



INTEGRATING MIGRATION INTO PRIVATE SECTOR DEVELOPMENT AND TRADE INTERVENTIONS



A TOOLKIT FOR INTERNATIONAL
COOPERATION AND DEVELOPMENT
ACTORS

Funded by



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Implemented by



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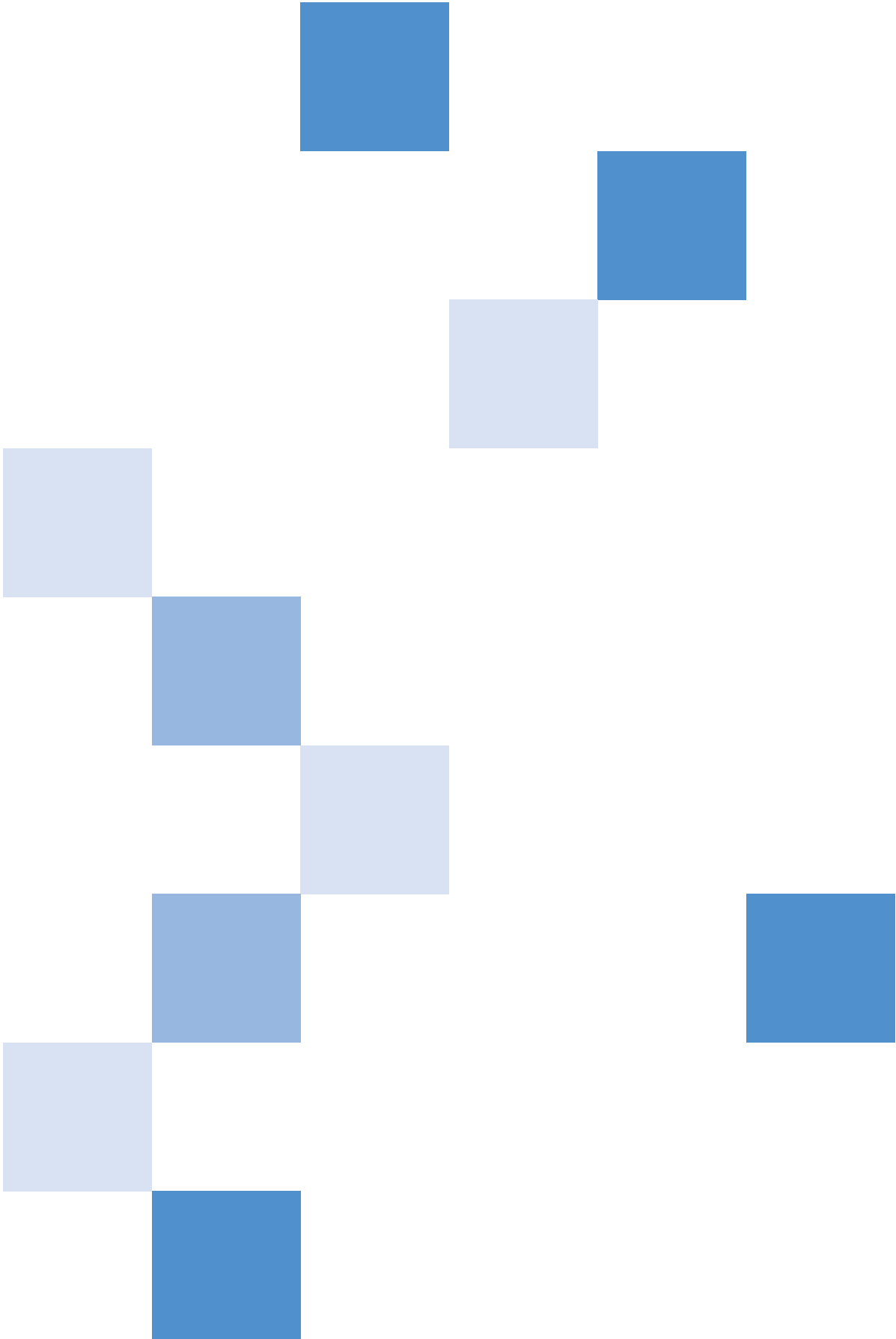


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ACRONYMS

DG INTPA	Directorate-General for International Partnerships (of the European Commission)
EC	European Commission
EU	European Union
FDI	Foreign Direct Investment
GATS	General Agreement on Trade in Services
GATT	General Agreement on Tariffs and Trade
IDP	Internally displaced person
IOM	International Organization for Migration
ITC	International Trade Centre
MMICD	Mainstreaming Migration into International Cooperation and Development
MSMEs	Micro, Small and Medium Sized Enterprises
NGO	Non-governmental organization
SME	Small and Medium Size Enterprise
UNCTAD	United Nations Conference on Trade and Development
DESA	Department of Economic and Social Affairs
WTO	World Trade Organization

GLOSSARY OF TERMS¹

A note on terminology: In this Toolkit, the term *migration* refers to any movement of persons away from their place of usual residence. Migration can take many forms and includes immigration, emigration, displacement, etc. The term *migrants* is inclusive of regular and irregular migrants, international and internal migrants, and displaced persons, among others.

This is the common terminology used throughout the Toolkit. However, given the specificities of different types of migration (e.g. displacement) and categories of migrants (e.g. displaced persons), distinct references are made to these terms in certain sections of the Toolkit, where relevant. See the list of terms below for more information on specific migration-related terminology used.

Aid for trade: Measures aimed at assisting developing countries to increase exports of goods and services, to integrate into the multilateral trading system, and to benefit from liberalized trade and increased market access. It is considered as part of ODA. Effective Aid for Trade will enhance growth prospects and reduce poverty in developing countries, as well as complement multilateral trade reforms and distribute the global benefits more equitably across and within developing countries. It is measured as gross disbursements and commitments of total ODA from all donors for Aid for Trade (UNCTAD, 2021a).

Bilateral labour migration agreements: All forms of bilateral agreements between States, regions and public institutions that provide for the recruitment and employment of foreign short- or long-term labour.

Country of destination: In the migration context, a country that is the destination for a person or a group of persons, irrespective of whether they migrate regularly or irregularly.

Countries of origin: In the migration context, a country of nationality or of former habitual residence of a person or group of persons who have migrated abroad, irrespective of whether they migrate regularly or irregularly.

Countries of transit: In the migration context, the country through which a person or a group of persons pass on any journey to the country of destination or from the country of destination to the country of origin or the country of habitual residence.

Customs union: A customs union is the result of an agreement between two or more nations to charge a common set of tariffs on trade with the rest of the world while removing tariffs on trade between nations within the customs union. In the context of the European Union, a customs union was at the origin of the single market (European Commission, 2015).

Diaspora: Migrants or descendants of migrants whose identity and sense of belonging, either real or symbolic, have been shaped by their migration experience and background. They maintain links with their homelands, and to each other, based on a shared sense of history, identity, or mutual experiences in the destination country.

Digital divide: Inequality between groups, broadly construed, in terms of access to, use of, or knowledge of information and communication technologies (UN, 2021).

Displacement: The movement of persons who have been forced or obliged to flee or to leave their homes or places of habitual residence, in particular as a result of or in order to avoid the effects of armed conflict, situations of generalized violence, violations of human rights or natural or human-made disasters.

Emigration: From the perspective of the country of departure, the act of moving from one's country of nationality or usual residence to another country, so that the country of destination effectively becomes his or her new country of usual residence.

1. Unless otherwise stated, the terms in this glossary are drawn from the IOM Glossary on Migration (2019).

Environmental migration: The movement of persons or groups of persons who, predominantly for reasons of sudden or progressive changes in the environment that adversely affect their lives or living conditions, are forced to leave their places of habitual residence, or choose to do so, either temporarily or permanently, and who move within or outside their country of origin or habitual residence.

Freedom of movement (right to): In human rights law, a human right comprising three basic elements: freedom of movement within the territory or a country and to choose one's residence, the right to leave any country, and the right to return to one's own country.

Immigration: From the perspective of the country of arrival, the act of moving into a country other than one's country of nationality or usual residence, so that the country of destination effectively becomes his or her new country of usual residence.

Internally displaced persons: Persons or groups of persons who have been forced or obliged to flee or to leave their homes or places of habitual residence, in particular as a result of or in order to avoid the effects of armed conflict, situations of generalized violence, violations of human rights or natural or human-made disasters, and who have not crossed an internationally recognized State border.

International trade: Commonly defined as the buying and selling of goods and services across international borders. The effect that international trade has on migration and vice-versa depends on several factors such as the type of markets in the origin and destination countries, the type of immigrants, the size of the immigrant community in the community of destination, migration policies, bilateral trade agreements and tariffs.

Irregular migration: Movement of persons that takes place outside the laws, regulations, or international agreements governing the entry into or exit from the State of origin, transit or destination.

Labour migration: Movement of persons from one State to another, or within their own country of residence, for the purpose of employment.

Migrant: An umbrella term, not defined under international law, reflecting the common lay understanding of a person who moves away from his or her place of usual residence, whether within a country or across an international border, temporarily or permanently, and for a variety of reasons. The term

includes a number of well-defined legal categories of people, such as migrant workers; persons whose particular types of movements are legally defined, such as smuggled migrants; as well as those whose status or means of movement are not specifically defined under international law, such as international students.

Migrants in vulnerable situations: Migrants who are unable to effectively enjoy their human rights, are at increased risk of violations and abuse and who, accordingly, are entitled to call on a duty bearer's heightened duty of care.

Migration: The movement of persons away from their place of usual residence, either across an international border or within a State.

Private sector development: Private sector development, according to the European Commission, is about partnering with governments and business intermediary organizations in developing countries to create an enabling business environment and to support the development of local enterprises that are equipped to create decent jobs, generate public revenues, and harness the opportunities offered by globally integrated markets (EU, 2021).

Regional consultative processes on migration: State-led, ongoing, regional information-sharing and policy dialogues dedicated to discussing specific migration issue(s) in a cooperative manner among States from an agreed (usually geographical) region, and may either be officially associated with formal regional institutions, or be informal and non-binding.

Remittances: Personal monetary transfers, cross border or within the same country, made by migrants to individuals or communities with whom the migrant has links.

Return migration: In the context of international migration, the movement of persons returning to their country of origin after having moved away from their place of habitual residence and crossed an international border. In the context of internal migration, the movement of persons returning to their place of habitual residence after having moved away from it.

Trade in services: Trade in services is defined in the WTO General Agreement on Trade in Services (GATS) in terms of four modes of supply: (i) cross-border; (ii) consumption abroad; (iii) commercial presence; (vi) presence of natural persons. Of these, Mode 4 (of the GATS) covers individuals travelling from their

own country to supply services in another and can be related to labour mobility (IOM, 2021).

Migrants in vulnerable situations: Migrants who are unable to effectively enjoy their human rights, are at increased risk of violations and abuse and who, accordingly, are entitled to call on a duty bearer's heightened duty of care.

Trafficking in persons: The recruitment, transportation, transfer, harbouring or receipt of persons, by means of the threat or use of force or other forms of coercion,

of abduction, of fraud, of deception, of the abuse of power or of a position of vulnerability or of the giving or receiving of payments or benefits to achieve the consent of a person having control over another person, for the purpose of exploitation. Exploitation shall include, at a minimum, the exploitation of the prostitution of others or other forms of sexual exploitation, forced labour or services, slavery or practices similar to slavery, servitude or the removal of organs.

To learn more, see [IOM's Glossary on Migration \(2019\)](#).

INTRODUCTION

The Toolkit for **Integrating Migration into Private Sector Development and Trade Interventions** is part of a series of tools developed under the Mainstreaming Migration into International Cooperation and Development (MMICD) project, funded by the European Union (EU) and implemented by the International Organization for Migration (IOM). It complements the MMICD's core Guidelines on Mainstreaming Migration into International Cooperation and Development and is one of its practical Toolkits² for putting migration mainstreaming into practice. This Toolkit was developed in partnership with the United Nations Conference on Trade and Development (UNCTAD).

Purpose: The Toolkit is intended to provide concise, operational, and user-friendly information and tools to support partners to understand how migration can be reflected in the design, implementation, monitoring and evaluation of development cooperation interventions (i.e. projects or programmes) that have a private sector development and trade focus. Although there is no one size fits all approach for integrating migration into private sector development and trade interventions, the tools can be adapted to various contexts to make development cooperation more coherent and effective by harnessing the development potential of migration and ensuring that any related challenges and/or opportunities are fully assessed.

Audience: The Toolkit has been designed to be used by international cooperation and development actors³ working in, or with, the private sector development and trade sector. While the specific target audience is

international cooperation and development actors, it can also be useful for other partners who are engaged in designing, implementing, and/or evaluating interventions.

Structure: The Toolkit is divided into the following sections:

1. **Background:** the first section includes a brief overview of the linkages between migration and the private sector development and trade sector to provide a general understanding of the ways in which both interact.
2. **Tools:** the second section includes a set of user-friendly tools to support international cooperation and development actors with the integration of migration into private sector development and trade sector interventions, focusing on different phases of the intervention cycle.⁴

Following Section 2, there are a series of Annexes, including key global frameworks and commitments, EU development cooperation in this sector, other sector-specific guidelines and tools, guiding principles, data sources, examples of relevant Sustainable Development Goal (SDG) targets, and the continuation of the indicator bank.

Sub-sectors: Most of the content of the Toolkit is categorized into four “sub-sectors”, which capture the main connections between migration, private sector development, and trade⁵ (although non-exhaustive). The sub-sectors highlighted in this Toolkit include:



**REGIONAL
INTEGRATION AND
TRADE POLICIES**



**CUSTOMS
AND TRADE
OPERATIONS**



**SMALL-SCALE
CROSS-BORDER
TRADE**



**PRIVATE SECTOR
DEVELOPMENT,
FINANCING, AND
INNOVATION**

2. This Toolkit is one of the eleven other Toolkits that complement the Guidelines on Mainstreaming Migration into International Cooperation and Development. Other Toolkits include: Standard Toolkit, COVID-19 Toolkit, and nine Sector Toolkits on (i) health, (ii) environment and climate change, (iii) employment, (iv) governance, (v) private sector development and trade, (vi) rural development, (vii) security, (viii) urban development, (ix) education.
3. Specifically, EU institutions and EU delegations, EU member States, development partners, government authorities in partner countries and other donors (including traditional (bilateral and multilateral) and non-traditional (private sector, foundations, etc.)).
4. The intervention cycle in this Toolkit is informed by the phases used by the European Commission in its development cooperation efforts.
5. The sub-sectors addressed in this Toolkit are broadly informed by European Union and other development cooperation interventions, as well as United Nations entities, that form a growing body of work on the linkages between migration, private sector development, and trade. While these sub-sectors are non-exhaustive, they are intended to cover the main connections.



SECTION 1

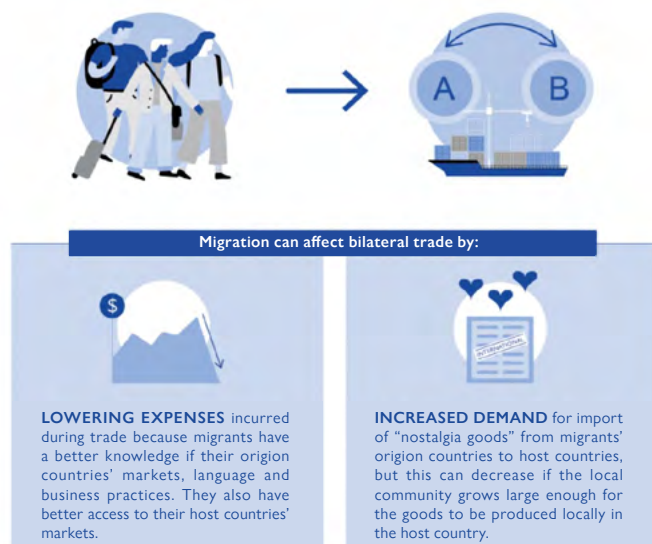
BACKGROUND

Migration, private sector development, and trade are inextricably linked and informed by geographical and historical factors. Inclusive and sustainable economic growth is reliant on an enabling environment for private sector development, as well as trade.⁷ Moreover, trade contributes to economic development, which can address some of the drivers of migration and make migration more of a choice. If well managed, this interrelationship can be leveraged to benefit sustainable development. Migrants can be agents for private sector development and trade at all stages of migration, from pre-departure, to return.

