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USAID/GREENLAND

PERFORMANCE MANAGEMENT PLAN 2023

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ACRONYMS

ADS	Automated Directives System
AOR	Agreement Officer's Representative
CDCS	Country Development Cooperation Strategy
CLA	Collaborating, Learning, and Adapting
COVID	Novel Coronavirus of 2019
DEMD	Digital Economy and Market Development
DOAG	Development Objective Grant Agreement
DO	Development Objective
EDGI	Enterprise Driven Growth Initiative
EEIG	Entrepreneurship Education in Greenland
E&E	Europe and Eurasia
EE/MELDS	Europe and Eurasia / Monitoring, Evaluation, Learning and Decision Support
FFE	Foundation for Entrepreneurship
IR	Intermediate Result
ITT	Indicator Tracking Table
MEL	Monitoring, Evaluation, And Learning
NSAR	National Strategy for the Arctic Region
PIRS	Performance Indicator Reference Sheets
PITT	Performance Indicator Tracking Table
PMP	Performance Management Plan
STTA	Short-Term Technical Assistance
TA	Technical Assistance
US	United States
USAID	United States Agency for International Development
USG	United States Government
YES	Youth Experience Summit

I. INTRODUCTION

PURPOSE

The purpose of the Performance Management Plan (PMP) is to establish the United States (US) Agency for International Development (USAID)/Greenland's approach to monitoring, evaluation, and learning (MEL). The PMP will support the Mission in taking a holistic look at what activities are achieving, and systematically discuss and learn about what issues affect programming. The PMP addresses how progress toward results will be measured, what effective implementation looks like, how learning questions will be answered, and how the Mission will manage gathering and learning from evidence. The PMP is a living document that is meant to evolve over time as needs and priorities change.

The PMP prioritizes coordination with USAID/Greenland activities, with activity MEL plans serving as the main source for monitoring data and documenting learnings outside of formal learning events. Thus, the PMP is informed by activity MEL plans and vice versa, and information from the PMP will be shared with partners. The Agreement Officer's Representative (AOR) for each Mission activity will facilitate this collaboration. The entire USAID/Greenland Mission will jointly own the PMP, convening stakeholders inside and outside of USAID when appropriate to ensure active use of the PMP. A more detailed management plan is included later in this document that lists critical moments when the PMP should be considered. At minimum, the PMP will be revisited annually and formally updated if needed.

PMP DEVELOPMENT PROCESS

USAID/Greenland staff, with short-term technical assistance (STTA) support via the Europe and Eurasia / Monitoring, Evaluation, Learning and Decision Support (EE/MELDS) Activity, worked to develop the PMP from March-May 2023.

A PMP kick-off meeting was held in March with USAID/Greenland and representatives from the Bureau for Europe and Eurasia (E&E) to discuss utilization of the PMP and what the process would look like to develop it. USAID/Greenland had done initial thinking on Intermediate Results (IRs), sub-Intermediate Results (sub-IRs), indicators, and other core MEL components. This information, along with background material on the Mission and the Greenland context, was used to create a workplan that outlined activities to inform the PMP and the anticipated structure of the document. Following approval of the workplan, USAID/Greenland and the E&E bureau took part in two working sessions:

- I. **Results Framework (RF):** The group discussed a problem statement, development hypothesis, risks, and assumptions; reviewed and updated the draft RF for USAID/Greenland.

2. **Monitoring and Learning:**¹ The group discussed types of monitoring that respond to the RF, including output and outcome indicators; identified learning priorities and how they could be addressed via collaborating, learning, and adapting (CLA) activities.

The outputs from these working sessions formed the basis of a draft PMP, which was reviewed by USAID/Greenland and the E&E bureau. Using this feedback, the EE/MELDS team finalized the PMP.

2. USAID/GREENLAND STRATEGIC ALIGNMENT

BACKGROUND

The US seeks an Arctic region that is peaceful, stable, prosperous, and cooperative. The National Strategy for the Arctic Region (NSAR) articulates an affirmative US agenda over the next ten years, from 2022 to 2032, to realize this vision. This strategy, an update of its 2013 predecessor, addresses the climate crisis with greater urgency and directs new investments in sustainable development to improve livelihoods for Arctic residents. It also acknowledges increasing strategic competition in the Arctic since 2013, exacerbated by Russia's unprovoked war in Ukraine, and seeks to position the US to both effectively compete and manage tensions. USAID plays a critical role in the implementation of the NSAR, specifically working with allies and partners to expand investment and sustainable development across the Arctic region.

