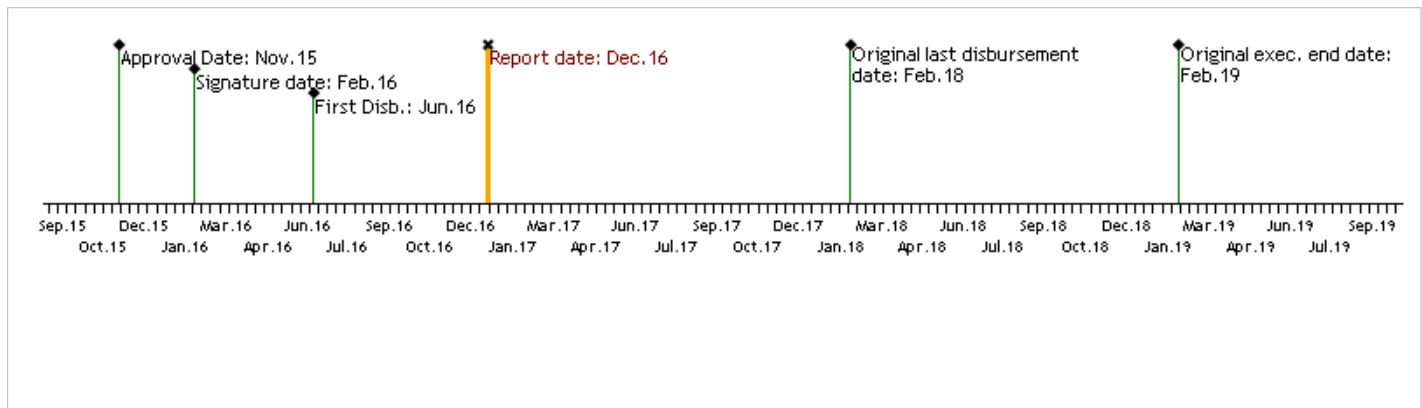
Purpose: Test an innovative entrepreneurial training program for micro entrepreneurs using experimental methods.

Country Admin	Country Beneficiary	Group	Subgroup
JAMAICA	JAMAICA	SME - Small and Medium Enterprise Development	BDEV - Business Development

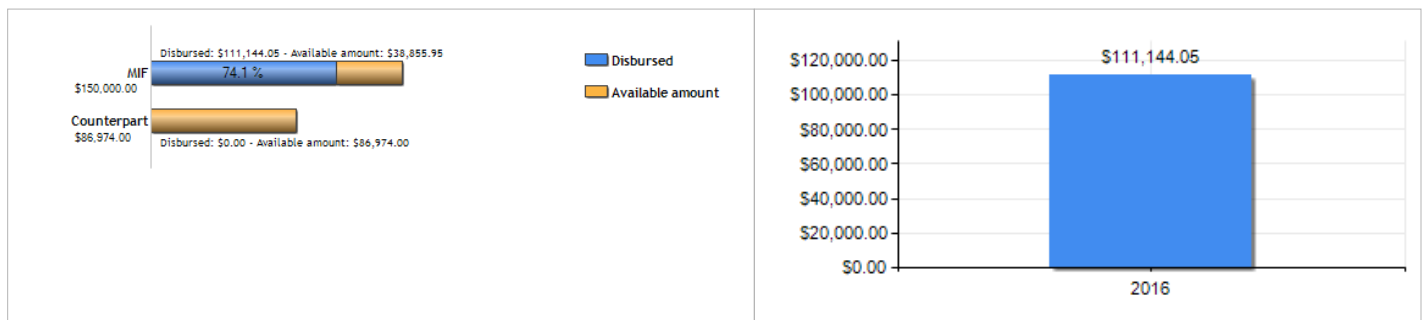
Executing Agency: Jamaica Business Development Centre