Migrants can be facilitators of trade and investment in goods and services, particularly when migrants establish and/or maintain connections and/or networks between countries of origin, transit, and destination. For example, managing relations between diaspora, communities of destination, and communities of origin can facilitate reduction of trade costs between those countries. Such linkages can also contribute to a reduction of information asymmetry in non-tariff barriers. This can result in improving and broadening markets access, increasing demand, as well as strengthening value chain linkages and lowering expenses (see Figure 1 below).⁷

Migrants may also be direct providers of goods and services that are subsequently traded across borders, or they may generate demand for goods and services in communities of destination and transit, thereby encouraging trade from communities of origin (also known as nostalgia trade). Migrants can also support the growth of the private sector in communities of origin, transit, and destination through entrepreneurship initiatives. For example, migrants can directly start private enterprises and/or support existing or new private enterprises through start-up or growth financing. In addition, they can contribute to knowledge and skills transfer, as well as mentorship for entrepreneurs. Moreover, the private sector is the largest employer of migrant workers (Dos Reis, A.A., et al., 2017), providing migrants the opportunity to fill labour market gaps in communities of destination and responding to labour market surpluses in communities of origin.⁸

Figure 1:
Connection between Migration and Trade



Source: Mashayekhi et al., 2017.

COVID-19 pandemic: COVID-19 has underlined the relevance and importance of programming on migration and private sector development and trade. Specifically, the onset of the COVID-19 pandemic has changed mobility and trade patterns, private sector operations, as well as immigration and border management regimes. Furthermore, many migrants' livelihoods (i.e. cross-border traders) have been negatively affected by travel restrictions and health processes imposed to slow the spread of the virus.

This has also led many migrants to become stranded and at risk of ending up in an irregular situation. This can have consequences for the realization of their rights and protections. Labour migration, including (but not limited to) of health-care workers, has been an important contributing factor to manage the pandemic (UNCTAD, 2020). In recognition of the interlinkages between migration and COVID-19, IOM has developed a [Toolkit on Integrating Migration into COVID-19 Socio-Economic Response](#).

6. Initiatives such as the World Trade Organization Aid for Trade initiative, for example, encourages development cooperation actors to recognize the role of trade in broader development.
7. These effects, together with circulation of skills, may address some of the concerns of countries of origin surrounding the departure of valuable skilled members of the workforce.
8. Also see the MMICD Employment Toolkit.

In order to explain the main connections between migration, private sector development, and trade, the content of this Toolkit is divided into the following sub-sectors:



REGIONAL INTEGRATION AND TRADE POLICIES



CUSTOMS AND TRADE OPERATIONS



SMALL-SCALE CROSS-BORDER TRADE



PRIVATE SECTOR DEVELOPMENT, FINANCING AND INNOVATION

I REGIONAL INTEGRATION AND TRADE POLICIES

Free movement policies can help support regional integration, and the realization of the development benefits of migration more broadly. Strengthening cooperation between and among States, bilaterally, subregionally, regionally and internationally, including through south–south cooperation, bilateral and regional agreements can help to facilitate this. When policies and agreements that govern trading relations consider the connection between trade and migration this can lead to an environment that improves access to goods and services for all. Gender empowerment is an important dimension of this, as is the consideration of the role of women in sending and receiving remittances. Among other things, introducing measures that facilitate the movement of persons (or the free movement of persons), including visa relaxation, can greatly enhance the overall trading environment.

Trade in services involves the movement of people, and instruments to regulate trade in services include rules applicable to the mobility of people (to the extent that these rules cover Mode 4 of the General Agreement on Trade in Services (GATS)). Beyond this, the international provision (i.e. trade) in financial services has become an important component of the financial services sector more broadly. Among other things, such financial services contribute to enabling the flow of remittances; in turn, remittances create demand for financial services and promote the efficiency of the latter. Regulatory frameworks that do not take the important relationship between migration and trade into consideration can lead to trading inefficiencies, unnecessary barriers to trade, and impediments to regional integration, which involves the movement of persons (i.e. free movement or facilitation of movement including for labour).

II CUSTOMS AND TRADE OPERATIONS

Efficient and effective customs operations are an essential element of facilitating revenue generation for States and are therefore a core necessity for maximizing the fiscal benefit of trade. Efficient trade across borders requires cooperation across border authorities (including customs, immigration, health, among others), as well as harmonization of procedures. This is often referred to as an integrated border management approach. This approach recognizes that barriers to the movement of persons can also result in barriers to efficient and effective trade. Integrated border management procedures and infrastructure can help address bottlenecks at border control points.

For example, in an environment where there are advancements and innovation in customs operations (i.e. digitization), but not among other border authorities, bottlenecks will remain. However, if border management systems work in a coordinated and integrated manner, this can enhance the overall efficiency of a border's operations. Aside from improving efficiencies, involving immigration, customs, health, and protection actors at borders can help respond to the holistic needs (including protection and rights-based) and realities of individual traders, migrants, and mobile populations, as well as communities in border areas.

III SMALL-SCALE CROSS-BORDER TRADE

Small-scale cross-border trade represents an important portion of overall trade and provides income for a large number of individuals, particularly women and young people. Many traders, often originating from border communities, cross borders regularly to trade goods and services. Small-scale cross-border trade is an important source of employment and income. If well managed, it can provide higher benefits for households by reducing costs to trade and vulnerabilities faced by women and marginalized groups. Since small-scale cross-border trade is very often part of the informal economy, it is impossible to fully capture the nexus between trade and migration.

As a result of the informal character of small-scale cross-border trade, traders, many of whom are women, do not benefit from fiscal or other protections and/or benefits like social protection. Moreover, they can be susceptible to harassment, exploitation and abuse. They also face barriers to migration due to complex visa regimes, lengthy border crossing times, among others. Mainstreaming migration and border management into trade facilitation programmes can broaden markets, support employment, enhance government revenue, and contribute to a reduction in development inequalities. The free movement of persons is essential for cross-border trade in services, such as health and education services.

IV PRIVATE SECTOR DEVELOPMENT, FINANCING AND INNOVATION

An enabling regulatory environment for private sector development contributes to a vibrant economy, opportunities for livelihood generation, and increased government revenue, including through taxation, that can support progress towards sustainable development. Entrepreneurship and innovation are also important factors for a vibrant and diverse private sector. Migrants and diaspora communities can be an invaluable part of this, providing an avenue for wider access to markets, through skills enhancement and transfer, in particular for micro, small, and medium-sized enterprises (MSMEs)⁹. Supporting the recognition of qualifications and competencies of mobile populations is critical to a diverse and vibrant private sector (UNCTAD, 2019).¹⁰

Diaspora in communities of origin and destination can help transnational enterprises adapt to international markets, as well as support partner countries' efforts to diversify their economies. Diaspora may understand the nuances of different regulatory environments and can provide targeted advice to growing (M)SMEs that acknowledges the constraints and possibilities in the

community of origin or destination. The skills of migrant workers can also meet labour market needs when well managed. Diaspora members engaged in professional associations may also act as points of contact between private enterprises and the expertise they need to professionalize their businesses to enable them to compete in the new global markets.

Foreign Direct Investment (FDI) is also facilitated by migrant networks, which can provide information about investment opportunities in the markets in communities of origin (UNCTAD, 2021b). Development cooperation initiatives can unlock this potential by strengthening regulatory frameworks, enabling innovation, and opening-up channels for mobilizing finance and investment. This can result in positive outcomes not only for migrants and their families, but for communities more broadly in countries of origin, destination, and transit. Such initiatives can also strengthen foreign relations between the governments, as well as private sector, and lead to macroeconomic benefits.

9. Entrepreneurship, diaspora engagement, and skills building are reflected in more depth in MMICD's Employment Toolkit.

10. See more information on foreign credential recognition in [MMICD's Employment toolkit](#).

CROSS-CUTTING AREAS



These cross-cutting areas are non-exhaustive but important to consider and touch upon each of the referenced sub-sectors.

Digitalization and technology

Increasing use of digital solutions and other technology creates an enabling environment for private sector development and trade. Migrants also benefit greatly from technology in terms of how it can automate complex administrative procedures (e.g. visa applications), increase access to online learning platforms, improve access to digital financial services,

facilitate the effective and affordable transfer of remittances, and enhance access to critical and real-time information. Nonetheless, the “Digital Divide” remains a challenge for many migrants given geographical remoteness, low digital literacy levels, and lack of or limited IT infrastructure.

Environmental sustainability

Migrant workers and migrant owned SMEs risk being overlooked in green growth opportunities but can also bring innovation and experience. As regions and nations start transitioning to green economies, companies will

need to integrate environmental considerations into global supply chains and this will require re-/up-skilling of migrant workers and migrant-owned SMEs, as well as building on the skills and experience of such populations.

Gender

Female migrants are more likely to work in the informal sector which can translate to poor social protection and an increased risk of trafficking and dangerous trading and/or working conditions. Depending on gender, migrants (especially migrant women and informal workers) may be excluded from financial institutions due to a lack of

finances, financial branches being too far away, a lack of documentation, and lack of trust (UNCTAD, 2021b). Beyond this, supporting gender empowerment and recognizing the importance of the role of women in sending and receiving remittances can help maximize the development potential of migration.

Core international frameworks

The [General Agreement on Trade in Services \(GATS\)](#) (1995) addresses trade in services and lists four ways (“modes”) in which services can be supplied internationally. Mode 4 is “presence of natural persons” in which a service provider crosses a border to provide a service to the consumer in the State. Moreover, the [2030 Agenda for Sustainable Development](#) provides a framework for sustainable development and reflects the interlinkages between trade and migration-related targets and indicators.

For more information on international frameworks and commitments refer to [Annex I: Key Global Frameworks and Commitments](#). For EU specific development cooperation in this sector refer to [Annex II: EU Development Cooperation in this Sector](#).



SECTION 2

TOOLS

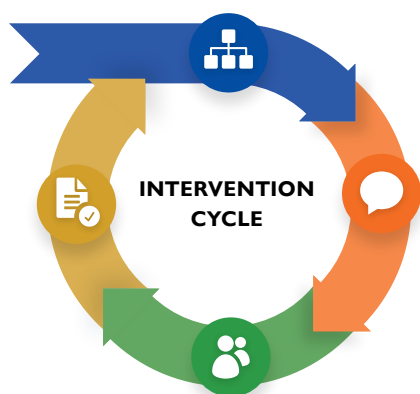
WHY USE THESE TOOLS?

With the support of the tools in this Toolkit, international cooperation and development actors can operationalize a migration mainstreaming approach. This means understanding how migration – in all its forms¹¹ – can be integrated in the design, implementation, and/or evaluation of private sector development and trade interventions, based on the context. Integrating migration into private sector development and trade interventions not only supports the inclusion of migrants, but also enhances development cooperation interventions by making them more coherent and effective.

WHEN AND HOW TO USE THE TOOLS?

The tools are intended to be used at the various phases of the intervention cycle.¹² They include guiding questions, checklists, and examples of project interventions to help users explore the concepts and connections with migration. The tools are designed to be adapted and used, regardless of region, country, and/or other contextual factors. They are not intended to be prescriptive, but rather guide or inform the mainstreaming of migration throughout the intervention cycle:

Figure 2:
Intervention Cycle Phases



PHASES

MAINSTREAMING MIGRATION

<p>Programming Analyse the country context and determine the objectives and sector priorities for cooperation.</p>	<p>Analyse the migration situation and how it intersects with the sector context.</p>
<p>Design¹³ Identify intervention ideas based on need and priority, assess their feasibility, and then formulate the intervention.</p>	<p>Explore how intervention design can incorporate migration considerations.</p>
<p>Implementation Work with implementing partners to deliver the intervention's planned impact and report on progress.</p>	<p>Monitor how migration impacts, and is impacted by, the intervention.</p>
<p>Closure Assess the intervention design, implementation and results.</p>	<p>Include questions relating to migration in evaluations.</p>

11. See the [Glossary of Terms](#) for more information.

12. The above intervention cycle phases are those used by the European Commission in its international cooperation and development programming. However, different organizations use different language to describe the phases of the project or programme cycle. Despite the differences in language, in general most organizations and agencies follow a similar approach to planning, management, monitoring and evaluation of their development cooperation interventions, and therefore the approach used in this Toolkit should still be applicable.

13. According to DG INTPA guidance, identification (early design) and formulation (final design) phases could be merged into a single design phase, considering pragmatically that an intervention might not be fully identified until it is formulated.

Figure 3:
Breakdown of the Tools

Tool 1: Quick Diagnostic

Provides an entry point to mainstream migration.



Tool 7: Theory of Change

Helps with the formulation of the results logic of an intervention, including ensuring that it incorporates and responds to migration-related factors identified.



Tool 2: Situation Analysis

Gathers information and evidence to inform a more nuanced understanding of the connection between migration, private sector development, and trade in a given context.



Tool 8: Indicator Bank

Provides a comprehensive set of indicators (aligned with the Sustainable Development Goals (SDGs), as far as possible) that can be integrated, or adapted for, an intervention.



Tool 3: Policy Checklist

Explores the governance environment in relation to migration, private sector development, and trade in a given context.



Tool 9: Project Design Checklist

Offers a quick reference tool to ensure that migration has broadly been mainstreamed into project design.



Tool 4: Stakeholder Analysis

Identifies which stakeholders should be consulted during programming and, as well as those who may be suitable partners and/or beneficiaries (direct and indirect) for the intervention.



Tool 10: Project Monitoring Checklist

Provides a quick reference tool to identify the extent to which migration has been integrated into project activities.



Tool 5: Problem Analysis

Unpacks barriers or bottlenecks, from a migration perspective, and arrives at potential interventions to address them.



Tool 11: Project Evaluation Checklist

Offers a quick reference tool to evaluate how well migration was mainstreamed in an intervention.



Tool 6: Risk Analysis

Highlights potential migration-related risks to interventions, as well as measures to mitigate these.



TOOL 1: QUICK DIAGNOSTIC

Why use this tool?

The Quick Diagnostic is intended to be a “starting point” to mainstream migration within a private sector development and trade intervention. It can help to identify areas where migration could be integrated within the Programming Document or Action Document¹⁴ and provides a foundation to further explore the subsequent tools.

When to use this tool?

This tool should be the first point of reference for mainstreaming migration into an intervention. However, it can be used at any, or all, phases of the cycle.



How to use this tool?¹⁵

The user can reflect on the questions to explore the different areas (e.g. justification, stakeholders, results) within a Programming Document or Action Document where migration could be (or was) mainstreamed. The Guiding Principles in Annex IV should also be kept in mind when using this tool. Depending on the need, other tools can be consulted to better understand and address the areas requiring further attention.

Areas	Questions
Analysis and Justification	Has an analysis been conducted on the migration-related situation (e.g. migration and mobility dimensions of trade and private sector development)? <i>For support, go to the Situation Analysis Tool</i>
Stakeholders and Participation	Are migration-related groups, associations, or the relevant migration unit involved in the design, implementation, and evaluation of the action? <i>For support, go to the Stakeholder Analysis Tool</i>
Policy Dialogue	Has the specific situation of migrants and communities affected by migration been raised in discussion with public authorities? <i>For support, go to the Policy Checklist Tool</i>
Results Framework	Are the outcomes, outputs, and activities designed to meet the different needs and priorities of migrants and communities? Is a migration-related specific objective or result which is backed by at least one indicator? <i>For support, go to the Theory of Change Tool</i>
Data and Statistics	Has data and indicators for the intervention been disaggregated by migration status where appropriate and applicable? <i>For support, go to the Indicator Bank Tool</i>

14. These documents are those used by the European Commission in its international cooperation and development indicative programming and formulation of interventions. However, different organizations use different language to describe project documents. Despite the differences in language, in general most organizations and agencies follow a similar approach.
15. This tool can be used irrespective of the sub-sectors of interest or in focus.

Budget	Have adequate financial resources been allocated for effective mainstreaming actions (vis-à-vis % of total budget)?
Guiding Principles	Have some of the guiding principles been incorporated in the intervention? <i>For support, go to Annex IV: Guiding Principles</i>



Based on your context, take note of the areas where migration could be mainstreamed.