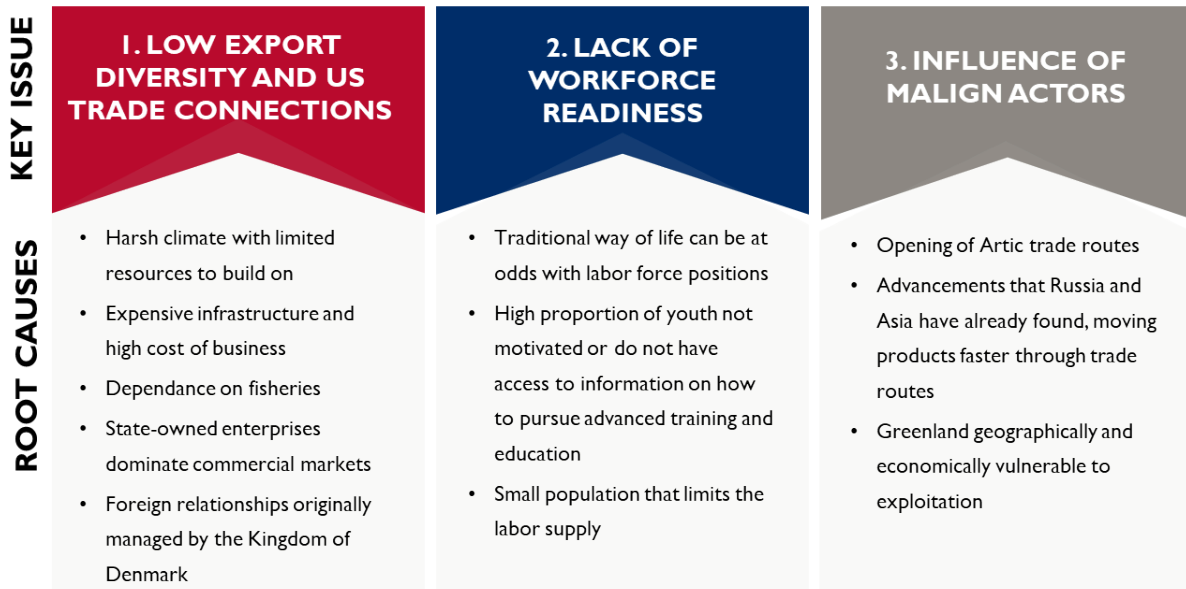
In Greenland, USAID is catalyzing Greenland-led market diversification and the potential for increased trade and investment. The workforce preparedness programming addresses the lack of agency at the root of youth disengagement in their economic futures, aiming to support the indigenous Inuit population who are predominantly affected. These initiatives reach children early and often with leadership and entrepreneurial skills development. In addition, USAID/Greenland is connecting a broad set of stakeholders from the public and private sectors in the US and Greenland to support a diplomatic effort to strengthen economic ties. The Mission is empowering local stakeholders through technical assistance (TA) and promoting transformational change toward market-driven growth. The US and Greenland have a long-standing history, from cooperating on military operations to now engaging on a broad set of non-security related sectors, such as trade and investment, culture and education, research, mining and renewable energy. USAID/Greenland is consolidating its efforts to leverage a modest development budget with significant engagement beyond programming to convene the relevant actors

¹ Given the limited number of activities and budget, working session participants agreed to prioritize monitoring and learning; thus, no evaluation activities are currently planned.

needed and move the needle forward on logistical barriers to trade, access to investment information, and private sector connections. The Mission is promoting sustainable gains through a whole-of-society approach that aims to better the everyday lives of Greenlandic citizens.

During the first working session of the PMP development process, participants outlined these development challenges in order to determine “problem statement” themes underlying USAID/Greenland’s strategic alignment. Key takeaways from this discussion are reflected below:

Figure 1: Working Session #1 Problem Statement Key Themes



DEVELOPMENT HYPOTHESIS

To address the development challenges outlined above, USAID/Greenland’s Development Objective (DO) is: “Opportunities for inclusive economic participation increased.” This reflects a focus on strengthening economic competitiveness and connections with the US in a manner that centers the people of Greenland, in particular the Inuit population, and supports opportunities for Greenlanders to advance their country’s economic growth. It also aligns with the strategy goals for the E&E bureau, particularly the following:

- **Bureau Goal 1:** Revitalize European Alliances and Partnerships in the Evolving Security Environment
- **Bureau Goal 3:** Promote deeper trade, investment, and energy cooperation; accelerate transatlantic connections; and collaborate with the European Union and European and Eurasian Allies and partners to counter non-market and coercive economic practices

To achieve the DO and contribute to E&E strategy, USAID/Greenland has designed activities posited around the following development hypothesis:

IF Greenland has improved economic conditions, both an improved enabling environment and economic growth for individual households, and

IF Greenland's population has strong relations with the US, i.e., the United States Government (USG), develops strong social capital with the Greenlandic people, and as the Greenlandic people move toward full self-governance,

THEN the USG will be the Partner of Choice for Greenland as we mutually experience an increase in prosperity and security, while still maintaining the Greenlandic people's unique indigenous priorities.

RESULTS FRAMEWORK

Two major IRs contribute to the achievement of the DO. IR 1, "Citizen contribution to the economy increased," and its two sub-IRs focus on increasing workforce readiness among youth and accelerating small business development in order to strengthen the capacity of these groups to contribute to Greenland's economic development. IR 2, "Government and enterprise contributions to economic growth enhanced," similarly concentrates on citizens' economic participation by supporting commercial connections between US and Greenlandic businesses, economic development of a municipal government, and growth of a network of business service providers. Several critical assumptions underlie this strategy:

- Geographic accessibility of the populations that the Mission aims to engage
- Economic migration to and from Greenland will not inhibit contributions to economic growth
- Youth have access to a support structure (schools, teachers, technology, etc.) to enable them to develop skills for the global marketplace
- Infrastructure modernization will continue within the country

USAID/Greenland's approach to achieving the DO is reflected in the RF provided below. The RF is the basis for the Mission's performance management system and functions as an integral tool for results-based activity planning, facilitating communication regarding program intent and content, helping to spot emerging issues, and providing a structure for advancing learning.

