

9320043 (3)

PD-AAD-316

J Welty

April 2, 1975

J Clary

4p.

Mr. Arthur M. Handly, PPC/DPRE
Mr. C. Stark Biddle, PPC/RE
Mr. John Eriksson, PPC/PDA

Re: PRP - Medical Assistance Projects, Inc. (MAP)

We are enclosing one copy of the above project paper for your review. A meeting is scheduled for Wednesday, April 9 at 10:00 a.m. in Room 3485 and as the Project Review Officer, I would appreciate receiving your comments prior to that time.

John Welty
Project Review Officer
PPC/DPRE/PR

Enc. a/s

RESUME

WILLIAM C. SENN
2400 Hotchkiss Road
Freeland, Michigan 48623

Born: November 21, 1927

Telephone: (517) 695-9771

Married, 3 children . 6 feet 165 pounds Excellent health

BUSINESS
EXPERIENCE

AGRICULTURAL COOPERATIVE DEVELOPMENT INTERNATIONAL

Washington, D. C.

+ Cooperative Education and Training Advisor to the Government of Uganda, East Africa. The United States Agency for International Development contracted ACDI to provide technical assistance for a cooperative development program with the Ministry of Agriculture and Cooperatives. Served on an ACDI 8 man team of technicians.

1969
to
1973

Major responsibilities included construction and maintenance of 13 rural cooperative training centers; preparation of annual operating and capital budgets; forecasting personnel requirements and recommending staff replacements; drafting detailed plans for construction of new facilities; and developing field training programs for employees, officials and members of primary and secondary level agricultural cooperatives.

Principal accomplishments:

- Supervised staff of 30 who conducted one week residential courses for 7500 students annually and one day village level courses for 50,000 cooperative members.
- Developed curriculum and training materials for residential courses.
- Conducted continuous on-the-job training program and evaluation of cooperative training center instructors.
- Planned and conducted training seminars for departmental and district staff of the Ministry of Agriculture and Cooperatives.
- Selected staff to be sent abroad for training under the USAID Participant Training Program.
- Implemented a much needed maintenance program for cooperative training centers.

1960-1968

CHURCH WORLD SERVICE and LUTHERAN WORLD RELIEF

New York, N. Y.

CWS and LWR assistance in international development programs included disaster relief, rehabilitation, refugee resettlement and community development activities. Recognized by the American Council of Voluntary Agencies and USAID as the registered United States citizen representative for the above agencies in the conduct of these programs.

Major responsibilities included full accountability for the distribution of U.S. Government Food for Peace commodities; selection, supervision and training of local staff; contacts with the host government at all levels, such as agency agreements, financial relations, contract negotiations, reports, port handling of goods, customs clearance, etc.; and administration of all project activities and relationships with international agencies and multilateral sources of funds and personnel.

1964
to
1968

+ Country Director, CWS/LWR operations in Greece.

Principal accomplishments:

- Directed a staff of 35 employees with an annual administrative and project budget of \$250,000.
- Developed a fully integrated regional poultry industry (one million broiler production unit) in Northwest Greece.
- Distributed 15 million pounds of relief supplies annually valued at \$4 million dollars.
- Implemented a national school lunch program in cooperation with the Ministry of Education of the Greek Government.
- Constructed two solar energy desalinization installations.
- Phased out Food for Peace program after 15 years of continuous operation.

1960
to
1964

+ Country Director, CWS/LWR operations in Chile.

Principal accomplishments:

- Directed extensive relief and reconstruction program following the disastrous earthquakes of 1960.
- Supervised staff of 30 employees with an annual administrative and project budget of \$175,000.
- Distributed 10 million pounds of relief supplies annually totaling \$1.5 million dollars.
- Built community center facilities and developed comprehensive social services program in 6 new government housing projects.
- Initiated "work for food" concept employing welfare recipients on construction projects such as roads, schools, clinics and reforestation.
- Relocated an inundated village, rebuilt 20 destroyed churches, set up mobile team to organize agricultural marketing cooperatives in rural areas, and started vocational training programs in urban areas.

1957
to
1960

CHRYSLER MOTORS CORPORATION

Skokie, Illinois

+ District Manager. Joined Chicago regional office staff of Dodge Division. Promoted to District Manager in northern Iowa one year later. Responsible for sales of four company product lines (Simca, Plymouth, Dodge cars and trucks). Served as retail consultant to 15 dealers on problems related to business management, new and used car sales, and parts and service department operations.

1954
to
1957

INTERNATIONAL HARVESTER COMPANY

Chicago, Illinois

+ Research Analyst. Sales Operations Research Department conducted studies on current operational problems; set short range marketing objectives; determined long range distribution trends; and presented findings and recommendations to divisional and regional sales management. Assignments included analysis of performance of company owned retail sales branches; review of retail salesmen's compensation plans; assessment of market areas to determine proper number and location of dealer outlets; and evaluation of the number, type, location and function of wholesale sales offices, parts depots and machinery transfer points.

1951 SELF EMPLOYED Loveland, Colorado
to + Dairyman and Farmer. Owned 50 cow dairy herd and assisted father in manage-
1954 ment of 700 acre dryland and 160 acre irrigated farming operation. Introduced
milking parlor arrangement, bulk handling of milk at farm level, and other new
farming innovations. Grew up on farm until joining U.S. Army.

EDUCATION UNIVERSITY OF WISCONSIN Madison, Wisconsin
Mid-career study program emphasizing agricultural economics, international
1968-1969 business, rural sociology and extension education in relation to under-
developed nations.