TOOL 2: SITUATION ANALYSIS

Why use this tool?

The Situation Analysis can be used to help gather information and evidence to inform a more nuanced understanding of the connections between migration, private sector development, and trade in the country or region in focus.

When to use this tool?

The tool can be used at the start of the programming phase or as part of the context analysis in the design phase.¹⁶















How to use this tool?

The user can use this as a stand-alone situation analysis, or as a complement to one traditionally conducted for private sector development and trade interventions, to ensure that they are sensitive to migration dimensions. The questions are organized by different types of migration (see the [Glossary of Terms](#) for related definitions). The data sources provided below in [Annex V](#) can be referenced when responding to the questions.

Type of migration ¹⁷	Questions
International migration Relevant sub-sectors: 	<ol style="list-style-type: none"> Are people migrating to provide cross-border services or goods? What are their demographics (sex, age, level of education, countries of origin and destination, profession, among others)? What are services or goods are migrants trading? Are migrants connecting enterprises in countries of origin and destination? What is the total foreign direct investment into businesses in the country? Do migrants invest in businesses/enterprises? What are the main barriers that people, especially women, face when moving goods and services across borders? <p> Note whether any of these migration situations are relevant to your context.</p> <div style="border: 1px solid #ccc; height: 30px; width: 100%;"></div>

16. During the design phase, context analysis, policy analysis and stakeholder analysis are not performed in a sequential manner: they are iterative processes and feed into one other. Please refer to the [Glossary of Terms](#) for definitions of the migration types.
 17. Please refer to the [Glossary of Terms](#) for definitions of the migration types.

Type of migration	Questions
<p>Labour migration</p> <p><i>Relevant sub-sectors:</i></p> 	<ol style="list-style-type: none"> 1. Are most migrants employed in the formal and informal sector? What are their demographics (sex, age, level of education, profession, among others)? 2. In which sectors of work are labour migrants employed? Do these sectors have a growth and export potential? 3. Is the country experiencing high levels of labour migration of service providers? What impact is this having on communities of origin or destination? 4. What are the barriers to employment and/or to start a business that migrants face? Do these vary among different age and gender groups? <p> Note whether any of these migration situations are relevant to your context.</p> <div style="border: 1px solid #ccc; height: 30px; width: 100%;"></div>
<p>Diaspora and remittances</p> <p><i>Relevant sub-sectors:</i></p> 	<ol style="list-style-type: none"> 1. Do diaspora or other migrants facilitate cross-border trade, service mobility, and/or private sector investment? 2. Do the diaspora, cross-border traders, and/or other migrants have access to financial institutions, such as training and financial counselling? 3. To what extent do remittances contribute to the country's GDP? Are there associated costs for individuals to send or receive them? 4. What are the demographic and economic profiles of those sending and/or receiving remittances? How are remittances spent in countries of origin? 5. What barriers exist for irregular migrants' access to formal remittance transfer channels? How do barriers differ for different gender groups? <p> Note whether any of these migration situations are relevant to your context.</p> <div style="border: 1px solid #ccc; height: 30px; width: 100%;"></div>
<p>Return migration</p> <p><i>Relevant sub-sectors:</i></p> 	<ol style="list-style-type: none"> 1. To what extent do return migrants contribute towards developing international trade relationships, including small-scale cross-border trade, with the countries from which they return? 2. Are there migrants returning for and/or contributing to investment, business start-up, or other trade-related opportunities? What are their demographics (sex, age, level of education, profession, among others)? 3. Do return migrants face specific challenges in establishing enterprises (relating to issues such as access to finance, regulatory frameworks, or corruption in business registration processes)? How do challenges differ for different gender groups? <p> Note whether any of these migration situations are relevant to your context.</p> <div style="border: 1px solid #ccc; height: 30px; width: 100%;"></div>

Type of migration	Questions
<p>Environmental migration</p> <p><i>Relevant sub-sectors:</i></p> 	<ol style="list-style-type: none"> 1. Are private enterprises hiring migrant workers from climate impacted communities or countries? 2. Are there bilateral or multilateral labour migration agreements between countries with labour market gaps, and those vulnerable to climate change impacts? 3. To what extent are trade flows (in goods and services) being impacted by natural hazards, disaster induced displacement, or slow-onset environmental degradation and climate change? <p> Note whether any of these migration situations are relevant to your context.</p> <div data-bbox="434 616 1327 705" style="border: 1px solid #ccc; height: 40px;"></div>
<p>Displacement</p> <p><i>Relevant sub-sectors:</i></p> 	<ol style="list-style-type: none"> 1. What percentage of refugees or internally displaced persons (IDPs) are self-employed/ entrepreneurs, or engaging in cross-border trade? What are their demographics (sex, age, level of education, profession, among others)? 2. Are there provisions that exclude displaced persons from entering the labour market or creating enterprises, including as short-term service providers? <p> Note whether any of these migration situations are relevant to your context.</p> <div data-bbox="434 1003 1327 1093" style="border: 1px solid #ccc; height: 40px;"></div>
<p>Migrants in vulnerable situations</p> <p><i>Relevant sub-sectors:</i></p> 	<ol style="list-style-type: none"> 1. What risks do entrepreneurs or traders face when they cross borders irregularly? 2. To what extent does irregular entry or stay undermine an individual's access to entrepreneurship or cross-border trading support, including technology, financing, investment, and mentorship? <p> Note whether any of these migration situations are relevant to your context.</p> <p><i>Also refer to Ch. 1, 9, 10, 11 of the ESAMG</i></p> <div data-bbox="434 1355 1327 1444" style="border: 1px solid #ccc; height: 40px;"></div>

TOOL 3: POLICY CHECKLIST

Why use this tool?

The Policy Checklist can help to explore the governance environment in relation to migration, private sector development, and trade in a given country or region. It can help understand the policy landscape¹⁸ which could be reflected in Programming Documents or Action Documents¹⁹ and/or may influence the implementation and impact of an intervention.


When to use this tool?

This tool can be used in the programming or design phase. It complements the analysis done in the [Situation Analysis \(Tool 2\)](#) and [Stakeholder Analysis \(Tool 4\)](#).








How to use this tool?



The user can go over the checklist to identify relevant policies, reflect on whether they address the needs of migrants and communities, and understand where there are gaps which may require further attention in the design phase. This tool is organized by sub-sector in order to align with the areas of potential interest or focus to the user. Key policy frameworks or strategies to keep in mind are referenced in [Annex I](#).

Sub-sectors	Questions	Yes	No
Regional integration and trade policies 	1. Do regional integration and/or trade agreements factor in the movement of persons, including free movement, visa requirements, etc.?		
	2. Are the GAT Mode 4 commitments available in multilateral, regional, and/or bilateral trade agreements sufficient to facilitate market access?		
	3. Is the mobility of traders of goods (including truck drivers) and services included in policies on trade? Does this differ if low-skilled or working informally?		
	4. Are trade policy and regulatory trade requirements transparent and accessible for migrants (e.g. access to institutions, language barriers)?		
	5. Are there agreements between countries of origin and destination relating to social protection provisions for service providers?		

18. EU cooperation remains guided by the EU policy framework and partner countries priorities, with the 2030 Agenda, the SDGs and the new European Consensus on development at the core of the programming process. See [Annex II](#) for more information on EU development cooperation in this sector.

19. These documents are those used by the European Commission in its international cooperation and development indicative programming and formulation of interventions. However, different organizations use different language to describe project documents. Despite the differences in language, in general most organizations and agencies follow a similar approach.

Sub-sectors	Questions	Yes	No
...	<p>6. Are there bilateral and regional efforts for the recognition of qualifications in the context of labour or trade agreements?</p> <p> Note what policy considerations or gaps should be taken into account.</p> <div data-bbox="427 360 1323 454" style="border: 1px solid #ccc; height: 42px;"></div>		
<p>Customs and trade operations</p> 	<p>1. Are the operations of customs entities well-coordinated with other border operations, including immigration, health, protection and security, among others?</p> <p>2. Do border clearance procedures ensure efficient border crossings for traders?</p> <p>3. Does customs infrastructure (including in border areas) take into consideration the operations and infrastructure of other border entities (and vice versa), including the issuance and acceptance of certificates (e.g. certificates of origin)?</p> <p>4. Are the needs of different kinds of traders, such as men, women and ethnic minority populations, assessed and incorporated in customs and tariff clearance agreements?</p> <p> Note what policy considerations or gaps should be taken into account.</p> <div data-bbox="427 1010 1323 1104" style="border: 1px solid #ccc; height: 42px;"></div>		
<p>Small-scale cross-border trade</p> 	<p>1. Are there policies in place that facilitate the safe, orderly, and regular migration of small-scale cross-border traders to cross-borders?</p> <p>2. Are simplified trade regimes and one-stop border posts in place to facilitate cross-border movement of people and reduce risks stemming from irregular migration?</p> <p>3. Are there policies in place that address the protection needs of small-scale cross-border traders (including from violence, abuse, exploitation)?</p> <p>4. Do border management policies capture gender considerations relating to small-scale cross-border traders?</p> <p> Note what policy considerations or gaps should be taken into account.</p> <div data-bbox="427 1554 1323 1648" style="border: 1px solid #ccc; height: 42px;"></div>		

Sub-sectors	Questions	Yes	No
Private sector development, financing, and innovation 	1. Is there a system in place that matches migrants' skills to economic needs? Do migrants' skills match the sectors with highest growth potential?		
	2. Are there policy barriers to migrants investing in entrepreneurship opportunities in countries of destination?		
	3. Are there policies in place to engage the diaspora as investors or potential entrepreneurs?		
	4. Are there agreements for private sector organizations and investment companies to invest in migrant owned MSME's and entrepreneurship?		
	5. Do policies related to investment and business creation discriminate either directly or indirectly against migrants in terms of the sectors in which they may participate?		
	 Note what policy considerations or gaps should be taken into account. <div data-bbox="427 739 1321 828" style="border: 1px solid #ccc; height: 40px; margin-top: 5px;"></div>		

TOOL 4: STAKEHOLDER ANALYSIS

Why use this tool?

The Stakeholder Analysis can be used to identify which stakeholders should be consulted during programming, as well as those who may be suitable partners and/or beneficiaries (direct and indirect) for the intervention. This tool helps establish the potential experiences, role, and needs of the various stakeholders in a given country or region.

When to use this tool?

This tool is for use during the programming or design phase. It complements the analysis done in the [Situation Analysis \(Tool 2\)](#) and [Policy Checklist \(Tool 3\)](#).







How to use this tool?



The user can review the questions in this tool to explore the different stakeholder groups that could be engaged and how. The questions are organized by stakeholder group to provide a starting point to gather information on whether the stakeholders could:



- Provide contextual information to inform programming based on their **experience** (i.e. stakeholders to consult during programming or design);
- Be potential partners and/or implementors who can support the achievement of the intervention results based on their **roles** (i.e. stakeholders that could be an implementing partner), and/or;
- Be beneficiaries (direct or indirect) of the intervention based on their **needs**.

Users are encouraged to review the questions in each column of the stakeholder analysis to identify areas of relevance and then use the “check” boxes to indicate the most relevant stakeholders in each category. Prior to using the tool, it is recommended to broadly identify the stakeholders that are present in your country or region. Potential key stakeholders are referenced in table below the tool.

Stakeholders	Questions		
	Experience	Roles	Needs
Migrants (of all migration types, genders and ages, and categories) Relevant sub-sectors: 	<ol style="list-style-type: none"> Do migrants have access to financial institutions (including financial counselling and/or advisory services) and entrepreneurship opportunities? How has this impacted different gender and age groups? Are there networking services or platforms that link migrant traders or service providers across countries of origin and destination (such as transnational chambers of commerce and transnational business associations)? 	<ol style="list-style-type: none"> How are migrants, either independently or through their associations, involved and/or consulted in decision-making process? What ways are remittances being used are leveraged for private sector engagement? How are migrants using diaspora networks to facilitate cross-border trade and support businesses? 	<ol style="list-style-type: none"> Are migrants' trade facilitation needs sufficiently provided for? (i.e. access to financial institutions, visas and immigration services, access to trading permits/ certificates, etc.)? Are migrant-owned MSMEs included in re-/up-skilling programming for the green transition?
	Click if should be consulted:	Click if should be a partner:	Click if should be a beneficiary:
Communities impacted by migration Relevant sub-sectors: 	<ol style="list-style-type: none"> Do communities of origin and/or destination benefit from the trade in goods and/or services across borders? To what extent does the cross-border movement of people facilitate this trade and contribute to the socioeconomic development of the community (e.g. food security, income generation)? 	<ol style="list-style-type: none"> Do communities support the inclusion of migrants into the private sector? Are communities providing migrants with the information and tools to access financial services? 	<ol style="list-style-type: none"> Do communities impacted by migration experience barriers to trade, including small-scale cross-border trade? Can communities impacted by migration easily access financial services? How has this impacted different gender and age groups?
	Click if should be consulted:	Click if should be a partner:	Click if should be a beneficiary:

Stakeholders	Questions		
	Experience	Roles	Needs
National governments (including institutions in charge of migration governance, development planning, sector policies, and national–local dialogue) <i>Relevant sub-sectors:</i> 	<ol style="list-style-type: none"> Which are the key national government entities concerned with private sector development, trade, and migration? Are there transnational trade and economic associations which help to promote investment and trade within specific migration corridors? 	<ol style="list-style-type: none"> Are public authorities channeling the resources needed to ensure private sector development is accessible for migrants as well as non-migrants? What role do statistical offices play to provide up-to-date trade, labour market, and migration data? What type of engagement do trade and foreign affairs authorities have with diaspora? 	<ol style="list-style-type: none"> Does the National Office responsible for Statistics disaggregate data by migratory status? Are Regional Consultative Processes on migration (RCPs), or other consultative forums to inform regional policy, inclusive of a diverse and representative range of actors?
	Click if should be consulted:	Click if should be a partner:	Click if should be a beneficiary:
Subnational governments (Including municipalities, city authorities and district/ regional councils) <i>Relevant sub-sectors:</i> 	<ol style="list-style-type: none"> What is local government stakeholders' understanding of, and policies towards, migration? Is there coordination between relevant subnational administrations responsible for migration, private sector development, and trade? 	<ol style="list-style-type: none"> What role do subnational have in private sector and trade? Do subnational governments play a particularly important role in the inclusion of migrants? 	<ol style="list-style-type: none"> Are there specific local dynamics which prevent or facilitate migrant access to private sector employment and financial institutions?
	Click if should be consulted:	Click if should be a partner:	Click if should be a beneficiary:

Stakeholders	Questions		
	Experience	Roles	Needs
Civil society (including academic institutions, training institutions, NGOs, faith-based organizations, the media, and religious and traditional leaders)	<ol style="list-style-type: none"> 1. How are universities and other research institutes mobilized to provide data and evidence on migrants and migration? 2. What ways are civil society organizations being engaged to support migration-related research and advocacy? 	<ol style="list-style-type: none"> 1. Are NGOs/ vocational and professional training organizations supporting migrants and migrant-owned MSMEs with the skills needed for private sector engagement? 	<ol style="list-style-type: none"> 1. Do stakeholders have sufficient capacities to support the inclusion of migrants in private sector development and trade systems?
Relevant sub-sectors: 	Click if should be consulted:	Click if should be a partner:	Click if should be a beneficiary:
Private sector (including industry and employer associations)	<ol style="list-style-type: none"> 1. Are private sector representatives and unions included within governance structures? Have they been mobilized to improve migrant inclusion? 2. Are there training institutions in the community that are training migrant workers and entrepreneurs? 	<ol style="list-style-type: none"> 1. What role do trade unions and industry associations play in matching migrant workers to enterprises/sectors with labour shortages according to their skills levels? 2. What role do (transnational) recruitment agencies hold in ensuring that migrants have access to safe and fair working conditions? 	<ol style="list-style-type: none"> 1. Are customs and immigration procedures in border areas effective for facilitating efficient business operations? 2. Are private enterprises including migrant workers in their up-/re-skilling programming for the green transition?
Relevant sub-sectors: 	Click if should be consulted:	Click if should be a partner:	Click if should be a beneficiary:

Stakeholders	Questions		
	Experience	Roles	Needs
International organizations <i>Relevant sub-sectors:</i> 	1. How can international organizations be mobilized as sources of data and expertise with respect to the linkages between migration, private sector development, and trade in the country-specific context? Click if should be consulted:	1. Are international organizations, particularly IOM, UNCTAD, ILO, UNIDO, UNFPA, WTO, ITC and other UN organizations active on migration, being engaged as technical partners or implementing agencies? Click if should be a partner:	1. Are mechanisms supported by international organizations drawn on to exchange information and build partnerships on migration, private sector development, and trade? Click if should be a beneficiary:
Other development cooperation agencies <i>Relevant sub-sectors:</i> 	1. Do development cooperation agencies have past, ongoing, or upcoming interventions of relevance on migration, private sector development and trade? Click if should be consulted:	1. Are mechanisms supported by development actors drawn on to exchange information and build partnerships on migration, private sector development and trade? Click if should be a partner:	1. How are agencies sharing migration-related data, experiences, and other resources of use for private sector development and trade programming? Click if should be a beneficiary:

Key UN partner(s)	ILO, IFAD, IOM, UN-Women, UNDP, UNCTAD, UNIDO WHO, World Bank	
Key government partners	Entity responsible for trade	
	Entity responsible for private sector development	
	Entity responsible for health	
	Entity responsible for interior/home affairs/ immigration	
	Entity responsible for foreign affairs and international relations	
	Entity responsible for finance	
	Entity responsible for labour/ employment and social services	
	Entity responsible for gender and youth	
	Entity responsible for education	
	Entity responsible for collecting and publishing statistics	
Key cross-border or regional partners	Regional Economic Commissions	
	Government Joint Permanent Commissions or Cross-border Committees	
Other potential partners	Diaspora/ Migrant Associations	
	Employers / Employer Organizations	
	Producers/ Farmers Organizations	
	Trade Unions	
	Chambers of commerce	
	Banks, Credit Associations	
	Agricultural extension services	
	Youth Groups	
	Think Tanks	
	Education Institutions	
	Academia	

TOOL 5: PROBLEM ANALYSIS

Why use this tool?