Figure 2: USAID/Greenland RF

DO 1: Opportunities for inclusive economic participation increased				
IR 1. Citizen contribution to the economy increased		IR 2. Government and enterprise contributions to economic growth enhanced		
Sub-IR 1.1 Exposure to entrepreneurial and leadership skills training for youth improved	Sub-IR 1.2. Access to entrepreneurial and small business assistance improved	Sub-IR 2.1. Bilateral coordination on trade and investment strengthened	Sub-IR 2.2. Commercial connections (B2B) between U.S. and Greenlandic businesses improved	Sub-IR 2.3. Trade and investment preparedness among local actors increased

3. PERFORMANCE MONITORING

USAID/Greenland will monitor progress at multiple levels of the program cycle. At the DO and IR level, Mission staff will ensure that information, analysis, and learning are shared with key stakeholders during partner meetings or other learning events (see “CLA: Learning Activities” below). At the activity level, AORs will work closely with implementing partners to ensure useful and quality data is being collected to feed into DO and IR-level monitoring.

Annex I: USAID/Greenland Performance Indicator Tracking Table (PITT) outlines all indicators for performance monitoring, including the result each indicator is intended to measure; disaggregation of data by key categories; frequency of collection; sources that will be used to collect data for the indicator; baseline information; and yearly and cumulative targets. Additional details on collection and reporting for indicator data are contained in **Annex II: USAID/Greenland Performance Indicator Reference Sheets (PIRS)**.

DO AND IR MONITORING

USAID/Greenland has developed a set of performance indicators designed to signal progress toward the DO and IRs. The indicators were chosen based on the information available at the time of development of the PMP (scope of potential implementing mechanisms, award dates, frequency and quality of data sources, etc.). This list will be reviewed annually or when the new activities have a MEL plan approved.

Table 1: USAID/Greenland Performance Indicators

Indicator	Type
IR 1: Citizen contribution to the economy increased	
Number of entrepreneurs and businesses outside of Nuuk accessing business development services provided by USAID-supported programming	Custom

Indicator	Type
Dropout rates among youth enrolled in schools receiving USAID-supported programming	Custom
IR 2: Government and enterprise contributions to economic growth enhanced	
Number of entrepreneurs and businesses that have increased access to Government of Greenland-managed resources	Custom
Net increase in the USD value of goods imported to Greenland by businesses receiving USAID-supported programming	Custom

In addition to tracking indicators, USAID/Greenland may conduct DO or IR monitoring via site visits, with observations captured in a template and stored in an accessible location. In addition to implementing partners, key stakeholders to include in site visits range from government officials to donor counterparts, community leaders, etc. Besides general compliance, these visits represent an important linkage to CLA (e.g., see learning activity “hold informal discussion with local networks and stakeholders”).

ACTIVITY MONITORING

The monitoring efforts for activities under IR 1 and IR 2 will attempt to track implementation of programming that supports youth, small businesses, and municipalities to advance economic growth, particularly among indigenous Inuit populations. Activity MEL plans serve as the main source of information for activity monitoring. Each AOR will be responsible for ensuring that data from activity-level indicators is reported to the wider Mission so that it can be included in DO and IR-level monitoring and learning. Outlined below are the major indicators for current USAID/Greenland activities:

Entrepreneurship Education in Greenland (EEIG) Activity, implemented by the Foundation for Entrepreneurship (FFE):

- Number of teachers trained
- Number of students reached
- Number of schools taking part in the FFE program

In addition to tracking the above indicators, FFE staff will report on major events such as “entrepreneurship in action” and other community engagements. FFE and USAID will also hold regular meetings to discuss any context issues or changes, inviting any relevant external stakeholders such as municipalities.

Digital Economy and Market Development (DEMD), implemented by Resonance Global:

- Number of microenterprises supported through USG assistance (supported microenterprises' revenue growth)
- Number of firms receiving USG-funded technical assistance (TA) to export (TA supported firms increased exports)
- Number of small and medium sized enterprises supported through USG assistance

As a complement to indicator reporting, DEMD staff will complete after-action reviews of the management process, content, and delivery of services.

BENEFICIARY FEEDBACK

The US Consolidated Appropriations Act of 2020 mandates that funds available for monitoring and evaluation shall, as appropriate, be made available for the regular collection of feedback obtained directly from beneficiaries on the quality and relevance of such assistance; and USAID shall conduct oversight to ensure that such feedback is regularly collected and used by implementing partners to maximize the cost-effectiveness and utility of such assistance.