Design Team Leader: DORA MOSCOSO
Supervision Team Leader: WAYNE BEECHER

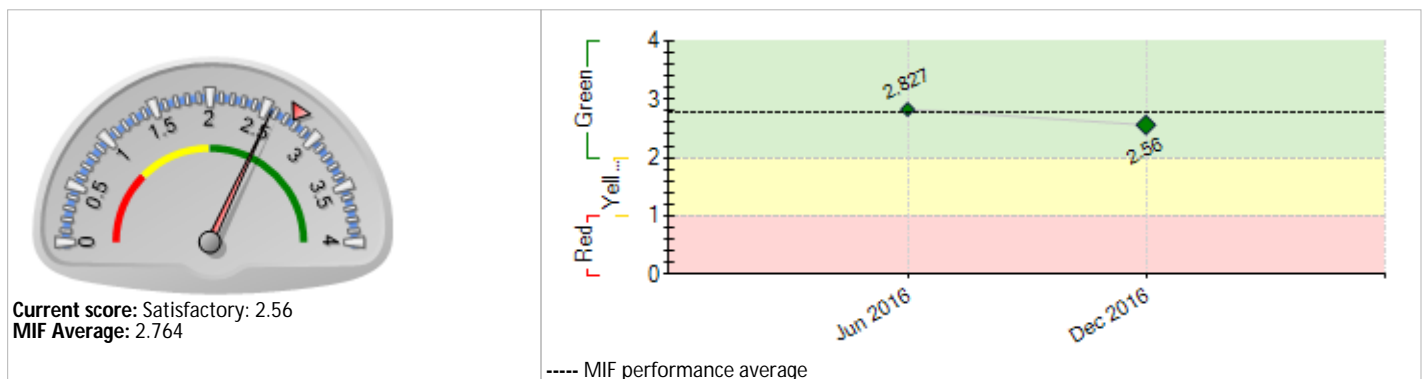
PROJECT CYCLE



FUNDS



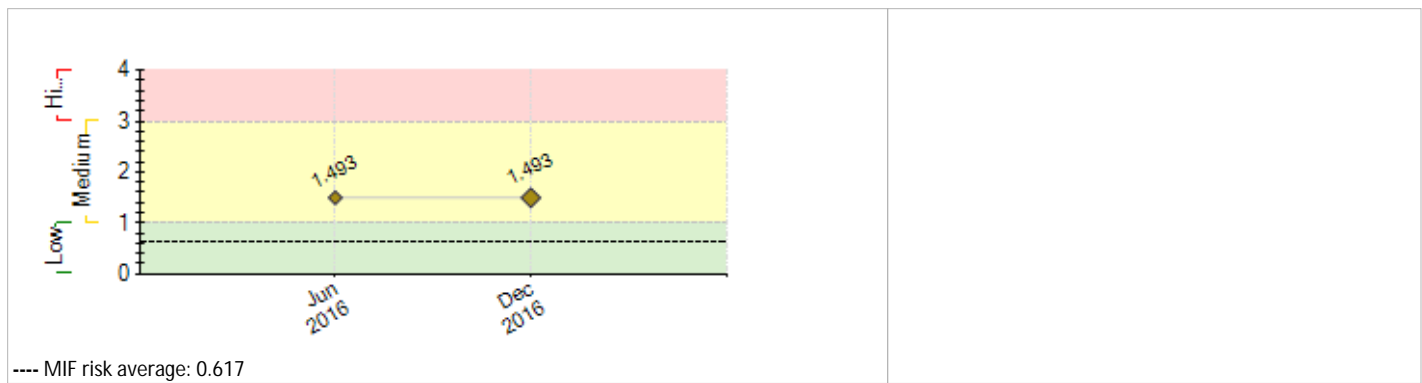
PERFORMANCE SCORE



EXTERNAL RISKS

INSTITUTIONAL CAPACITY

	Risk
Financial Management:	Low
Procurement:	Low
Technical Capacity:	Medium



SECTION 2: PERFORMANCE

Summary of project performance since inception

As at August 2017 the following has been achieved by the project:

- 1 All major project milestones have been met
- 2 Approx. 405 MSMEs have received training in business practices and cognitive skills by attending 3 or more training sessions (503 MSMEs have attended at least one training session). 1050 MSMEs were originally targeted for the course however only 630 eligible MSMEs were selected for the training. Over 1119 applications were received but 179 were omitted due to lack of interest. The selectors (University of Leuphana/Bocconi) decided in the interest of time to go ahead with the 945 interested applicants; 630 were assigned to the training sessions and 315 to the control group.
- 3 Over 1500 MSMEs were invited to participate in the project. Invitations were done via telephone using numerous databases, email, print and radio ads and social media.
- 4 300 training sessions were completed; 280 sessions were originally scheduled however 20 additional sessions were arranged to accommodate participants who were unable to attend on weekdays.
- 5 Two advertisements (1 print & 1 radio) were developed to promote the project. Over 100 spaces were bought on 3 radio stations and print ads were placed in the gleaner newspaper.
- 6 630 training kits including manuals, name tags, pens pencils were prepared for participants
- 7 Eight trainers (3 external BSPs and 5 JBDC Officers) were assigned to deliver the 300 sessions.

Comments from the Supervision Team Leader

Agree with the Executing Agency comments

Summary of project performance in the last six months

For the period under review the following was achieved:

- 1 Completion of the remaining 6 training sessions bring the total number of sessions delivered to 300. Approx. 405 MSMEs have received training in business practices and cognitive skills by attending 3 or more training sessions (503 MSMEs have attended at least one training session). 1050 MSMEs were originally targeted for the course however only 630 eligible MSMEs were selected for the training. Over 1119 applications were received but 179 were omitted due to lack of interest. The selectors (University of Leuphana/Bocconi) decided in the interest of time to go ahead with the 945 interested applicants; 630 were assigned to the training sessions and 315 to the control group.
- 2 Issuance of incentive to over 700 participants (training & control groups). The original stipend arrangement was revised because most of the participants were not advised of the arrangement until the last 2 weeks of training so the University Representatives felt that offering stipend only to persons who "self selected" to attend the sessions might affect the robustness of the evaluation process. An incentive as a token of appreciation for participation in the post and pre-training survey was thought to be a more equitable option; this would also mitigate against any fallout among the participants who were already notified about the stipend.
- 3 Critical actions planned for the coming semester include close out activities for the project.