The Problem Analysis is useful to unpack barriers or bottlenecks, from a migration perspective, that may have been identified during the programming phase and arrive at potential private sector development interventions to address them.


When to use this tool?



This tool can be used during the design phase of the cycle.





How to use this tool?



The user can review the examples provided of potential problems linked to migration, private sector development, and trade in the various sub-sectors of interest or in focus. Based on which problems are most relevant to the given context, the user can then consult the list of possible interventions (i.e. priority areas for support) to respond to the problem(s) that were identified. When conducting a problem analysis, it is important to consider problems facing different socioeconomic groups, including gender and age differences, as well as the needs of persons with disabilities and migrants in vulnerable situations.

Sub-sectors	Examples of problems identified	Potential interventions
Regional integration and trade policies 	Barriers to mobility may hinder trade in services.	<ol style="list-style-type: none"> 1. Advocate for the inclusion of service provider mobility into trade agreement discussions and negotiations. 2. Support partner country in assessing how their trade agreements may promote or hinder service provider mobility and review different bilateral and multilateral agreements for potential conflicts or indicators of incoherence. 3. Assess the partner country's specific commitments (e.g. within GATS relating to Mode 4) and the ease of service sectors provides to enter and under which conditions.
	Restricted migration of service providers can intensify mismatches in local labour supply and demand.	<ol style="list-style-type: none"> 1. Map shortages in service sectors in communities of destination and identify the competencies that foreign service providers need to complement local labour. 2. Support initiatives to certify or validate migrant skills, education, and competencies, as skill recognition may be a barrier.


Sub-sectors	Examples of problems identified	Potential interventions
...	Foreign service providers may be barred from accessing the same labour protections afforded to local workers, especially as temporary suppliers.	<ol style="list-style-type: none"> 1. Work with partner country to review regulations and policies related to the protection of labour rights and ensuring safe and secure working environments for workers of all gender and age groups. 2. Develop a campaign or communications to promote non-discrimination at work and ensure labour rights are upheld for migrants and non-migrants. 3. Create schemes for improved engagement between employers, labour unions, and national institutions that define or negotiate employee access to social protection to reduce inequalities in access.
 Note any potential interventions that should be considered. <div style="border: 1px solid #ccc; height: 40px; width: 100%;"></div>		
Customs and trade operations 	Barriers to mobility often disrupt cross-border markets, especially those along porous borders shared by countries with long historical ties.	<ol style="list-style-type: none"> 1. Support customs unions and other agreements that promote intraregional trade in including provisions that facilitate the mobility of cross-border traders. 2. Work with border authorities to harmonize procedures and streamline information on the facilitation of movement and the rights of the those on the move. 3. Support cross-border working groups that are working on freedom of moment across border communities.
	Insufficient information on the demographic characteristics of migrants and traders hinders effective policymaking and solutions to address their specific vulnerabilities.	<ol style="list-style-type: none"> 1. Enhance data collection efforts at customs and support national statistical offices, disaggregated by migration status. 2. Promote data exchanges between established customs and border IT support solutions (i.e. UNCTAD's ASYCUDA customs management system, and IOM's border management information system MIDAS) to enhance integrated border management and analyses.
	Barriers to movement along borders can impede trade in goods, reducing economic opportunities for traders and their communities.	<ol style="list-style-type: none"> 1. Support the provision of advisory services to cross-border traders that are tailored to specific subgroups, including traders with a commercial presence in another country and those with long-term residence in another country.

Sub-sectors	Examples of problems identified	Potential interventions
...	<p>Border clearance procedures for cross-border traders are implemented unequally among groups of migrant traders, with some groups experiencing discriminatory treatment, such as requests for bribes.</p>	<ol style="list-style-type: none"> 1. Develop the necessary mechanisms/means to monitor how different groups of traders navigate border clearance procedures and inform traders of the requirements for clearing goods across borders. 2. Support initiatives to ensure that cross-border traders are supplied with timely and accurate information on border clearance regimes, including information on necessary visa or movement documents, goods that can be traded in different countries, taxes and tariff schemes in different countries, the certifications for standards and authorization required for different categories of goods, and customs procedures.²⁰
<p> Note any potential interventions that should be considered.</p> <div data-bbox="215 750 1369 840" style="border: 1px solid #ccc; height: 40px;"></div>		
<p>Small-scale cross-border trade</p> 	<p>Small-scale cross-border traders may experience delays at borders, leading to trading inefficiencies and deterioration of goods (particularly perishables).</p>	<ol style="list-style-type: none"> 1. Improve efficiency of operations in border areas, and ensure that the procedures are accessible to migrants, regardless of gender, age, or other characteristics. 2. Enhance the implementation of Simplified Trade Regimes and one-stop border posts to reduce waiting time and costs to trade. 3. Enhance coordination between border authorities and ensure that procedures are streamlined and do not result in bottlenecks.
	<p>Informal small-scale cross-border trade, particularly when linked to irregular migration, can result in loss of government revenue and risks to migrants.</p>	<ol style="list-style-type: none"> 1. Enhance the collection of data to understand demographic dimension of and risks to small-scale cross-border traders. 2. Make use of established traditional and innovative tools to monitor informal cross-border trade. 3. Support efforts that are underway to formalize informal trade.

20. As an example of a similar intervention, the East African secretariat – with the assistance of the International Labour Organization (ILO) and GIZ – developed short handbooks to help assist micro- and small-scale border traders understand border-crossing requirements within the East African Community. One example guide can be found [here](#).

Sub-sectors	Examples of problems identified	Potential interventions
	<p>Some cross-border traders might actively try to avoid official border posts. As a result, established border operations or intended support measures may not reach small-scale cross-border traders.</p>	<ol style="list-style-type: none"> 1. Work with border officials to prevent discrimination, corruption, and harassment so that traders, especially women, feel safe to cross. 2. Provide transparent information on border requirements and enhance the establishment of Simplified Trade Regimes.
<p> Note any potential interventions that should be considered.</p> <div data-bbox="215 622 1369 712" style="border: 1px solid #ccc; height: 40px;"></div>		
<p>Private sector development, financing, and innovation</p> 	<p>Enterprises in some countries need to search abroad for talent or partners to expand their reach and/or expertise.</p>	<ol style="list-style-type: none"> 1. Evaluate the partner country's private sector ecosystem to understand how policies affect private enterprise growth. In such a mapping, define clear migration-related indicators, such as access to foreign human capital.²¹ 2. Advocate greater consultation among bodies responsible for designing, implementing, and monitoring private sector regulatory frameworks and migration policies to promote policy coherence. 3. Equip industry associations, business corporations, and trade unions with access to information and finance to create greater linkages between businesses and labour markets. 4. Assist partner countries in developing financing mechanisms or funds, such as equity or debt-based crowdfunding, diaspora investment funds, matching platforms,²² and remittance matching programmes²³ that maximize the capacities of diaspora members to contribute to private enterprise growth.
	<p>Enterprises face shortages of skilled or unskilled labour and/or migrants are unemployed or underutilized according to their skills level, contributing to labour market mismatches.</p>	<ol style="list-style-type: none"> 1. Strengthen data collection and research to better understand the skills levels of migrants and labour market needs (such as labour market information systems). 2. Strengthen and update labour market information systems on a regular basis. 3. Support the role of recruiters to bridge labour gaps and leverage labour migration for structural change and export-led growth.

21. The World Economic Forum recently supported an inventory of global entrepreneurship ecosystems. The report, available [here](#), suggests example indicators and questions that can assist in ecosystem mapping exercises.
22. For example, private services such as Homestrings LLC try to match diaspora investors with investment opportunities in their countries or regions of origin; the concept of "diaspora direct investment" addresses investment matching services for diaspora members specifically.
23. Mexico's "3-for-1" programme is a classical example of a remittance matching fund, in which national, state, and local governments each provide a dollar in matching funding for every dollar a migrant sends as a remittance earmarked for a local development project. While the programme was intended for development projects, matching programmes may also provide growth finance for private enterprises.

Sub-sectors	Examples of problems identified	Potential interventions
	<p>Remittance-receiving households are more likely to spend remittances on household expenditure, such as food, education, house repairs, etc., rather than invest in private sector development.</p>	<ol style="list-style-type: none"> 1. Support governments to facilitate remittance investment in private sector development through education and diaspora bonds. 2. Create links between remittance receiving households and their diaspora family members with financial counselling/ education services.
	<p>Migrant households may not have access to financial institutions.</p>	<ol style="list-style-type: none"> 1. Support digital financial services to tailor financial products to mobile and difficult-to-reach populations. 2. Support governments to digitalize migrant worker remittances, such as through the provision of mobile financial services. 3. Create coordination mechanisms between private and public agencies to ensure financial inclusion of migrant households. 4. Encourage financial institutions to engage in training and knowledge sharing with migrant communities.
<p> Note any potential interventions that should be considered.</p> <div data-bbox="215 1032 1369 1122" style="border: 1px solid #ccc; height: 40px;"></div>		

TOOL 6: RISK ANALYSIS

Why use this tool?

The Risk Analysis is useful for identifying potential risks²⁴ to private sector development and trade interventions with a migration dimension (i.e. risks to the achievement of the objectives of the intervention), as well as measures to manage and/or mitigate these risks. Identifying potential risks during the design phase helps ensure that measures are in place during implementation to address them.

When to use this tool?

This tool can be used during the design phase.



How to use this tool?²⁵

The user can review the examples of possible migration-related risks to an intervention, and the possible consequences of these. The potential risks should be contextualized based on the country or region in focus and the dynamics at play. Based on the context, users can identify whether it is a high, medium, or low risk. Once potential risks are identified, the tool provides sample measures that can be built into programming to address the risk factors.

Examples of risks	Indicate risk level (Low (L), Medium (M), High (H))			Potential mitigation measures
	L	M	H	
Change in government policy in relation to regional integration and the free movement of persons.				<p>Enhance the knowledge base on the contribution of free movement to regional integration and economic prosperity.</p> <p>Strengthen understanding of benefits of regional integration for national development.</p>

24. The risks may relate to economic, political, social, environmental, climate-related, security-related factors.

25. This tool can be used irrespective of the sub-sectors of interest or in focus.

Examples of risks	Indicate risk level (Low (L), Medium (M), High (H))			Potential mitigation measures
	L	M	H	
	Reluctance of private sector actors to engage in interventions related to the employment of migrants.			
Diaspora members are unwilling to participate in intervention activities, given the low trust in the State or the overall investment environment.				<p>Include diaspora mappings in pre-intervention feasibility assessments.</p> <p>Engage in dialogues with current and potential investors, private sector representatives, State representatives, and a diverse and representative range of other relevant stakeholders.</p> <p>Ensure that adequate monitoring and accountability mechanisms are incorporated into the intervention design.</p> <p>Advocate the inclusion of non-governmental actors in policy consultations on private sector reforms and migration.</p>
Resentment by nationals because of the inclusion of migrants or non-residents (diaspora) in business support measures.				<p>Engage community leaders and stakeholders early in intervention consultations.</p> <p>Support the creation of migrant and non-migrant cooperative structures, such as business councils.</p>
Opposition to making national policies or programmes more inclusive of migrants.				<p>Support studies that demonstrate the “business case” for migration.</p> <p>Advocate the integration of migration-related provisions in diverse policies and agreements, such as social protection agreements and free trade agreements.</p> <p>Consider creating incentives, such as co-financing to promote migrant inclusion.</p>

TOOL 7: THEORY OF CHANGE

Why use this tool?

The Theory of Change provides support in formulating the logic of a private sector development and trade intervention. It provides standard results that can help to ensure that the intervention incorporates and responds to the migration-related factors identified. The results in the tool are all in line with, and contribute to, the achievement of the SDGs.

When to use this tool?

This tool should primarily be used in the design phase, when the overall logic of an intervention is elaborated. The logic of the intervention will be informed by the analysis conducted in the programming phase as well as the [Problem Analysis \(Tool 5\)](#).



How to use this tool?

The user can draw on the generic set of results (at various levels) in the tool based on the sub-sector in focus in order to formulate the logic of an intervention. Many of the results reference migrants, displaced persons, and/or communities²⁶ in order to keep it open for the user to choose which term or stakeholder they want to target. The formulation of the results can be adapted and/or extracted from the tool to align with the specific needs in the country or region. The boxes below each result can be used to note which results are relevant and how they could be tailored to fit the logic of the intervention. To see whether the results align with SDG targets, see the relevant footnotes in the [Indicator Bank \(Tool 8\)](#) and [Annex VI: Examples of Relevant SDG Targets](#)

26. When mentioning communities within this tool, it could be the community of origin, destination, transit, or return depending on the country or region in focus.



CHANGE IN QUALITY OF LIFE

Add inputs based on your context

- Migrant, displaced persons, and/or communities benefit from a universal, rules-based, open, non-discriminatory, and equitable multilateral trading system that supports free movement.
- Migrants, displaced persons, and/or communities enjoy inclusive and equitable customs and trade operations, which facilitate orderly, safe, regular, and responsible mobility for trade.
- Migrants, displaced persons, and/or communities of all genders and ages enjoy orderly, safe, regular, and responsible mobility for small scale cross-border trade.
- Migrants, displaced persons, and/or communities enjoy equal access to private sector development, financing, and innovation.

SPECIFIC OBJECTIVES

INSTITUTIONAL AND BEHAVIOURAL CHANGE

Add inputs based on your context

- 1.1:** Migrants, displaced persons, and/or communities are engaging in orderly, safe, regular, and responsible free movement for trade.
- 1.2:** Policymakers facilitate the free movement of people for trade through safe, orderly, and regular migration channels.
- 1.3:** Policymakers enhance North-South, South-South and triangular regional and international cooperation for free movement for trade through bilateral and regional agreements.
- 2.1:** Migrants, displaced persons, and/or communities are equitably accessing effective, accountable, and transparent customs institutions at all levels, which facilitates their orderly, safe, regular, and responsible mobility for trade.
- 2.2:** Policymakers promote cooperation and coordination amongst border management systems and trade institutions to facilitate orderly, safe, regular, and responsible mobility for trade.
- 2.3:** Policymakers promote the development, transfer, and dissemination of environmentally sound technologies and digitalization for all border and custom services to facilitate orderly, safe, regular, and responsible mobility for trade.
- 3.1:** Migrants, displaced persons, and/or communities are equally engaging in orderly, safe, regular, and responsible mobility for small scale cross-border trade of both services and goods.
- 3.2:** Border service agencies are protecting the rights of small-scale cross border traders of both services and goods.
- 3.3:** Policymakers include small-scale cross-border traders in fiscal or other forms of social protections.
- 3.4:** Policymakers include the migration and/or displacement dimension of small-scale cross-border trade of both services and goods in policies and programmes on border management.
- 4.1:** Migrants, displaced persons, and/or communities are accessing financing opportunities and administrative procedures to start up micro-, small-, and medium-sized enterprises.
- 4.2:** Policymakers are engaging with diaspora associations to facilitate private sector development in countries of origin by channelling financing, building and connecting networks, and introducing businesses into new global markets.
- 4.3:** Policymakers are reducing remittance costs to less than three per cent of migrant remittances and are eliminating remittance corridors with costs higher than five per cent.
- 4.4:** Development agencies include migrant networks in Foreign Direct Investment initiatives.