USAID/Greenland will consider appropriate opportunities where beneficiary feedback may be collected, including via implementing partner monitoring as well as CLA activities. Examples include:

- FFE will distribute questionnaires following key EEIG activities (e.g., trainings, distribution of materials, etc.) to determine feedback and satisfaction levels among beneficiaries, namely students, teachers, and schools
- Resonance Global will employ surveys to capture beneficiary feedback on DEMD small business and municipal support activities
- USAID/Greenland may periodically invite beneficiaries to participate in informal discussions or pause and reflect sessions (see “CLA: Learning Activities”)

4. COLLABORATION, LEARNING, AND ADAPTING

LEARNING PRIORITY SELECTION

Across USAID/Greenland’s programming, there are endless opportunities for learning. The Mission staff and IPs have been taking advantage of many of these opportunities already. In implementing this PMP, these learning activities will become even more systematic and intentional. For the most part, the

learning activities described in this section will be woven into processes that are already taking place on a regular basis so as not to add burdens to staff members who already have a full plate of tasks.

During the second PMP working session, staff from the Mission, the E&E Bureau, and EE/MELDS discussed learning priorities and decided to focus on one overarching learning question:

- How effective have USAID's interventions been in addressing key challenges to inclusive and sustainable development in Greenland? Why?

LEARNING ACTIVITIES

USAID/Greenland and its partners will engage in various types of learning activities to address the Mission's main learning priority, including the following practices that are already part of the staff's activity management processes:

- Meeting regularly to share and reflect upon FFE and Enterprise Driven Growth Initiative (EDGI) performance indicator data.
- Conducting regular site visits (as also discussed above under "DO and IR Monitoring") as part of activity oversight and management. In addition to compliance with the Mission Order on Monitoring and Automated Directives System (ADS) 201 requirements, these visits will provide utilization-focused learning that can be applied to activity management and future designs.
- Discussing during meetings of the Trade and Investment Working Group the pillar of the Joint Committee that addresses barriers to trade and investment between the US. and Greenland.
- Holding informal discussions with local networks and stakeholders.

In addition to these learning activities, to address learning priorities #1 and #2, USAID/Greenland will consider hosting a Youth Experience Summit (YES) in FY24 to bring together young people, practitioners, educators, and experts to explore the issues facing Greenlandic youth and the most promising approaches to addressing them. If the YES gathering is feasible, it could forge important connections and encourage collaborations that will generate learning for all participants.

5. MANAGEMENT AND IMPLEMENTATION

PERFORMANCE MANAGEMENT TASKS

All Mission staff are responsible for the implementation of this PMP and adherence to USAID guidance and MEL principles. The table below provides a schedule of the monitoring, evaluation, and CLA tasks

that should occur over the expected life of the DOAG in order to ensure effective performance management across the PMP.

Table 2: USAID/Greenland's Learning Priorities, Activities, And Decision Points

TASK	TIMING	RESPONSIBLE
Data Collection		
Gathering of activity monitoring data, beneficiary feedback information, and DO and IR monitoring data	<ul style="list-style-type: none"> Quarterly- Annually 	<ul style="list-style-type: none"> Implementing partners AORs Project/Activity Managers
Conduct site visits	<ul style="list-style-type: none"> Biannual 	<ul style="list-style-type: none"> AORs
Commission of research and assessments (e.g., Greenland: Economic Growth and Community Development Landscape Assessment)	<ul style="list-style-type: none"> Ad-hoc 	<ul style="list-style-type: none"> Mission staff
Analysis and synthesis of data		
Cleaning and analysis of activity monitoring data, beneficiary feedback information, and DO and IR monitoring data	<ul style="list-style-type: none"> Quarterly- Annually 	<ul style="list-style-type: none"> Implementing partners AORs Other Mission staff
Storage of activity and DO and IR monitoring data and beneficiary feedback information in Google Drive	<ul style="list-style-type: none"> Quarterly 	<ul style="list-style-type: none"> Mission staff
Reporting and dissemination		
Submission of quarterly and annual reports	<ul style="list-style-type: none"> Quarterly- Annually 	<ul style="list-style-type: none"> Implementing partners
Conduct informal discussions and pause and reflect sessions	<ul style="list-style-type: none"> Monthly- Annually 	<ul style="list-style-type: none"> Mission staff Implementing partners
Conduct information exchange events such as an “experience summit”	<ul style="list-style-type: none"> Individual event 	<ul style="list-style-type: none"> Mission staff
Decision-making and follow-through		
Design of new activities	<ul style="list-style-type: none"> 2026 	<ul style="list-style-type: none"> Mission staff

RESOURCES

As funds for MEL needs from FY 2023 until FY 2026 are available, these will be used for investments in USAID and implementing partner MEL activities (e.g., “experience summit,” pause and reflect sessions, etc.), as well as in STTA from contractors that can support specific MEL services and capacity building (e.g., via the EE/MELDS mechanism).

