

Appendix C. ROI In-Person Interview Questionnaire

Company Background

What was your motivation to co-invest with Private Sector Driven Agricultural Growth (PSDAG) PSDAG?

What was the constraint?

What was the investment used for?

Was the partnership successful?

Did the company achieve this goal?

Were their specific product lines associated with the PSDAG investment?

Company Financial Co-investment

What were the sources of your co-investment/contribution?

What were the terms? (if loan)

Have you paid that off in full?

If you reported that you have received additional finance during project, what were the terms?

Do you think your involvement with PSDAG helped you get this additional investment (or will in the future)? "stamp approval from PSDAG"

Since the project ended, have you received additional finance?

What were the terms?

What business development services (BDSs) did you benefit from?

Were those beneficial, and how?

What other types of BDS support could have helped you?

Did you receive an intern from the PSDAG/MINAGRI/RYAF program? If so, was that a useful complement to your business?

Margin

What was annual average growth rate before the PSDAG investment?

What is the average margin you make on the sales of the product presently?

Project Design

What were the most positive aspects or results of working with PSDAG?

What would you change about the parameters of the program or the process?

Future

What is your vision for your company's future?

In terms of growth?

In terms of accessing additional financing?

In terms of BDS?