Assumption
There is a political commitment for change and migrants do not face any barriers to engage

EXPECTED RESULTS

CHANGE IN KNOWLEDGE AND CAPACITY

Add inputs based on your context

- 1.1.1:** Migrants, displaced persons, and/or communities have the know-how, and feel empowered to, engage in orderly, safe, regular, and responsible free movement for trade.
- 1.2.1:** Policymakers have the know-how and tools to introduce measures that facilitate the safe, orderly, and regular movement of persons for trade.
- 1.2.2:** Policymakers understand the different needs and barriers for migrants, displaced persons, and/or communities to access safe, orderly, and regular migration channels for trade.
- 1.2.3:** Policymakers have the know-how, tools, and data to mainstream migration considerations throughout private sector development and trade policies and programmes.
- 1.3.1:** Policymakers implement coordination and cooperation mechanisms, as well as improve coordination among existing mechanisms, between States, subregions, regionally and internationally to strengthen cooperation on free movement for trade.
- 1.3.2:** Policymakers have the know-how, tools, and data to reflect migrants, displaced persons, and/or communities in bilateral and multilateral agreements related to free movement of persons for trade.
- 2.1.1:** Migrants, displaced persons, and/or communities have the know-how and resources to access effective, accountable, and transparent customs institutions at all levels, which facilitates their orderly, safe, regular, and responsible mobility for trade.
- 2.2.1:** Border management authorities, custom institutions, local and national government ministries on trade and mobility, and members of the private sector have the know-how, tools, and resources to harmonize border procedures to facilitate orderly, safe, regular, and responsible mobility for trade.
- 2.2.2:** Policymakers implement coordination and cooperation mechanisms between border management authorities, custom institutions, local and national government ministries on trade and mobility, and members of the private sector to facilitate orderly, safe, regular, and responsible mobility for trade.
- 2.2.3:** Policymakers have the know-how and resources to mainstream migration considerations into policies and programmes on trade and customs.
- 2.3.1:** Policymakers have the know-how, tools and resources to disseminate and implement environmentally sound technologies and digitalization for all border and custom services to facilitate orderly, safe, regular, and responsible mobility for trade.
- 2.3.2:** Border and custom services have the know-how to effectively utilize environmentally sound technologies and digitalization for all border and custom services to facilitate orderly, safe, regular, and responsible mobility for trade.
- 3.1.1:** Migrants, displaced persons, and/or communities have the know-how, resources, and networks to engage in orderly, safe, regular, and responsible mobility for small scale cross-border trade of both services and goods.
- 3.2.1:** Border services agencies have the know-how, resources, and data to protect the rights of small-scale cross-border traders, especially women and youth from harassment, exploitation, and abuse.
- 3.2.2:** Border service agencies understand the importance of increased diversity in the workforce to reflect the populations they serve.
- 3.3.1:** Policymakers have the know-how and tools to include small-scale cross-border traders in fiscal or other forms of social protections.
- 3.4.1:** Policymakers have the know-how, data, and resources to include migration and/or displacement dimension of small-scale cross-border trade of both services and goods in policies and programmes on border management.
- 3.4.2:** Policymakers put coordination mechanisms in place to include migration and/or displacement dimension of small-scale cross-border trade of both services and goods in policies and programmes on border management.
- 4.1.1:** Migrants, displaced persons, and/or communities have the know-how and resources to access financing opportunities and administrative procedures to start up micro-, small-, and medium-sized enterprises.
- 4.1.2:** Migrants, displaced persons, and/or communities know their rights to financial inclusion and employment and feel empowered to claim them.
- 4.2.1:** Policymakers have the know-how, tools, and connections with diaspora associations to facilitate the channelling of finances into micro, small, and medium sized enterprises.
- 4.2.2:** Policymakers promote networks and collaboration between migrant entrepreneurship agencies, civil society, and diaspora associations to support the transfer of knowledge, funding, and connections.
- 4.3.1:** Policymakers promote broad financial inclusion policies.
- 4.3.2:** Policymakers have the know-how to promote transparency on remittance costs.
- 4.3.3:** Policymakers have the know-how and resources to ensure financial literacy for families and members of the diaspora.
- 4.4.1:** Development agencies have the know-how, resources, and tools to strengthen regulatory frameworks, enable innovation, and open-up channels for mobilizing finance and investment.

Assumption
Changes in capacity lead to changes in behaviour

Activities

Training, development of tools, partnerships, direct assistance, coordination mechanisms, policy dialogue, community development, etc.

TOOL 8: INDICATOR BANK

Why use this tool?

The Indicator Bank provides a comprehensive set of indicators (aligned to the extent possible with the SDGs) that can be integrated, or adapted for, in private sector development and trade interventions.²⁷


When to use this tool?

This tool complements the *Theory of Change* (Tool 7) and can be used during the design phase.



How to use this tool?

The user can draw on the generic set of indicators in the tool based on the sub-sector in focus in order to formulate the logic of an intervention that responds to the relevant needs in the country or region. This tool should be used in conjunction with the *Theory of Change*. The indicators related to the specific objectives can be found below. For indicators related to the expected results, see *Annex VII: Indicator Bank (Expected Results)*. The indicators can be selected or adapted based on formulated results of the intervention. Where appropriate, relevant indicators should be disaggregated by sex, gender, age, and migration status, and other vulnerabilities.²⁸

Sub-sector	Specific objectives	Indicators
Regional integration and trade policies  SDGs: 8, 10, 16, 17 Global Compact for Migration Objectives 1, 3, 4, 5, 6, 11, 16, 22, 23	1.1: Migrants, displaced persons, and/or communities are engaging in orderly, safe, regular, and responsible free movement for trade. ²⁹	1.1.a: Percentage of population engaging in free movement for trade (disaggregated by sex, age and migration status). 1.1.b: Percentage of migrants, displaced persons, and/or community members feel satisfied with their engagement with, and opportunities for, orderly, safe, regular, and responsible free movement for trade. ³⁰
	1.2: Policymakers facilitate the free movement of people for trade through safe, orderly, and regular migration channels. ³¹	1.2.a: Number of well-managed migration policies implemented. ³² 1.2.b: Percentage of population engaging in free movement for trade (disaggregated by age, sex and migration status).

27. These indicators have been contextualized within the *Sustainable Development Goals* and the *Global Compact for Migration*. Where there is a direct alignment with SDG indicator or target (i.e. the indicator provided is language verbatim as the SDG indicator or target), it has been referenced “Directly contributing to existing SDG Target/Indicator XXX”. Language of specific targets can be found in Annex IV: Examples of Relevant SDG Targets.


28. This is in reference to SDG target 17.18 which calls for “availability of high-quality, timely and reliable data disaggregated by income, gender, age, race, ethnicity, migratory status, disability, geographic location and other characteristics relevant in national contexts”.

29. In line with and contributing to existing SDG Target 10.7.

30. In line with and contributing to existing SDG indicator 16.6.2.

31. In line with and contributing to existing SDG Target 10.7.

32. **Directly contributing to existing SDG Indicator 10.7.2.**

Sub-sector	Specific objectives	Indicators
...	1.3: Policymakers enhance North–South, South–South and triangular regional and international cooperation on free movement for trade through bilateral and regional agreements. ³³	<p>1.3.a: Number of free movement for trade cooperation agreements and programmes between countries (disaggregated by type of cooperation).³⁴</p> <p>1.3.b: Percentage of policymakers feel satisfied with their level of cooperation on free movement for trade.</p> <p>1.3.c: Number of Aid for Trade initiatives targeting migrants and/or small-scale cross-border traders.³⁵</p>
Customs and trade operations  SDG 3, 4, 5, 6, 7, 10 Global Compact for Migration Objectives 1, 3, 4, 5, 11, 15, 16, 17, 23	2.1: Migrants, displaced persons, and/or communities are equitably accessing effective, accountable, and transparent customs institutions at all levels which facilitates their orderly, safe, regular, and responsible mobility for trade. ³⁶	<p>2.1.a: Number of migrants, displaced persons, and/or community members accessing customs institutions at all levels.</p> <p>2.1.b: Percentage of migrants, displaced persons, and/or community members feel satisfied with their access to effective, accountable, and transparent customs institutions at all levels.³⁷</p> <p>2.1.c: Percentage of migrants, displaced persons, and/or community members feel satisfied with their engagement with, and opportunities for, orderly, safe, regular, and responsible mobility for trade.³⁸</p> <p>2.1.d: Number of countries that have implemented well-managed migration policies.³⁹</p>
	2.2: Policymakers promote cooperation and coordination amongst border management systems and trade institutions to facilitate orderly, safe, regular, and responsible mobility for trade. ⁴⁰	<p>2.2.a: Number of interministerial coordination mechanisms on migration and trade.</p> <p>2.2.b: Number of formal mechanisms to engage border management systems and trade institutions in the coordination of their systems to facilitate orderly, safe, regular, and responsible mobility for trade.</p> <p>2.2.c: Percentage of targeted border management authorities, customs institutions, local, and national government ministries on trade and mobility, and members of the private sector that are satisfied with the level of cooperation and coordination on their systems to facilitate orderly, safe, regular, and responsible mobility for trade.</p> <p>2.2.d: Number of countries that have implemented well-managed migration policies.⁴¹</p>

33. In line with and contributing to existing **SDG Target 17.6**.

34. In line with and contributing to existing **SDG Indicator 17.6.1**.

35. In line with and contributing to existing **SDG Target 8.a**.

36. In line with and contributing to existing **SDG Target 1.4, Target 10.7 and SDG Target 16.6**.

37. In line with and contributing to existing **SDG indicator 16.6.2**.

38. In line with and contributing to existing **SDG indicator 16.6.2**.

39. **Directly contributing to existing SDG Indicator 10.7.2**.

40. In line with and contributing to existing **SDG Target 10.7 and 17.17**.

41. **Directly contributing to existing SDG Indicator 10.7.2**.

Sub-sector	Specific objectives	Indicators
...	2.3: Policymakers promote the development, transfer, and dissemination of environmentally sound technologies and digitalization for all border and custom services to facilitate orderly, safe, regular, and responsible mobility for trade. ⁴²	2.3.a: Total amount of approved funding to promote the development, transfer, dissemination, and diffusion of environmentally sound technologies. ⁴³ 2.3.b: Percentage of border and custom services feel satisfied with the level of digitalization.
 <p>Small-scale cross-border trade</p> <p>SDG 1, 5, 8, 10, 16, 17 Global Compact for Migration Objectives 1, 3, 4, 5, 6, 7, 10, 11, 15, 16, 17, 22, 23</p>	3.1: Migrants, displaced persons, and/or communities are equally engaging in orderly, safe, regular, and responsible mobility for small scale cross-border trade of both services and goods. ⁴⁴	3.1.a: Number of migrants, displaced persons, and/or community members engaging in orderly, safe, regular, and responsible mobility for small scale cross-border trade of both services and goods. 3.1.b: Percentage of migrants, displaced persons, and/or community members feel satisfied with their engagement with, and opportunities for, orderly, safe, regular, and responsible mobility for trade. 3.1.c: Number of countries that have implemented well-managed migration policies. ⁴⁵ 3.1.d: Proportion of women and girls aged 15 years and older subjected to sexual violence by persons other than an intimate partner in the previous 12 months (disaggregated by age, migration status, and place of occurrence). ⁴⁶
	3.2: Border service agencies are protecting the rights of small-scale cross-border traders of both services and goods. ⁴⁷	3.2.a Number of victims of human trafficking per 100,000 population, by sex, age, and form of exploitation. ⁴⁸ 3.2.b: Proportion of population subjected to physical, psychological, or sexual violence in the previous 12 months (disaggregated by age, sex and migration status). ⁴⁹ 3.2.c: Proportion of the population satisfied with their last experience of border service agencies (disaggregated by age, sex, and migration status). ⁵⁰

42. In line with existing SDG Target 16.9 and Target 17.7.

43. **Directly contributing to existing SDG Indicator 17.7.1.**

44. In line with and contributing to existing SDG Target 10.7.

45. **Directly contributing to existing SDG Indicator 10.7.2.**


46. **Directly contributing to existing SDG Indicator 5.2.2.**

47. In line with and contributing to existing SDG Targets 16.2 and 16.3 and 16.6.

48. **Directly contributing to existing SDG Indicator 16.2.2.**

49. **Directly contributing to existing SDG Indicator 16.1.3.**

50. **Directly contributing to existing SDG Indicator 16.6.2.**

Sub-sector	Specific objectives	Indicators
...	<p>3.3: Policymakers include small-scale cross-border traders in fiscal or other forms of social protections.⁵¹</p>	<p>3.3.a: Proportion of population covered by social protection floors/systems, by sex, distinguishing children, unemployed persons, older persons, persons with disabilities, pregnant women, newborns, work-injury victims and the poor and the vulnerable.⁵²</p>
...	<p>3.4: Policymakers include the migration and/or displacement dimension of small-scale cross-border trade of both services and goods in policies and programmes on border management.⁵³</p>	<p>3.4.a: Number of policies and programmes on border management which reflect the migration and/or displacement dimension of small-scale cross-border trade of both services and goods.</p> <p>3.4.b: Number of mechanisms in place to enhance policy coherence of migration and/or displacement and trade.⁵⁴</p>
<p>Private sector development, financing, and innovation</p>  <p>SDG 8, 10, 16, 17 Global Compact for Migration Objectives 1, 3, 4, 5, 6, 15, 16, 17, 18, 19, 20, 21, 22, 23</p>	<p>4.1: Migrants, displaced persons, and/or communities are accessing financing opportunities and administrative procedures to start up micro-small and medium-sized enterprises.⁵⁵</p>	<p>4.1.a: Number of migrants, displaced persons, and/or community members accessing financing opportunities to start up enterprises of all sizes.</p> <p>4.1.b: Number of migrants, displaced persons, and/or community members accessing administrative procedures to start up enterprises of all sizes.</p> <p>4.1.c: Percentage of migrants, displaced persons, and/or community members who are satisfied with their access to financing opportunities and institutions, and accessing administrative procedures.</p>
	<p>4.2: Policymakers are engaging with diaspora associations to facilitate private sector development in countries of origin by channelling financing, building and connecting networks, and introducing businesses into new global markets.⁵⁶</p>	<p>4.2.a: Number of formal mechanisms to engage diaspora associations and the private sector in the facilitation of private sector development in countries of origin.</p> <p>4.2.b: Percentage of migrant-owned SMEs which report accessing diaspora funding, networks, and global markets.</p> <p>4.2.c: Percentage of migrant-owned SMEs who feel satisfied with their engagement with diaspora for financing, building and connecting networks, and introducing businesses into new global markets.</p>

51. In line with and contributing to existing SDG Targets 1.3 and 10.4.

52. **Directly contributing to existing SDG Indicator 1.3.1.**

53. In line with and contributing to existing SDG Target 17.14.

54. **Directly contributing to existing SDG Indicator 17.14.1.**

55. In line with and contributing to existing SDG Target 8.10 and Targets 10.3 and 10.6.

56. In line with and contributing to existing SDG Target 10.c.

Sub-sector	Specific objectives	Indicators
	<p>4.3: Policymakers are reducing remittance costs to less than three per cent of migrant remittances and are eliminating remittance corridors with costs higher than five per cent.⁵⁷</p>	<p>4.3.a: Remittance costs as a proportion of the amount remitted.⁵⁸</p>
	<p>4.3: Development agencies include migrant networks in Foreign Direct Investment initiatives.⁵⁹</p>	<p>4.3.a: Total resource flows for development (disaggregated by recipient and donor countries and type of flow (e.g. official development assistance, foreign direct investment and other flows)).⁶⁰</p> <p>4.3.b: Number of formal mechanisms to engage migrant groups in processes on Foreign Direct Investments.</p> <p>4.3.c: Percentage of development agencies are satisfied with the engagement of migrant groups in Foreign Direct Investments.</p>

57. Directly contributing to existing **SDG Target 10.c**.

58. Directly contributing to existing **SDG Indicator 10.c.1**.

59. In line with and contributing to existing **SDG Target 10.b**.

60. Directly contributing to existing **SDG Indicator 10.b.1**.

TOOL 9: PROJECT DESIGN CHECKLIST

Why use this tool?