ANNEX I: PERFORMANCE INDICATOR TRACKING TABLE

Performance Indicator/Unit of Measure	Disaggregation/ Frequency	Data Source	Overall Activity Baseline	Target/Actual			Total Target
				Year 1	Year 2	Year 3	
DO: Opportunities for inclusive economic participation increased²							
IR 1: Citizen contribution to the economy increased							
Ia. Number of entrepreneurs and businesses outside of Nuuk accessing business development services provided by USAID-supported programming	Location Quarterly	Participant lists	0	TBD	TBD	N/A	TBD
Ib. Dropout rates among youth enrolled in schools receiving USAID-supported programming	Location, sex (male/female) Annual	Publicly available database	0	TBD	TBD	TBD	TBD
Sub-IR 1.1: Exposure to entrepreneurial and leadership skills training for youth improved							
I.1.a. Number of teachers trained	Sex (male/female) Quarterly	Participant lists	N/A	150	50	50	250
I.1.b. Number of students reached	Sex (male/female) Quarterly	Participant lists	N/A	500	250	250	1000
I.1.c. Number of primary and secondary schools taking part in the FFE program	Location Quarterly	Participant lists	N/A	7	3	2	12

² In accordance with ADS 201.3.2.15 requirements, at least one indicator has been selected for each IR. Some Sub-IRs do not have their own indicators, which was a decision made by the team during the workshops to ensure performance monitoring efforts are feasible for USAID and IPs.

Performance Indicator/Unit of Measure	Disaggregation/Frequency	Data Source	Overall Activity Baseline	Target/Actual			Total Target
				Year 1	Year 2	Year 3	
Sub-IR 1.2: Access to entrepreneurial and small business assistance improved							
IR 2: Government and enterprise contributions to economic growth enhanced							
2a. Number of entrepreneurs and businesses that have increased access to Government of Greenland-managed resources	Location Quarterly	Website analytics	0	TBD	TBD	N/A	15
2b. Net increase in the USD value of goods imported to Greenland by businesses receiving USAID-supported programming	N/A Annual	Publicly available database	0	TBD	TBD	N/A	TBD
Sub-IR 2.1: Bilateral coordination on trade and investment strengthened							
Sub-IR 2.2: Commercial connections (B2B) between US and Greenlandic businesses improved							
2.2a Number of firms receiving USG-funded TA to export (TA supported firms increased exports)	Sex (male/female); group (Inuit-owned) Annual	Activity records	0	TBD	TBD	N/A	5
Sub-IR 2.3: Trade and investment preparedness among local actors increased							
2.3a Number of microenterprises supported through USG assistance (supported microenterprises' revenue growth)	Sex (male/female); group (Inuit-owned) Annual	Activity records	0	38	12	N/A	50

Performance Indicator/Unit of Measure	Disaggregation/Frequency	Data Source	Overall Activity Baseline	Target/Actual			Total Target
				Year 1	Year 2	Year 3	
2.3b Number of small and medium sized enterprises supported through USG assistance	Sex (male/female); group (Inuit-owned) Annual	Activity records	0	17	5	N/A	22

ANNEX 2: PERFORMANCE INDICATOR REFERENCE SHEETS

USAID Performance Indicator Reference Sheet
Name of Indicator: Number of microenterprises supported through USG assistance in Greenland
Name of Result Measured (DO, IR, sub-IR, Project Purpose, Project Outcome, Project Output, etc.): Sub-IR
Is This a Performance Plan and Report Indicator? No _____ Yes <input checked="" type="checkbox"/> _____ for Reporting Year(s) <u>2023-2024</u>
If yes, link to foreign assistance framework:
DESCRIPTION
Precise Definition(s): Includes microenterprises (defined as “for-profit, commercial entities and their affiliated foundations; financial enterprises, investors and intermediaries; business associations and cooperatives with less than 10 full time employees”) receiving assistance through a USG-supported value chain or supply chain as well as microentrepreneurs receiving business development services or embedded services.
Unit of Measure: Number of microenterprises
Data Type: Integer
Disaggregated by: Sex (male/female); group (Inuit-owned)
Rationale for Indicator (optional): N/A
PLAN FOR DATA COLLECTION
Data Source: Activity records. Enterprise identifying information will be collected through engagement under EDGI activities such as the Business Forums or support through the enterprise accelerator.
Method of Data Collection and Construction: The M&E Specialist will liaise with the EDGI team every quarter to receive updates regarding the number of microenterprises supported through USG assistance, which the M&E Specialist will document to populate this performance indicator at the end of each year. All microenterprises supported through USG assistance will be tracked by the EDGI implementation team (DEMD staff and consultants) via the google document activity tracker.
Reporting Frequency: Annual
Individual(s) Responsible at USAID: DEMD COR
TARGETS AND BASELINE
Baseline Timeframe: N/A
Rationale for Targets (optional): N/A
DATA QUALITY ISSUES

Dates of Previous Data Quality Assessments and Name of Reviewer(s):
Date of Future Data Quality Assessments <i>(optional)</i> :
Known Data Limitations:
CHANGES TO INDICATOR
Changes to Indicator:
Other Notes <i>(optional)</i> :
THIS SHEET LAST UPDATED ON: 06/14/2023