Comments from the Supervision Team Leader

Agree with the Executing Agency comments

The project is in the closing stages. All main activities were achieved although the assessment report is delayed

SECTION 3: INDICATORS AND MILESTONES

Indicators		Baseline	Intermediate 1	Intermediate 2	Intermediate 3	Planned	Achieved	Status
Goal: Contribute to generating empirical evidence on alternative, effective entrepreneur training programs so that public and private entities in the region, including MIF, have proven alternatives to non-effective traditional training programs.	I.1 Micro entrepreneurs that report an average annual sales growth rate of 10% of more - sex disaggregated	0				10	0	
		Jan 2018				Jan 2018		
	I.2 Number of micro entrepreneurs that have adopted new business skills and non-cognitive practices taught (CRF 23100) - sex disaggregated	0				630	0	
						Mar 2017		

Purpose: Test an innovative entrepreneurial training program for micro entrepreneurs using experimental methods.	R.1	Number of microentrepreneurs receiving training in business practices and cognitive skills (CRF 130100) - sex disaggregated (Number of trainees taught by JBDC in two locations)	0	500			1050	403	
				Aug 2017			Jan 2018	Feb 2017	
Component 1: Preparation of Entrepreneurial Courses Weight: 50% Classification: Satisfactory	C1.11	Number of trainers either hired or assigned to teach business practices and cognitive skills courses to targeted entrepreneurs (Three Business Service Providers and 3 JBDC staff)	0				6	8	Finished
							Aug 2017	Oct 2016	
	C1.12	Number of copies of toolkit and printed training material for training sessions produced and distributed to trainees in due time (Material includes toolkit, printed training material, pre and post evaluation forms, names tags, supplies, etc.)	0				1050	630	Finished
							Aug 2017	Oct 2016	
Component 2: Delivery of Entrepreneurial Trainings Weight: 50% Classification: Satisfactory	C2.11	Number of trainings sessions delivered to targeted micro entrepreneurs (business practices, cognitive skills, and a combination of both) within schedule --25 individuals per course--	0				256	288	Finished
							Dec 2017	Dec 2016	
	C2.12	Number of entrepreneurs invited to training sessions through advertising campaign	0				1400	1500	Finished
							Aug 2017	Sep 2016	

Milestones		Planned	Due Date	Achieved	Date of achievement	Status
M1	Conditions Prior	5	May 2016	5	May 2016	Achieved
M1	Contracts ready to be signed by 3 Business Service Providers hired and TORs with scope of work for 3 JBDC staff assigned to teach business practices	6	Nov 2016	8	Oct 2016	Achieved
M2	Coordinator hired and logistics for Training Workshops confirmed	1	Dec 2016	1	Sep 2016	Achieved
M3	At least 1,000 microentrepreneurs invited to participate in training in business practices and cognitive skills	1000	Mar 2017	1117	Sep 2016	Achieved

CRITICAL ISSUES THAT HAVE AFFECTED PERFORMANCE*[None reported in this period]***SECTION 4: RISKS****MOST IMPORTANT RISKS AFFECTING FUTURE PERFORMANCE**

	Level	Mitigation action	Responsible
1. Methodology proves to be ineffective for micro entrepreneurs	Medium	Field work being adapted to Jamaican context, based on successful experience in other parts of the world.	Project Coordinator
2. Micro entrepreneurs do not participate in training sessions at the level expected	Medium	Awareness raising campaign (television and print advertisements) to promote the training will be developed	Project Coordinator
3. Micro entrepreneurs do not find the material useful to increase their business knowledge	Medium	Ensure constant feedback from entrepreneurs on training content	Project Coordinator

PROJECT RISK LEVEL: Medium **TOTAL NUMBER OF RISKS:** 5 **IN EFFECT RISKS:** 3 **NOT IN EFFECT RISKS:** 0 **MITIGATED RISKS:** 2**SECTION 5: SUSTAINABILITY****Likelihood of project sustainability after project completion:** P - Probable**CRITICAL ISSUES THAT MAY AFFECT PROJECT SUSTAINABILITY***[None reported in this period]***Actions related to sustainability which have been taken in the reporting period:**

The JBDC signed an MOU with the Frese Group allowing JBDC to use the training material free of cost for 30 months effective March 1, 2017. After the 30 months period JBDC will be able to use the course content and material at a subsidized cost. The JBDC has also taken steps to integrate the training methodology into its present offerings as a means of sustainability. In addition 6 new members of staff received training in the PI methodology during July 2017. This has increased the number of trainers available to teach the course in the future.

SECTION 6: PRACTICAL LESSONS*[No lessons learned found]*