The Project Design Checklist is a quick reference tool to review the various components of a private sector development and trade intervention to ensure that migration has broadly been mainstreamed into project design, as well as to identify any gaps prior to the finalization of its design.

When to use this tool?

This tool should ideally be used towards the end of the design phase. It can be used once the design of the main components of an intervention is complete, but prior to its formal signoff and closure.



How to use this tool?⁶¹

The user can refer to the questions in this tool to reflect on whether migration has been mainstreamed in the project design. The questions are ordered based on considerations that could be made along the programming and design phases. If the answer to any of the questions is no, then explore whether it would be possible to still factor it in if feasible. There is also an option to mark not applicable (N/A) if the question is not relevant in the given context or type of intervention.

Questions	Yes	No	N/A
1. Are beneficiaries referred to as “residents” or “citizens”? Will this be a barrier for any groups of migrants?			
2. Does migration status (regular or irregular) affect the extent to which migrants can benefit or contribute to the intervention?			
3. Are migrants of any gender or age likely to face legal or other (e.g. practical) barriers to benefiting from the intervention?			
4. Will data be disaggregated by migration status, gender, age, level of education, and profession?			
5. Have migrants been included as beneficiaries or implementing partners (including diaspora, return migrants, migrant workers, displaced persons, etc.)?			
6. Have migrants, their families, or communities been affected by migration been consulted and contributed to the design of the intervention?			
7. Have the needs of different categories of migrants (migrants in vulnerable situations, women, children, irregular migrants, and displaced persons) been considered and have activities been adapted accordingly?			
8. Does the intervention respond to diverse local priorities and take account of the particular migration context?			

61. This tool can be used irrespective of the sub-sectors of interest or in focus.

Questions	Yes	No	N/A
9. Have opportunities to more effectively channel remittances, and engage with diaspora, been considered?			
10. Have the effects of the intervention on durable solutions for displaced persons been considered?			
11. Has the impact of the intervention on migrant-community dynamics and wider social cohesion been considered?			
12. Have opportunities for the intervention to benefit communities that host return migrants been considered?			
13. Is there a possibility that partner country stakeholders to the intervention might oppose the inclusion of migrants? How can this risk be mitigated?			



Note what needs to be addressed before finalizing the project design to make sure that migration is effectively mainstreamed.

TOOL 10: PROJECT MONITORING CHECKLIST

Why use this tool?

The Project Monitoring Checklist is a quick reference tool to review the extent to which migration has been integrated into project activities and identify the extent to which it can be improved. Using the tool can help to identify any implementation gaps and trigger thinking of potential adjustments to the activities in the workplan, in consultation with the relevant partners.

When to use this tool?

This tool should be used during the implementation phase. It could feature as part of a monitoring and evaluation plan and can either be used as part of on-going or periodic monitoring.



How to use this tool?⁶²

The user can refer to the questions in this tool to reflect on whether areas of migration mainstreaming are being effectively applied during implementation. If the answer to any of the questions is no, then explore whether it is possible to modify project activities. There is also an option to mark not applicable (N/A) if the question is not relevant in the given context or type of intervention.

Questions	Yes	No	N/A
1. Is migration being considered in the implementation of this intervention (either directly or indirectly)?			
2. Are migrants being reached and engaged through the intervention (esp. migrants in vulnerable situations, women, children, irregular migrants)?			
3. Are migrants benefiting from this intervention (including vulnerable groups of migrants mentioned above)?			
4. Are communities affected by migration – for example families back home or communities of destination – benefiting from this intervention?			
5. Do the project indicators disaggregate information based on migration status to ensure that the migrants are being reached (as appropriate)?			
6. Have changing migration dynamics impacted the implementation of project activities?			
7. Are there any emerging challenges and opportunities due to changes in the migration situation?			
8. Do any activities need to be adapted due to unforeseen challenges or recent developments related to migration?			
9. Are good practices and lessons learned from similar interventions that have integrated migration that can inform the implementation of the intervention?			

62. This tool can be used irrespective of the sub-sectors of interest or in focus.

Questions	Yes	No	N/A
10. Are there emerging opportunities for the intervention to contribute, directly or indirectly, to durable solutions for displaced persons?			



Note the extent to which migration is integrated within the implementation of the intervention and potential areas for improvement.

TOOL 11: PROJECT EVALUATION⁶³ CHECKLIST

Why use this tool?

The Project Evaluation Checklist is a quick reference tool to review the extent to which migration was integrated into a project’s design and implementation. Using this tool helps to evaluate how well migration was mainstreamed in a private sector development and trade intervention and whether doing so has contributed to the achievement of the project’s results.

When to use this tool?

This tool should be used, towards the end of an intervention, or following its completion (as part of an ex-ante evaluation), during the closure phase of the intervention cycle. As with the [Project Monitoring Checklist](#) (Tool 10), this tool could feature as part of an intervention’s monitoring and evaluation plan.



How to use this tool?⁶⁴

The user can refer to the questions in this tool to see the extent to which migration was mainstreamed during the implementation of an intervention. The questions are structured around OECD Development Assistance Committee (DAC) criteria for evaluating development assistance. The answers generated from this tool can help to inform the project evaluation and/or future interventions.

Questions		Yes	No	N/A
Relevance	1. Is migration a prominent feature in the country, region, or community?			
	2. Did the intervention consider the needs or constraints of different types of migrants, including men, women, boys, girls and other relevant groups?			
	3. Were the project results aligned with migration-related aspects of development policies and goals (bilateral or multilateral)? For example, SDG Targets and the objectives of the Global Compact for Migration or the Global Compact on Refugees.			
	4. Was migration considered in the design of the intervention?			
Coherence	1. Was the intervention consistent with relevant international norms and standards as well as national development plans and other relevant policies and frameworks?			
	2. Does the intervention contribute to the achievement of global climate action targets?			
	3. Is the intervention aligned with relevant sector policies – for example education or employment?			

63. Evaluation is defined in the [DAC Criteria for Evaluating Development Assistance](#) of the Organisation for Economic Co-operation and Development’s (OECD) Development Assistance Committee (DAC): relevance, coherence, effectiveness, efficiency, impact, sustainability.

64. This tool can be used irrespective of the sub-sectors of interest or in focus.

Questions		Yes	No	N/A
...	4. Was this intervention coordinated with relevant coordination groups, including private sector and trade sector groups?			
	5. Were efforts taken to ensure that the intervention did not duplicate similar efforts?			
Effectiveness	1. Were the needs, problems, and challenges of migrants of different groups effectively addressed?			
	2. Did the intervention contribute to a comprehensive and protection-sensitive migration management approach?			
	3. How did migration – including displacement – influence the achievement of the results?			
Efficiency	1. Was there an additional cost of inclusion of migration?			
	2. How did the inclusion of migrants in the project design impact the cost effectiveness of the intervention?			
	3. Were the results equitably allocated and received for migrants as well as communities?			
Impact	1. Did the intervention contribute to the enjoyment of fundamental rights for migrants of different gender and age groups?			
	2. Did the intervention contribute to more equitable inclusion of migrants of different gender and age groups in the private sector and trade sector?			
	3. Did the intervention contribute to enhanced societal acceptance of migrants of different gender and age groups?			
Sustainability	1. Were migrant and non-migrant beneficiaries of different gender and age groups able to exercise ownership of the project results?			
	2. Was the sustainability of the intervention enhanced by integrating migration in the project design?			
	3. Has the intervention contributed to building capacity for integrating migration in the private sector and trade sector?			
	4. Will the intervention continue to be implemented in some form beyond the project end date?			

 Note the extent to which migration was integrated within the intervention and lessons learned to be applied to future interventions.



ANNEXES

ANNEX I: KEY GLOBAL FRAMEWORKS AND COMMITMENTS

This Annex reflects the main international frameworks and commitments that guide countries of origin, transit, or destination's approaches to migration, private sector development, and trade. Individual commitments will need to be considered in line with their adoption, ratification, reservations, etc.

- The [General Agreement on Tariffs and Trade \(GATT\)](#) (1947 and 1994) and its successor, the [World Trade Organization \(WTO\)](#), are focused on the promotion of trade through trade liberalization. Mainstreaming migration entails fostering the supportive human mobility dimension of the liberalization of cross-border trade in goods, which has direct implications for how traders move over borders with their goods.
- The [General Agreement on Trade in Services \(GATS\)](#) (1995) addresses trade in services through gradual liberalization of trade in services, stimulating economic development and growth through service trade liberalization, and stimulating developing countries' participation in global trade in services. The GATS lists four ways ("modes") in which services can be supplied internationally. One of the ways (mode 4) is "presence of natural persons" in which a service provider crosses a border to provide a service to the consumer in the State.
- Regional integration frameworks, including economic unions and monetary unions, are essential in shaping cross-border trade and mobility flows, as they often entail the creation of free trade zones and support harmonization of external tariffs. Economic unions, including the eight regional economic communities in Africa and the Caribbean Community ([CARICOM](#)), often also support the visa-free movement of cross-border traders, abolish work and residence permit requirements for labourers, and liberalize the movement of service providers.
- The [New York Declaration for Refugees and Migrants](#), concluded in September 2016, recognizes the key role of private sector engagement in infrastructure strengthening and job creation, as well as development of innovative technology and renewable energy in camp settings and refugee hosting countries. It also highlights the need for private sector development to ensure refugees and host communities have access to financial products and information.
- The [1951 Refugee Convention](#) defines the term "refugee" and outlines the rights of the displaced, as well as the legal obligations of States to protect them.
- The [Global Compact on Safe, Orderly and Regular Migration](#) is the first intergovernmentally negotiated and non-binding agreement that covers all dimensions of international migration in a holistic and comprehensive manner. The Global Compact for Migration calls on governments to integrate migration into different sectors of governance – with a relevant example being private sector development and trade. To minimize the adverse drivers and structural factors that compel people to leave their country of origin, the Global Compact advises to invest in human capital development by promoting, vocational training and skills development programmes in cooperation with the private sector. It also calls to enhance availability and flexibility of pathways for regular migration in cooperation with the private sector through skills matching.
- The [Global Compact on Refugees](#) is a framework for more predictable and equitable responsibility-sharing to improve responses to refugee situations so that host communities get the support they need and that refugees can lead productive lives. The Global Compact on Refugees notes the option for Public–Private Partnerships for opportunities to create refugee employment opportunities. In some contexts, the Global Compact on Refugees also suggests preferential trade agreements for goods and sectors with high refugee participation in the labour force as a way to attract private sector investment and support for local businesses.

- [General Recommendation No. 37 \(2018\)](#) of the Convention on the Elimination of All Forms of Discrimination against Women (1979) focuses specifically on the gender-related dimensions of disaster risk reduction in the context of climate change, thereby complementing the 1979 Convention. In the recommendation, it is noted that the private sector can play a consequential role in disaster risk reduction activities for women and that businesses have a direct responsibility to respect and protect human rights, to prevent human rights violations and to provide effective remedies for human rights violations connected to their operations.
- [2030 Agenda for Sustainable Development](#) is a plan of action for people, planet and prosperity, providing an overarching framework to address the complex and dynamic relationship between migration and development. Building effective, accountable and inclusive institutions and reducing inequality within and among countries are integral components of the 2030 Agenda and its Sustainable Development Goals (SDGs), as seen in SDGs 10 and 16 and as relevant for the achievement of other SDG targets.

ANNEX II: EUROPEAN UNION DEVELOPMENT COOPERATION IN THIS SECTOR

This Annex reflects the EU's primary development cooperation and commitments that guide the EU's approach to the governance of migration, private sector development, and trade.

Private sector development and trade are critical elements of the sector focus of the European Commission Directorate-General for International Cooperation and Development on economic growth. Within that sector, private sector development, aid for trade, regional economic integration, and public finance and macroeconomic assessment are specific focus areas that DG INTPA links to socially inclusive development. Specific priorities for the private sector development area are private-sector engagement, access to finance, competitiveness, business development services, and sustainable and responsible supply chains.

The [2017 European Consensus on Development](#) explicitly recognizes investment and trade as particularly relevant to achieving prosperity through inclusive and sustainable growth and jobs. To support equitable growth, the Consensus suggests promoting measures that engage micro and small and medium-sized enterprises (M)SMEs more in development cooperation interventions and improving economic governance and business ecosystems to facilitate private sector development and investment in private enterprises, and further support partner countries' engagement in the multilateral trading system and in regional integration initiatives. Also, with regard to migration, in the Consensus, it is stated that the EU and its Member States will take a more "coordinated, holistic, and structured" approach to migration in which development and trade are identified as tools to promote more effective migration.

Linkages among migration, development, private sector development and trade are also articulated in the joint EU-AID For Trade Strategy, which was updated in 2017. Within the aid for trade workstream, areas such as productive capacity-building in export-focused sectors, trade-related standards and requirements, and trade-related economic infrastructure are addressed.⁶⁵ Migration is implicitly and explicitly addressed within the revision. For example, in the document, it is noted that aid can be used to mobilize other public or private funding for development activities, which (implicitly) includes migrants and diasporas investing in enterprise development activities. A more explicit link is made in recognizing that migration flows can be driven by conflict and fragility, which aid for trade can address by building community resilience and supporting employment creation.

65. See https://ec.europa.eu/commission/presscorner/detail/en/IP_17_4488.

ANNEX III: OTHER SECTOR-SPECIFIC GUIDELINES AND TOOLS

This Annex includes sector-specific tools and guidelines that complement the approaches reflected in this Toolkit. These can be referenced for more detailed and comprehensive guidance on specific elements of the integration of migration into development cooperation interventions.

Title	Organization	Description
<i>A Quick Guide to GATS and Mode 4</i>	OECD, World Bank, IOM	Explores GATS and its implications for service provider mobility.
<i>Contributions and Counting: Guidance on Measuring the Economic Impact of your Diaspora beyond Remittances</i>	IOM	Provides guidance for governments and national authorities looking to understand and measure the economic contributions made by their diaspora to their country of origin.
<i>Development finance via diaspora bonds</i>	World Bank	Explores conditions under which diaspora bonds are feasible instruments for generating development finance.
<i>Diaspora Communities initiative</i>	Calvert Impact Capital	Provides examples of how diaspora financing can be mobilized through specific investment vehicles, including impact investing initiatives and Community Investment Notes.
<i>Diaspora direct investment — Policy options for development</i>	Inter-American Development Bank	Provides suggestions on ways policy may more efficiently support and integrate diaspora financing into development planning.
<i>Economic Development in Africa Report: Migration for Structural Transformation.</i>	UNCTAD	Outlines the benefits of migration for both countries of origin and destination in Africa, and on the role of well-managed migration for achievement of the 2030 Agenda.
<i>Enterprise, Microfinance, and Local Development Programme trainings</i>	International Training Centre ILO	Offers training programmes on private sector development and trade, which may be specified to migrant populations. As an example, a recent training course focused on market-based livelihood interventions for refugees.
<i>Financial inclusion for development: Better access to financial services for women, the poor, and migrant workers</i>	UNCTAD	Examines the importance of improving access to financial services as a policy objective to achieve sustainable development that “leaves no one behind.”
<i>Handbook for Improving the Production and Use of Migration Data for Development, Global Knowledge Partnership for Migration and Development</i>	UNCTAD	Highlights key concepts, definitions and sources on migration and development; innovative data sources; DESA data sources; and key policy issues for the major thematic areas within migration and development.
<i>International Trade Centre market analysis tools</i>	International Trade Centre	Offers market analysis tools, including trade maps and market access maps. It is useful for guiding investors and entrepreneurs in their business planning.
<i>Remittances (diaspora financing): financing solutions for sustainable development</i>	United Nations Development Programme	Contains suggestions for innovative development financing, including those relating to remittances. It provides guidelines and case studies of how remittances have been used to support development, including private sector development and trade initiatives.