USAID Performance Indicator Reference Sheet
Name of Indicator: Number of small and medium sized enterprises supported through USG assistance in Greenland
Name of Result Measured (DO, IR, sub-IR, Project Purpose, Project Outcome, Project Output, etc.): Sub-IR
Is This a Performance Plan and Report Indicator? No _____ Yes <input checked="" type="checkbox"/> _____ for Reporting Year(s) <u>2023-2024</u> _____
If yes, link to foreign assistance framework:
DESCRIPTION
Precise Definition(s): USAID suggests that a small enterprise is generally one with 11-50 employees and a medium enterprise is one with 51-250 employees. This indicator Includes enterprises (as defined above) receiving assistance, including business development services, directly or through a USG-supported value chain or supply chain.
Unit of Measure: Number of small and medium enterprises
Data Type: Integer
Disaggregated by: Sex (male/female); group (Inuit-owned)
Rationale for Indicator <i>(optional)</i> : N/A
PLAN FOR DATA COLLECTION
Data Source: Activity records. Enterprise identifying information will be collected through engagement under EDGI activities such as the Business Forums or support through the enterprise accelerator.
Method of Data Collection and Construction: The M&E Specialist will liaise with the EDGI team every quarter to receive updates regarding the number of micro, small, and medium sized enterprises supported through USG assistance, which the M&E Specialist will document to populate this performance indicator at the end of each year. All micro, small, and medium sized supported through USG assistance will be tracked by the EDGI implementation team (DEMD staff and

consultants) via the google document activity tracker.
Reporting Frequency: Annual
Individual(s) Responsible at USAID: DEMD COR
TARGETS AND BASELINE
Baseline Timeframe: N/A
Rationale for Targets (optional): N/A
DATA QUALITY ISSUES
Dates of Previous Data Quality Assessments and Name of Reviewer(s):
Date of Future Data Quality Assessments (optional):
Known Data Limitations:
CHANGES TO INDICATOR
Changes to Indicator:
Other Notes (optional):
THIS SHEET LAST UPDATED ON: 06/14/2023

USAID Performance Indicator Reference Sheet
Name of Indicator: Number of firms (requesting and) receiving USG-funded TA to export in Greenland
Name of Result Measured (DO, IR, sub-IR, Project Purpose, Project Outcome, Project Output, etc.): Sub-IR
Is This a Performance Plan and Report Indicator? No _____ Yes <input checked="" type="checkbox"/> _____ for Reporting Year(s) <u>2023-2024</u>
If yes, link to foreign assistance framework:
DESCRIPTION
Precise Definition(s): Number of firms that received training, technical assistance and/or information from USG-funded trade promotion-related activities. Activities may include matchmaking events to identify buyers in foreign markets, technical assistance to develop or improve marketing materials, or technical assistance to receive certifications or overcome other regulatory barriers to enter a new market.
Unit of Measure: Number of firms
Data Type: Integer
Disaggregated by: Sex (male/female); group (Inuit-owned)
Rationale for Indicator (optional): N/A
PLAN FOR DATA COLLECTION

Data Source: Activity records. Enterprise identifying information will be collected through engagement under EDGI activities such as the Business Forums or support through the enterprise accelerator.
Method of Data Collection and Construction: The M&E Specialist will liaise with the EDGI team every quarter to receive updates regarding number of firms receiving and requesting USG-funded TA to export, which the M&E Specialist will document to populate this performance indicator at the end of each year. All firms receiving and requesting USG-funded TA to export will be tracked by the EDGI implementation team (DEMD staff and consultants) via the google document activity tracker.
Reporting Frequency: Annual
Individual(s) Responsible at USAID: DEMD COR
TARGETS AND BASELINE
Baseline Timeframe: N/A
Rationale for Targets (optional): N/A
DATA QUALITY ISSUES
Dates of Previous Data Quality Assessments and Name of Reviewer(s):
Date of Future Data Quality Assessments (optional):
Known Data Limitations:
CHANGES TO INDICATOR
Changes to Indicator:
Other Notes (optional):
THIS SHEET LAST UPDATED ON: 06/14/2023
USAID Performance Indicator Reference Sheet
Name of Indicator: Number of students trained
Name of Result Measured (DO, IR, sub-IR, Project Purpose, Project Outcome, Project Output, etc.): Sub-IR
Is This a Performance Plan and Report Indicator? No <input checked="" type="checkbox"/> Yes <input type="checkbox"/> for Reporting Year(s) <u>2023-2024</u>
If yes, link to foreign assistance framework:
DESCRIPTION
Precise Definition(s): Number of students that participate in entrepreneurship training activities through the FFE activity. This may also include competitions and events at the local and national levels.
Unit of Measure: Number of students
Data Type: Integer

Disaggregated by: Sex (male/female)
Rationale for Indicator <i>(optional)</i> : N/A
PLAN FOR DATA COLLECTION
Data Source: Participant lists. Lists of students who are taking part in training, competitions, and events will be collected immediately following the activity by FFE Greenland staff.
Method of Data Collection and Construction: FFE staff will collect participant lists at the end of every training, competitions, or events. The number of participating students will be counted, with the total number reported quarterly to USAID.
Reporting Frequency: Quarterly
Individual(s) Responsible at USAID: EEIG AOR
TARGETS AND BASELINE
Baseline Timeframe: N/A
Rationale for Targets <i>(optional)</i> : N/A
DATA QUALITY ISSUES
Dates of Previous Data Quality Assessments and Name of Reviewer(s):
Date of Future Data Quality Assessments <i>(optional)</i> :
Known Data Limitations:
CHANGES TO INDICATOR
Changes to Indicator:
Other Notes <i>(optional)</i> :
THIS SHEET LAST UPDATED ON: 06/14/2023

USAID Performance Indicator Reference Sheet
Name of Indicator: Number of teachers trained
Name of Result Measured (DO, IR, sub-IR, Project Purpose, Project Outcome, Project Output, etc.): Sub-IR
Is This a Performance Plan and Report Indicator? No <input checked="" type="checkbox"/> Yes <input type="checkbox"/> for Reporting Year(s) <u>2023-2024</u>
If yes, link to foreign assistance framework:
DESCRIPTION
Precise Definition(s): Number of teachers that participate in training on implementing entrepreneurship lessons in the classroom through the FFE activity.
Unit of Measure: Number of teachers

Data Type: Integer
Disaggregated by: Sex (male/female)
Rationale for Indicator <i>(optional)</i> : N/A
PLAN FOR DATA COLLECTION
Data Source: Participant lists. Lists of teachers who are taking part in training will be collected immediately following the activity by FFE Greenland staff.
Method of Data Collection and Construction: FFE staff will collect participant lists at the end of every training. The number of participating teachers will be counted, with the total number reported quarterly to USAID.
Reporting Frequency: Quarterly
Individual(s) Responsible at USAID: EEIG AOR
TARGETS AND BASELINE
Baseline Timeframe: N/A
Rationale for Targets <i>(optional)</i> : N/A
DATA QUALITY ISSUES
Dates of Previous Data Quality Assessments and Name of Reviewer(s):
Date of Future Data Quality Assessments <i>(optional)</i> :
Known Data Limitations:
CHANGES TO INDICATOR
Changes to Indicator:
Other Notes <i>(optional)</i> :
THIS SHEET LAST UPDATED ON: 06/14/2023

USAID Performance Indicator Reference Sheet
Name of Indicator: Number of primary and secondary schools taking part in the FFE program
Name of Result Measured (DO, IR, sub-IR, Project Purpose, Project Outcome, Project Output, etc.): Sub-IR
Is This a Performance Plan and Report Indicator? No <input checked="" type="checkbox"/> _____ Yes _____ for Reporting Year(s) <u>2023-2024</u>
If yes, link to foreign assistance framework:
DESCRIPTION
Precise Definition(s): Number of schools that host teacher and student activities on entrepreneurship through the FFE activity.

Unit of Measure: Number of schools
Data Type: Integer
Disaggregated by: Location
Rationale for Indicator (optional): N/A
PLAN FOR DATA COLLECTION
Data Source: Participant lists. Lists of teachers and students who take part in activities are collected immediately following the activity, and the school is indicated on the list.
Method of Data Collection and Construction: FFE staff will collect student and teacher participant lists at the end of every activity, with the school name indicated on the list. The total number of schools participating will be counted and reported quarterly to USAID.
Reporting Frequency: Quarterly
Individual(s) Responsible at USAID: EEIG AOR
TARGETS AND BASELINE
Baseline Timeframe: N/A
Rationale for Targets (optional): N/A
DATA QUALITY ISSUES
Dates of Previous Data Quality Assessments and Name of Reviewer(s):
Date of Future Data Quality Assessments (optional):
Known Data Limitations:
CHANGES TO INDICATOR
Changes to Indicator:
Other Notes (optional):
THIS SHEET LAST UPDATED ON: 06/14/2023

USAID Performance Indicator Reference Sheet
Name of Indicator: Number of entrepreneurs and businesses outside of Nuuk accessing business development services provided by USAID-supported programming
Name of Result Measured (DO, IR, sub-IR, Project Purpose, Project Outcome, Project Output, etc.): IR
Is This a Performance Plan and Report Indicator? No <input checked="" type="checkbox"/> _____ Yes <input type="checkbox"/> _____ for Reporting Year(s) <u>2023-2024</u> _____
If yes, link to foreign assistance framework:
DESCRIPTION

Precise Definition(s): Number of individual entrepreneurs and/or businesses located outside of the capital of Nuuk that receive business development services provided by USAID/Greenland partner Nalik Ventures.
Unit of Measure: Number of individuals and/or entities (businesses)
Data Type: Integer
Disaggregated by: Location
Rationale for Indicator (optional): N/A
PLAN FOR DATA COLLECTION
Data Source: Participant lists. Lists of entrepreneurs and businesses located outside of Nuuk who receive services provided by Nalik Ventures.
Method of Data Collection and Construction: Nalik Ventures staff will collect names of entrepreneurs and businesses located outside of Nuuk who access their business development services. The total number of service recipients will be counted and reported quarterly to USAID.
Reporting Frequency: Quarterly
Individual(s) Responsible at USAID: Nalik Ventures AOR
TARGETS AND BASELINE
Baseline Timeframe: N/A
Rationale for Targets (optional): N/A
DATA QUALITY ISSUES
Dates of Previous Data Quality Assessments and Name of Reviewer(s):
Date of Future Data Quality Assessments (optional):
Known Data Limitations:
CHANGES TO INDICATOR
Changes to Indicator:
Other Notes (optional):
THIS SHEET LAST UPDATED ON: 06/14/2023

USAID Performance Indicator Reference Sheet
Name of Indicator: Dropout rates among youth enrolled in schools receiving USAID-supported programming
Name of Result Measured (DO, IR, sub-IR, Project Purpose, Project Outcome, Project Output, etc.): IR