ANNEX IV: GUIDING PRINCIPLES

This Annex outlines guiding principles that should be considered when using the Toolkit. Adhering to these interdependent principles can help to ensure that the intervention leaves no one behind and contributes to wider sustainable development outcomes.⁶⁶ These should also help to ensure that interventions are mindful of indigenous communities, and persons of all genders, ages, and abilities.

RIGHTS BASED APPROACH

Adopting a rights-based approach when using this Toolkit entails considering rights principles at all phases of the intervention cycle and across the tools. This includes ensuring that interventions are in conformity with international human rights frameworks and standards, and with particular consideration for migrants' rights.

DO-NO-HARM

The “do no harm” principle emphasizes the importance of ensuring that the protection needs of migrants (particularly those in vulnerable situations) are considered. This also requires recognizing the potential for harm at any phase of an intervention and ensuring that this is addressed from the outset.

NON-DISCRIMINATION

The principle of non-discrimination is fundamental to basic human rights and has relevance across all migration-related interventions. Migrants are particularly vulnerable to discrimination and therefore, particular care should be taken to ensure that interventions are inclusive and non-discriminatory, regardless of migration status, sex, age, gender, sexuality, religion, race or any other factor.

PEOPLE-CENTRED

Interventions that integrate migration have a human dimension that includes migrants and/or displaced persons, communities or origin, transit, destination and/or return. Social cohesion is strengthened and/or reinforced by targeting community members equally, while considering their respective needs. Therefore, the needs and experiences of “people” should be at the centre of any intervention.

GENDER-SENSITIVE AND CHILD-CENTRED APPROACHES

Gender is a central component of an individual's migration experience. The roles, expectations, and power dynamics associated with being a man, woman, boy or girl, exposes individuals to different types of vulnerabilities and risks. Therefore, gender should be taken into consideration at all phases of an intervention. Additionally, any interventions involving children should follow a child rights approach, with the best interest of the child at the centre.

WHOLE-OF-GOVERNMENT, WHOLE-OF-SOCIETY

The role and responsibility of governments is critical in responding to the multi-dimensional realities of migration. This typically requires horizontal and vertical engagement, across all sectors and levels of government. Similarly, governments cannot respond to migration realities alone. Engaging with a range of actors, across society, including (but not limited to) migrants, diaspora, civil society organizations, academia, the private sector, among others, contributes to ensuring a holistic response.

66. These guiding principles are broadly guided by the universal values of the 2030 Agenda and the guiding principles in the Global Compact for Migration. For more information, see [Annex I: Key Global Frameworks and Commitments](#).

ANNEX V: DATA SOURCES⁶⁷

This Annex complements the *Situation Analysis (Tool 2)* and includes sector-specific data sources. These can be referenced when responding to the questions in that tool.

Source	Data
Country-Specific Sources of Data and information (this data can be often found online, otherwise should be sought from relevant stakeholders)	Migration Profile
	National Development Strategies
	Census or other form of population survey
	Demographic Survey
	UN Common Country Analysis
	UN Sustainable Development Cooperation Framework
Key Data Sources	
<p>National and Regional Migration Profile Repository features migration profiles (both a report and a capacity-building tool, which is country-owned and prepared in consultation with a broad range of stakeholders) from around the world.</p>	
<p>Migration Data Portal provides timely, comprehensive migration statistics and reliable information about migration data globally, regionally and per country. Migration Profiles or Migration Governance Snapshots are also accessible.</p>	
<p>Displacement Tracking Matrix (DTM) tracks and monitors population mobility, particularly forced displacement. This tool can be useful for education planning based on near real-time population data.</p>	
<p>UN Statistics Division and DESA collects, compiles and disseminates official demographic and social statistics on a number of topics, including migration. These include International Migration Stocks and the United Nations Global Migration Database.</p>	
<p>Annual reports like IOM's World Migration Report, UNHCR's Global Trends in Forced Displacement Report, and IDMC's Global Report on Internal Displacement are also reliable data sources as well as analysis.</p>	
<p>The World Bank's Migration and Remittances Data and KNOMAD's Issue Briefs on Migration and Development provide updates on global trends in migration and remittances. Remittance Prices Worldwide also can be used for comparison of the cost of transferring remittances in different country corridors, indicating where remittance service providers may restrict the flow of remittances.</p>	
<p>UNCTADstat provides global and country-specific trade statistics, include those on trade in services. The portal also contains country profiles — key statistics compiled by country. In addition, the Services Trade Restrictiveness Index provides insight into service trade restrictiveness issues across countries.</p>	
<p>Database on Immigrants in OECD and non-OECD Countries (DIOC) compiles data based on population censuses of OECD countries, and, in collaboration with the World Bank, has extended coverage to non-OECD countries.</p>	
<p>Data and figures on human trafficking can be found on the Global Data Hub on Human Trafficking and UNODC's Global Report on Trafficking in Persons.</p>	

67. These are non-exhaustive data and should be reflective of the specific context in focus. There are benefits and limitations of the various sources. Given the dynamic nature of migration, it is helpful to use recent resources, as far as possible. If no data is available, this could be an area for follow-up during discussions with stakeholders as part of the stakeholder analysis (see below) or ongoing policy dialogue processes with the partner government(s).

ANNEX VI: EXAMPLES OF RELEVANT SDG TARGETS

This Annex complements the *Theory of Change* (Tool 7) and *Indicator Bank* (Tool 8). It can be used to identify where the specific objectives and expected results (derived through the *Theory of Change*) align with the relevant SDG targets.

Goal	Relevant targets
<p>8 DECENT WORK AND ECONOMIC GROWTH</p> 	<p>8.2: Achieve higher levels of economic productivity through diversification, technological upgrading and innovation, including through a focus on high-value added and labour-intensive sectors.</p> <p>8.3: Promote development-oriented policies that support productive activities, decent job creation, entrepreneurship, creativity and innovation, and encourage the formalization and growth of micro-, small- and medium-sized enterprises, including through access to financial services.</p> <p>8.5: By 2030, achieve full and productive employment and decent work for all women and men, including for young people and persons with disabilities, and equal pay for work of equal value.</p> <p>8.8: Protect labour rights and promote safe and secure working environments for all workers, including migrant workers, in particular women migrants, and those in precarious employment.</p> <p>8.10: Strengthen the capacity of domestic financial institutions to encourage and expand access to banking, insurance and financial services for all.</p>
<p>9 INDUSTRY, INNOVATION AND INFRASTRUCTURE</p> 	<p>9.3: Increase the access of small-scale industrial and other enterprises, in particular in developing countries, to financial services, including affordable credit, and their integration into value chains and markets.</p> <p>9.5: Enhance scientific research, upgrade the technological capabilities of industrial sectors in all countries, in particular developing countries, including, by 2030, encouraging innovation and substantially increasing the number of research and development workers per 1 million people and public and private research and development spending.</p>
<p>10 REDUCED INEQUALITIES</p> 	<p>10.7: Facilitate orderly, safe, regular and responsible migration and mobility of people, including through the implementation of planned and well-managed migration policies.</p> <p>10.c: By 2030, reduce to less than 3 per cent the transaction costs of migrant remittances and eliminate remittance corridors with costs higher than 5 per cent.</p>



12.6: Encourage companies, especially large and transnational companies, to adopt sustainable practices and to integrate sustainability information into their reporting cycle.

12.a: Support developing countries to strengthen their scientific and technological capacity to move towards more sustainable patterns of consumption and production.

17.3: Mobilize additional financial resources for developing countries from multiple sources.



17.6: Enhance North–South, South–South and triangular regional and international cooperation on and access to science, technology and innovation and enhance knowledge sharing on mutually agreed terms, including through improved coordination among existing mechanisms, in particular at the United Nations level, and through a global technology facilitation mechanism.

17.16: Enhance the global partnership for sustainable development, complemented by multi-stakeholder partnerships that mobilize and share knowledge, expertise, technology and financial resources, to support the achievement of the sustainable development goals in all countries, in particular developing countries.

ANNEX VII: INDICATOR BANK (EXPECTED RESULTS)

This Annex is a continuation of the Indicator Bank (Tool 8). It includes examples of indicators that would measure the expected results highlighted in the Theory of Change (Tool 7).

Sub-sector	Expected results	Indicators
<p data-bbox="220 488 464 544">Regional integration and trade policies</p>  <p data-bbox="220 703 496 819">SDG 10, 16, 17 Global Compact for Migration Objectives 1, 3, 4, 5, 6, 11, 16, 22, 23</p>	<p data-bbox="544 488 863 703">1.1.1: Migrants, displaced persons, and/or communities have the know-how, and feel empowered to, engage in orderly, safe, regular, and responsible free movement for trade.</p>	<p data-bbox="890 488 1386 674">1.1.1.a: Availability of accurate, timely, accessible, and transparent information on migrants', displaced persons', and/or community members' opportunities to engage in orderly, safe, regular, and responsible free movement, and how to do so.</p> <p data-bbox="890 703 1386 790">1.1.1.b: Number of migrants, displaced persons, and/or community members accessing the above information.</p> <p data-bbox="890 819 1386 969">1.1.1.c: Percentage of migrants, displaced persons, and/or community members accessing the above information have increased knowledge about how to engage in free movement for trade.</p> <p data-bbox="890 999 1386 1122">1.1.1.d: Percentage of migrants, displaced persons, and/or community members report feeling empowered to engage in free movement for trade.</p>
	<p data-bbox="544 1193 863 1379">1.2.1: Policymakers have the know-how and tools to introduce measures that facilitate the safe, orderly, and regular movement of persons for trade.</p>	<p data-bbox="890 1193 1386 1447">1.2.1.a: Availability of accurate, timely, accessible, and transparent information on i.) the importance of introducing measures that facilitate the safe, orderly, and regular movement of persons for trade, ii.) the measures available to facilitate the movement of persons for trade iii.) and how to leverage opportunities to put these measures in place.</p> <p data-bbox="890 1476 1386 1599">1.2.1.b: Availability of accurate and disaggregated data on migration flows, demographic data, and type of employment (disaggregated by sex, age, and migration status).</p> <p data-bbox="890 1628 1386 1682">1.2.1.c: Number of policymakers accessing and utilizing the above information and data.</p> <p data-bbox="890 1711 1386 1861">1.2.1.d: Percentage of policymakers accessing and utilizing the above information and data have increased knowledge on how to introduce measures that facilitate the movement of persons for trade.</p> <p data-bbox="890 1890 1386 1977">1.2.1.e: Number of tools (e.g. plans/strategies) available to policymakers to introduce measures that facilitate the movement of persons for trade.</p>

Sub-sector	Expected results	Indicators
...	<p>1.2.2: Policymakers understand the different needs and barriers for migrants, displaced persons, and/or communities to access safe, orderly, and regular migration channels for trade.</p>	<p>1.2.2.a: Availability of accurate, timely, accessible, and transparent information on i.) the barriers to migrants', displaced persons', and/or community members' access to safe, orderly, and regular migration channels for trade, ii.) the needs of migrants, displaced persons, and/or community members when accessing safe, orderly, and regular migration channels for trade.</p> <p>1.2.2.b: Availability of accurate and disaggregated data on migrants, displaced persons, and/or communities accessing safe, orderly, and regular migration channels for trade.</p> <p>1.2.2.c: Number of policymakers accessing and utilizing the above information and data.</p> <p>1.2.2.d: Percentage of policymakers accessing and utilizing the above information and data have increased knowledge on the different needs and barriers for migrants, displaced persons, and/or communities to access safe, orderly, and regular migration channels for trade.</p>
	<p>1.2.3: Policymakers have the know-how, tools and data to mainstream migration and/or displacement considerations throughout private sector development and trade policies and programmes.⁶⁸</p>	<p>1.2.3.a: Availability of accurate, timely, accessible, and transparent information on i.) the importance of mainstreaming migration and/or displacement considerations throughout private sector development and trade policies and pro-programmes and ii.) how to do so.</p> <p>1.2.3.b: Availability of accurate and disaggregated data on migration and/or displacement flows and demographic population data (disaggregated by age, sex and migration status).</p> <p>1.2.3.b: Number of policymakers accessing and utilizing the above information.</p> <p>1.2.3.c: Percentage of policymakers accessing and utilizing the above information have increased knowledge on how to mainstream migration and/or displacement considerations throughout the private sector development and trade policies and programmes.</p> <p>1.2.3.d: Number of tools (e.g. plans/strategies) available to policymakers to mainstream migration and/or displacement considerations throughout private sector development and trade policies and programme.</p>

68. In line with and contributing to existing [SDG Target 17.18](#).

Sub-sector	Expected results	Indicators
...	<p>1.3.1: Policymakers implement coordination and cooperation mechanisms, as well as improve coordination among existing mechanisms, between States, subregions, regionally, and internationally to strengthen cooperation on free movement for trade.</p> <p>1.3.2: Policymakers have the know-how, tools, and data to reflect migrants, displaced persons, and/or communities in bilateral and multilateral agreements related to free movement of persons for trade.⁶⁹</p>	<p>1.3.1.a: Number of coordination and cooperation mechanisms developed on strengthening cooperation on free movement for trade.</p> <p>1.3.1.b: Number of targeted policymakers participating in coordination and cooperation mechanisms on strengthening cooperation on free movement for trade.</p> <p>1.3.1.c: Participants of existing coordination and cooperation mechanisms on free movement for trade report improved coordination between other existing mechanisms.</p> <p>1.3.2.a: Availability of accurate, timely, accessible, and transparent information on the importance of reflecting migrants, displaced persons, and/or communities in bilateral and multilateral agreements related to free movement of persons for trade, and how to do so.</p> <p>1.3.2.b: Number of policymakers accessing and utilizing the above information and data.</p> <p>1.3.2.c: Percentage of policymakers accessing and utilizing the above information and data have increased knowledge on how to reflect migrants, displaced persons, and/or communities in bilateral and multilateral agreements related to free movement of persons for trade.</p>
<p>Customs and trade operations</p>  <p>SDG 10, 16, 17 Global Compact for Migration Objectives 1, 3, 4, 5, 11, 15, 16, 17, 23</p>	<p>2.1.1: Migrants, displaced persons, and/or communities have the know-how and resources to access effective, accountable, and transparent customs institutions at all levels which facilitates their orderly, safe, regular, and responsible mobility for trade.⁷⁰</p>	<p>2.1.1.a: Availability of accurate, timely, accessible, and transparent information on i.) the customs operations in place that must be carried out by the trader and customs officers, and ii.) how to complete them.</p> <p>2.1.1.b: Number of migrants, displaced persons, and/or community members accessing and utilizing the above information.</p> <p>2.1.1.c: Percentage of migrants, displaced persons, and/or community members accessing and utilizing the above information have increased knowledge on how to access effective, accountable, and transparent customs institutions at all levels.</p> <p>2.1.1.d: Number of migrants, displaced persons, and/or community members report having sufficient human and financial resources to access effective, accountable, and transparent customs institutions at all levels.</p>