<p>Is This a Performance Plan and Report Indicator? No <input checked="" type="checkbox"/> _____ Yes _____</p> <p>for Reporting Year(s) <u>2023-2024</u></p> <p>If yes, link to foreign assistance framework:</p>
DESCRIPTION
Precise Definition(s): Percentage of youth enrolled in schools receiving USAID-supported programming who drop out of school during a period of one school year.
Unit of Measure: Percent of youth
Data Type: Percentage
Disaggregated by: Location, sex (male/female)
Rationale for Indicator (optional): N/A
PLAN FOR DATA COLLECTION
Data Source: Publicly available data on school enrollment and dropout rates published by <i>Statistics Greenland</i> : https://stat.gl/dialog/topmain.asp?lang=en&subject=Education&sc=UD
Method of Data Collection and Construction: The AOR will access the publicly available data on school dropout rates and school enrollment, filtering for schools receiving programming. The percentage of youth who drop out of school each year will be recorded on internal Google Drive storage systems. (Formula for dropout rates, e.g.: Y2023 dropouts / Y2023 enrollees.) <i>There should be a formula in this definition e.g. (Y2023 dropouts / Y2023 enrollees). Recommend reporting the numerator and the denominator separately to better understand the dynamics of the indicator.</i>
Reporting Frequency: Annual
Individual(s) Responsible at USAID: Project/Activity Managers
TARGETS AND BASELINE
Baseline Timeframe: N/A
Rationale for Targets (optional): N/A
DATA QUALITY ISSUES
Dates of Previous Data Quality Assessments and Name of Reviewer(s):
Date of Future Data Quality Assessments (optional):
Known Data Limitations:
CHANGES TO INDICATOR
Changes to Indicator:
Other Notes (optional):
THIS SHEET LAST UPDATED ON: 06/14/2023

Name of Indicator: Number of entrepreneurs and businesses that have increased access to Government of Greenland-managed resources
Name of Result Measured (DO, IR, sub-IR, Project Purpose, Project Outcome, Project Output, etc.): IR
Is This a Performance Plan and Report Indicator? No <input checked="" type="checkbox"/> _____ Yes <input type="checkbox"/> _____ for Reporting Year(s) <u>2023-2024</u> _____
If yes, link to foreign assistance framework:
DESCRIPTION
Precise Definition(s): Number of individual entrepreneurs and/or businesses that access resources on trade and investment promotion from a Government of Greenland-managed website.
Unit of Measure: Number of individuals and/or entities (businesses)
Data Type: Integer
Disaggregated by: Location
Rationale for Indicator (optional): N/A
PLAN FOR DATA COLLECTION
Data Source: Website analytics that show the unique number of people in Greenland accessing trade and investment promotion resources.
Method of Data Collection and Construction: Government of Greenland staff will record website analytics on the unique number of people in Greenland accessing trade and investment promotion resources. The total number of individuals or entities accessing resources will be counted and reported quarterly to USAID.
Reporting Frequency: Quarterly
Individual(s) Responsible at USAID: Activity AOR
TARGETS AND BASELINE
Baseline Timeframe: N/A
Rationale for Targets (optional): N/A
DATA QUALITY ISSUES
Dates of Previous Data Quality Assessments and Name of Reviewer(s):
Date of Future Data Quality Assessments (optional):
Known Data Limitations:
CHANGES TO INDICATOR
Changes to Indicator:
Other Notes (optional):
THIS SHEET LAST UPDATED ON: 06/14/2023

USAID Performance Indicator Reference Sheet
Name of Indicator: Net increase in the USD value of goods imported to Greenland by businesses receiving USAID-supported programming
Name of Result Measured (DO, IR, sub-IR, Project Purpose, Project Outcome, Project Output, etc.): IR
Is This a Performance Plan and Report Indicator? No <input checked="" type="checkbox"/> _____ Yes <input type="checkbox"/> _____ for Reporting Year(s) <u>2023-2024</u> _____
If yes, link to foreign assistance framework:
DESCRIPTION
Precise Definition(s): The value of all goods, in United States dollars, imported from the United States to Greenland each year by businesses receiving USAID-supported programming
Unit of Measure: Dollar value
Data Type: Integer
Disaggregated by: N/A
Rationale for Indicator (optional): N/A
PLAN FOR DATA COLLECTION
Data Source: Activity records. Information on the USD value of goods imported to Greenland by businesses each year will be collected through engagement under EDGI activities.
Method of Data Collection and Construction: All businesses participating in EDGI activities will be asked to report the USD value of goods imported to Greenland at the beginning and end of each calendar year. These figures will be recorded by the EDGI implementation team (DEMD staff and consultants) via the google document activity tracker and reported to USAID annually.
Reporting Frequency: Annual
Individual(s) Responsible at USAID: Project/Activity Managers
TARGETS AND BASELINE
Baseline Timeframe: N/A
Rationale for Targets (optional): N/A
DATA QUALITY ISSUES
Dates of Previous Data Quality Assessments and Name of Reviewer(s):
Date of Future Data Quality Assessments (optional):
Known Data Limitations:
CHANGES TO INDICATOR
Changes to Indicator:

Other Notes (*optional*):

THIS SHEET LAST UPDATED ON: 06/14/2023