69. In line with and contributing to existing SDG Target 17.18.

70. In line with and contributing to existing SDG Target 10.7 and Target 16.6.

Sub-sector	Expected results	Indicators
...	<p>2.2.1: Border management authorities, custom institutions, local and national government ministries on trade and mobility, and members of the private sector have the know-how, tools, and resources to harmonize border procedures to facilitate orderly, safe, regular, and responsible mobility for trade.⁷¹</p>	<p>2.3.1.a: Availability of accurate, timely, accessible, and transparent information on the importance of disseminating and implementing environmentally sound technologies and digitalization for all border and custom services, and how to do so.</p> <p>2.3.1.b: Number of policymakers accessing and utilizing the above information.</p> <p>2.3.1.c: Percentage of policymakers accessing and utilizing the above information have increased knowledge on how to disseminate and implement environmentally sound technologies and digitalization for all border and custom services to facilitate orderly, safe, regular, and responsible mobility for trade.</p> <p>2.3.1.d: Number of tools (e.g. plans/strategies) available to policymakers to disseminate and implement environmentally sound technologies and digitalization for all border and custom services to facilitate orderly, safe, regular, and responsible mobility for trade.</p> <p>2.3.1.e: Number of policymakers report having sufficient human and financial resources to disseminate and implement environmentally sound technologies and digitalization for all border and custom services to facilitate orderly, safe, regular, and responsible mobility for trade.</p>
	<p>2.2.2: Policymakers implement coordination and cooperation mechanisms between border management authorities, custom institutions, local and national government ministries on trade and mobility, and members of the private sector to facilitate orderly, safe, regular, and responsible mobility for trade.⁷²</p>	<p>2.2.2.a: Number of coordination and cooperation mechanisms developed on strengthening cooperation to facilitate orderly, safe, regular, and responsible mobility for trade.</p> <p>2.2.b: Number of targeted border management authorities, custom institutions, local, and national government ministries on trade and mobility, and members of the private sector participating in coordination and cooperation mechanisms on strengthening cooperation on free movement for trade.</p>

71. In line with and contributing to existing SDG Target 17.14 and 17.17.

72. In line with existing SDG Target 10.7 and 17.17.

Sub-sector	Expected results	Indicators
...	<p>2.2.3: Policymakers have the know-how and resources to mainstream migration and/or displacement considerations into policies and programmes on trade and customs.⁷³</p>	<p>2.2.3.a: Availability of accurate, timely, accessible, and transparent information on the importance of mainstreaming migration and/or displacement considerations into policies and programmes on trade and customs, and how to do so.</p> <p>2.2.3.b: Availability of accurate and disaggregated data on population demographics and migration and/or displacement flows for trade.</p> <p>2.2.3.c: Number of policymakers accessing and utilizing the above information and data.</p> <p>2.2.3.d: Percentage of policymakers accessing and utilizing the above information and data have increased knowledge on how to mainstream migration and/or displacement considerations into policies and programmes on trade and customs.</p> <p>2.2.3.e: Number of policymakers report having sufficient human and financial resources to mainstream migration and/or displacement considerations into policies and programmes on trade and customs.</p>
	<p>2.3.1: Policymakers have the know-how, tools, and resources to disseminate and implement environmentally sound technologies and digitalization for all border and custom services to facilitate orderly, safe, regular, and responsible mobility for trade.⁷⁴</p>	<p>2.3.1.a: Availability of accurate, timely, accessible, and transparent information on the importance of disseminating and implementing environmentally sound technologies and digitalization for all border and custom services, and how to do so.</p> <p>2.3.1.b: Number of policymakers accessing and utilizing the above information.</p> <p>2.3.1.c: Percentage of policymakers accessing and utilizing the above information have increased knowledge on how to disseminate and implement environmentally sound technologies and digitalization for all border and custom services to facilitate orderly, safe, regular, and responsible mobility for trade.</p> <p>2.3.1.d: Number of tools (e.g. plans/strategies) available to policymakers to disseminate and implement environmentally sound technologies and digitalization for all border and custom services to facilitate orderly, safe, regular, and responsible mobility for trade.</p> <p>2.3.1.e: Number of policymakers report having sufficient human and financial resources to disseminate and implement environmentally sound technologies and digitalization for all border and custom services to facilitate orderly, safe, regular, and responsible mobility for trade.</p>

73. In line with and contributing to existing [SDG Target 17.14](#).

74. In line with and contributing to existing [SDG Target 10.7](#) and [17.7](#).

Sub-sector	Expected results	Indicators
...	<p>2.3.2.: Border and custom services have the know-how to effectively utilize environmentally sound technologies and digitalization for all border and custom services to facilitate orderly, safe, regular, and responsible mobility for trade.⁷⁵</p>	<p>2.3.2.a: Availability of trainings for border and custom services on how to effectively utilize environmentally sound technologies and digitalization to facilitate orderly, safe, regular, and responsible mobility for trade.</p> <p>2.3.2.b: Percentage of trained border and custom personnel have increased knowledge on how to effectively utilize environmentally sound technologies and digitalization to facilitate orderly, safe, regular, and responsible mobility for trade.</p> <p>2.3.2.c: Percentage of trained border and custom personnel report the environmentally sound technologies and digitalization to be inclusive of all.</p>
<p>Small-scale cross-border trade</p>  <p>SDG 10, 16, 17 Global Compact for Migration Objectives 1, 3, 4, 5, 6, 7, 10, 11, 15, 16, 17, 22, 23</p>	<p>3.1.1: Migrants, displaced persons, and/or communities have the know-how and resources to engage in orderly, safe, regular, and responsible mobility for small-scale cross-border trade of both services and goods.⁷⁶</p>	<p>3.1.1.a: Availability of accurate, timely, accessible, and transparent information on the opportunities for orderly, safe, regular, and responsible mobility for small-scale cross-border trade of both services and goods, and how to access them.</p> <p>3.1.1.b: Number of migrants, displaced persons, and/or community members accessing and utilizing the above information.</p> <p>3.1.1.c: Percentage of migrants, displaced persons, and/or community members accessing and utilizing the above information have increased knowledge on how to engage in orderly, safe, regular, and responsible mobility for small-scale cross-border trade of both services and goods.</p> <p>3.1.1.d: Number of migrants, displaced persons, and/or community members report having sufficient resources to engage in orderly, safe, regular, and responsible mobility for small-scale cross-border trade of both services and goods.</p>

75. In line with and contributing to existing [SDG Target 17.7](#).

76. In line with and contributing to existing [SDG Target 10.7](#).

Sub-sector	Expected results	Indicators
...	<p>3.2.1: Border services agencies have the know-how, resources, and data to protect the rights of small-scale cross-border traders, especially women and youth from harassment, exploitation, and abuse.⁷⁷</p>	<p>3.2.1.a: Availability of accurate, timely, accessible, and transparent information on i.) the additional vulnerabilities and risks faced by women and youth from harassment, exploitation and abuse, ii.) the rights of small-scale cross-border traders, and iii.) how to protect them.</p> <p>3.2.1.b: Availability of accurate and disaggregated data on flows of small-scale cross-border traders, population demographic data, and areas of trade (disaggregated by services, goods and sector).</p> <p>3.2.1.c: Number of border service agencies accessing and utilizing the above information and data.</p> <p>3.2.1.d: Percentage of border service agencies accessing and utilizing the above information and data have increased knowledge on how to protect the rights of small-scale cross-border traders, especially women and youth.</p> <p>3.2.1.e: Percentage of border service agencies report having sufficient human and financial resources to protect the rights of small-scale cross-border traders, especially women and youth.</p>
	<p>3.2.2: Border service agencies understand the importance of increased diversity in the workforce to reflect the populations they serve.</p>	<p>3.2.2.a: Availability of accurate, timely, accessible, and transparent information on the importance of increased diversity in the workforce, and how to implement it.</p> <p>3.2.2.b: Availability of accurate and disaggregated data on the border service workforce, and demographic data for the population (disaggregated by age, sex and migration status).</p> <p>3.2.2.c: Number of border service personnel are accessing and utilizing the above information and data.</p> <p>3.2.2.d: Percentage of border service personnel are accessing and utilizing the above information and data have increased understanding on the importance of increased diversity in the workforce to reflect the populations they serve.</p>

77. In line with and contributing to existing SDG Targets 16.2, 16.3, 16.6 and 17.18.

Sub-sector	Expected results	Indicators
...	<p>3.3.1: Policymakers have the know-how and tools to include small-scale cross-border traders in fiscal or other forms of social protections.</p>	<p>3.3.1.a: Availability of accurate, timely, accessible, and transparent information on the importance of including small-scale-cross-border traders in fiscal or other forms of social protections, and how to do so.</p> <p>3.3.1.b: Availability of accurate and disaggregated data on flows of small-scale cross-border traders.</p> <p>3.3.1.c: Number of policymakers accessing and utilizing the above information and data.</p> <p>3.3.1.d: Percentage of policymakers accessing and utilizing the above information and data have increased understanding on how to include small-scale cross-border traders in fiscal or other forms of social protections.</p> <p>3.3.1.e: Number of tools (e.g. plans/strategies) available to policymakers to include small-scale cross-border traders in fiscal or other forms of social protections.</p>
	<p>3.4.1: Policymakers have the know-how, data, and resources to include the migration and/or displacement dimension of small-scale cross-border trade of both services and goods in policies and programmes on border management.⁷⁸</p>	<p>3.4.1.a: Availability of accurate, timely, accessible, and transparent information on the importance of including the migration and/or displacement dimension of small-scale cross-border trade of both services and goods in policies and programmes on border management, and how to do so.</p> <p>3.4.1.b: Availability of accurate and disaggregated data on migration and/or displacement flows of small-scale cross-border trade, population demographics, and sectors of trade (disaggregated by age, sex, and migration status).</p> <p>3.4.1.c: Number of policymakers accessing and utilizing the above information and data.</p> <p>3.4.1.d: Percentage of policymakers accessing and utilizing the above information and data have increased knowledge on how to include the migration and/or displacement dimension of small-scale cross-border trade of both services and goods in policies and programmes on border management.</p> <p>3.4.1.d: Number of policymakers report having sufficient human and financial resources to include the migration and/or displacement dimension of small-scale cross-border trade of both services and goods in policies and programmes on border management.</p>

78. In line with and contributing to existing [SDG Target 17.18](#).

Sub-sector	Expected results	Indicators
...	<p>3.4.2: Policymakers put coordination mechanisms in place to include the migration and/or displacement dimension of small-scale cross-border trade of both services and goods in policies and programmes on border management.</p>	<p>3.4.2.a: Number of coordination mechanisms developed on including the migration and/or displacement dimension of small-scale cross-border trade of both services and goods in policies and programmes on border management.</p> <p>3.4.2.b: Number of policymakers from relevant ministries participating in coordination mechanisms on including the migration and/or displacement dimension of small-scale cross-border trade of both services and goods in policies and programmes on border management.</p>
<p>Private sector development, financing, and innovation</p>  <p>SDG 8, 10, 16, 17 Global Compact for Migration Objectives 1, 3, 4, 5, 6, 15, 16, 17, 18, 19, 20, 21, 22, 23</p>	<p>4.1.1: Migrants, displaced persons, and/or communities have the know-how and resources to access financing opportunities and administrative procedures to start up micro, small and medium-sized enterprises.⁷⁹</p> <p>4.1.2: Migrants, displaced persons, and/or communities know their rights to financial inclusion and employment and feel empowered to claim them.</p>	<p>4.1.1.a: Availability of accurate, timely, accessible, and transparent information on financing opportunities available, and the administrative procedures available, and how to access them.</p> <p>4.1.1.b: Number of migrants, displaced persons, and/or community members accessing the above information.</p> <p>4.1.1.c: Percentage of migrants, displaced persons, and/or community members accessing the above information have increased knowledge about how to access financing opportunities and administrative procedures to start up micro, small, and medium-sized enterprises.</p> <p>4.1.1.d: Number of migrants, displaced persons, and/or community members who report having sufficient resources (human, financial, networks, etc.) to access financing opportunities and administrative procedures to start up micro, small, and medium-sized enterprises.</p> <p>4.1.2.a: Number of migrants, displaced persons, and/or community members accessing their rights on financial inclusion and employment.</p> <p>4.1.2.b: Number of migrants, displaced persons, and/or community members report feeling empowered to claim their rights.</p>

79. In line with and contributing to existing SDG Target 8.10, 10.3 and 10.6.

Sub-sector	Expected results	Indicators
...	<p>4.2.1: Policymakers have the know-how, tools, and connections with diaspora associations to facilitate the channelling of remittances into micro, small, and medium sized enterprises.</p> <p>4.2.2: Policymakers promote networks and collaboration between migrant entrepreneurship agencies, civil society, and diaspora associations to support the transfer of knowledge, funding, and connections.⁸⁰</p>	<p>4.2.1.a: Availability of accurate, timely, accessible, and transparent information on the importance of channelling remittances into micro, small, and medium sized enterprises, and how to facilitate remittances through diaspora associations.</p> <p>4.2.1.b: Availability of accurate and disaggregated data on remittance flows, diaspora, employment sectors of the diaspora (disaggregated by type and sector).</p> <p>4.2.1.c: Number of policymakers accessing and utilizing the above information and data.</p> <p>4.2.1.d: Percentage of policymakers accessing and utilizing the above information and data have increased knowledge about how to facilitate the channelling of remittances into micro, small, and medium sized enterprises.</p> <p>4.2.1.e: Number of policymakers report sufficient connections with diaspora associations.</p> <p>4.2.1.f: Number of tools (e.g. plans/strategies) available to policymakers to facilitate the channelling of remittances into micro, small, and medium sized enterprises.</p> <p>4.2.2.a: Number of coordination mechanisms between policymakers, migrant entrepreneurship agencies, civil society, and diaspora associations developed on supporting the transfer of knowledge, funding, and connections.</p> <p>4.2.2.b: Number of targeted policymakers, migrant entrepreneurship agencies, civil society, and diaspora associations participating in coordination mechanisms on supporting the transfer of knowledge, funding, and connections</p> <p>4.2.2.c: Amount of United States dollars committed to public-private and civil society partnerships.⁸¹</p>

80. In line with and contributing to existing [SDG Target 17.17](#).

81. **Directly contributing to existing [SDG Indicator 17.17.1](#).**

Sub-sector	Expected results	Indicators
...	<p>4.3.1: Policymakers promote broad financial inclusion policies.</p>	<p>4.3.1.a: Availability of accurate, timely, accessible, and transparent information on the importance of financial inclusion for all, and how to do so.</p> <p>4.3.1.b: Availability of accurate and disaggregated data on those not enjoying financial inclusion (incl. women and migrant groups).</p> <p>4.3.1.c: Number of policymakers accessing and utilizing the available information and data.</p> <p>4.3.1.d: Percentage of policymakers accessing the available information and data have increased understanding on how to promote broad financial inclusion policies.</p> <p>4.3.1.e: Number of broad financial inclusion policies.</p>
	<p>4.3.2: Policymakers have the know-how to promote transparency on remittance costs.</p>	<p>4.3.2.a: Availability of accurate, timely, accessible, and transparent information on the importance of transparency of remittance costs.</p> <p>4.3.2.b: Availability of accurate and disaggregated data on remittance flows.</p> <p>4.3.2.c: Number of policymakers accessing and utilizing the available information and data on transparency of remittance costs.</p> <p>4.3.2.d: Percentage of policymakers accessing and utilizing the available information and data have increased knowledge on how to promote transparency on remittance costs.</p>
	<p>4.3.3: Policymakers have the know-how and resources to ensure financial literacy for families and members of the diaspora.</p>	<p>4.3.3.a: Availability of accurate, timely, accessible, and transparent information on the importance of financial literacy for families and diaspora members, and how to include them in financial literacy programmes.</p> <p>4.3.3.b: Availability of accurate and disaggregated demographic data on remittance receiving households, remittance flows and levels of financial literacy.</p> <p>4.3.3.c: Number policymakers accessing and utilizing the available information and data.</p> <p>4.3.3.d: Percentage of policymakers accessing and utilizing the available information and data have increased knowledge on how to ensure financial literacy for families and diaspora members.</p> <p>4.3.3.e: Number of policymakers report having sufficient human and financial resources to ensure financial literacy for families and diaspora members.</p>

Sub-sector	Expected results	Indicators
...	<p>4.4.1: Development agencies have the know-how, resources, and tools to strengthen regulatory frameworks, enable innovation, and open-up channels for mobilizing finance and investment.</p>	<p>4.4.1.a: Availability of accurate, timely, accessible, and transparent information on the importance of including migrant networks in FDI initiatives (e.g. reducing information barriers, opening-up channels for mobilizing finance and investment, etc.), and how to do so.</p> <p>4.4.1.b. Availability of accurate and disaggregated data on migrant networks in FDI initiatives.</p> <p>4.4.1.c: Number of development agency members are accessing and utilizing available information and data.</p> <p>4.4.1.d: Percentage of development agency members are accessing and utilizing available information and data have increased knowledge and understand the importance of including migrant networks in FDI initiatives.</p>

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