1952-1953 COLORADO A. & M. COLLEGE Fort Collins, Colorado
Post graduate study on part time basis.

1947-1951 NORTH CENTRAL COLLEGE Naperville, Illinois
Degree of Bachelor of Science in June 1951. Class representative on Student
Council. Publisher of college weekly newspaper. Earned college support
working on local dairy farm.

MILITARY UNITED STATES ARMY Fort Belvoir, Virginia
SERVICE Enlisted in service after high school graduation. Compiled statistics for the
1946-1947 Pentagon and processed discharge papers in separation center for returning
veterans of World War II.

SPECIAL Intellectually curious; technically inclined; methodical but decisive reasoning
SKILLS OR process; analytical mind capable of dealing with complex concepts or situations;
ABILITIES good planning and organizational talent; strong convictions, including moral and
ethical beliefs; persuasive ability; diplomacy and sensitivity in dealing with
human relationships; diligent in pursuit of assigned tasks; strong desire to
serve others; work well independently or under close supervision with preference
for team management relationship; sense of values which gives recognition to
people's social and political needs, as well as their economic desires.

COMMUNITY Served on administrative boards and special committees in American churches and
ACTIVITIES schools in Santiago, Chile, Athens, Greece and Kampala, Uganda. Treasurer and
Chairman of the Board of Directors of Lincoln School in Kampala.

INTERESTS International travel and study of foreign cultures, photography, gardening,
hiking, tennis and stereo recording.

REFERENCES References will be furnished upon request.

9320043 (2) (4)
PD- AAP- 316

SUMMARY

A three-year grant is proposed to enable Medical Assistance Programs (MAP) to build development-programming staff capabilities to select, plan, and design country projects; to supervise their management; and to evaluate their progress.

The projects would be developed at locations in some of the poorest LDC's where MAP already has links with church-related hospitals and other agencies, many of which now wish to broaden their programs in association with MAP. Over the past 20 years, MAP has been supplying medicines and equipment and recruiting short-term medical personnel as a service to over 500 medical stations in some 80 countries. It has also responded with medical help and supplies to many major disasters of recent years. Thus, its interest in undertaking broader development projects at the community level derives from a long commitment and experience with health needs in LDC's. Building on health-care activities, MAP envisages local level projects designed to meet interdependent basic needs in agriculture, health, nutrition and home economics, skill training and small enterprises. The projects would also be designed to enable full local participation and take-over of project responsibilities as rapidly as may be feasible.

The grant would provide for two professional program-staff members in the first year; an additional member in the second year; and, by the third year, 5 supporting personnel. MAP expects to be able to fund this new development-program staff by the end of the three-year grant through enlarged contributions from a new fund-raising effort. The grant budget also provides for staff travel, and for out-of-pocket costs of consultants who will help with programming.

The MAP Board of Directors will exercise general direction over this program and specifically approve each proposed project. MAP expects that some of its project proposals would qualify for A.I.D. Mission "OPG" funding, while it also expects to raise private support for others.

Some of MAP's current thinking on the broader program approach that will be developed through the grant is attached as Appendix E, "A Strategy for Integrated Rural Development".

DEPARTMENT OF STATE
AGENCY FOR INTERNATIONAL DEVELOPMENT
WASHINGTON, D.C.

932-13-950-043

JUL 6 1976 REB'D

9320043 (5)

PD-AAD-316

Mr. Raymond Knighton
President
Medical Assistance Programs, Inc.
327 Gunderson
Wheaton, Illinois 60187

JUN 28 1976

4p.

CERTIFIED A TRUE COPY THIS Subject: Amendment No. 1 to
28th DAY OF July 76 Grant No. AID/pha-G-1121
BY P. A. Mumford PIO/T 932-13-950-043-73-3269235
Appropriation 72-11X1027
Allotment 427-32-099-00-76-61

Dear Mr. Knighton:

Pursuant to the authority contained in the Foreign Assistance Act of 1961, as amended, the Agency for International Development (hereinafter referred to as "AID" or "Grantor") hereby grants to Medical Assistance Programs, Inc., (hereinafter referred to as "MAP" or "Grantee") the sum of \$200,000 to continue to institutionalize in depth the program development and management capability within the MAP programming system. The program is more fully described in the attachment to the original grant, dated June 30, 1975 entitled "Program Description". The total cumulative amount obligated under this Grant is now \$375,000. Subject to availability of funds, additional yearly funding will be added to support this three and a half year project.

This amendment is effective and obligation is made as of the date of this letter and shall apply to commitments made by MAP during the period set forth in the Budget in Attachment A.

ATTACHMENT A - Program Description

1. Paragraph II - A.1.b. - Clerical - Delete in its entirety and substitute in lieu thereof the following:

"b. Clerical - Program Assistants (2)

The Program Assistants will assist senior management in the development and implementation of project design, monitoring and evaluation systems, performing task specific functions such as: pre-project planning and evaluation tools, installation of data collection and reporting systems, monitoring project activities, analyzing a developmental literature resource center, screening and disseminating information to cooperating agencies and personnel in the less developed countries, and assisting in the planning of regional workshops. Personnel will be selected on the basis of skills required to perform these tasks, as well as competence in other disciplines sought by the Department

2. Paragraph V - Budget

Delete in its entirety and substitute in lieu thereof the following:

"V. Budget.

A. <u>Line Items</u>	<u>5/1/75- 4/30/76</u>	<u>5/1/76- 4/30/77</u>	<u>5/1/77- 10/31/78</u>	<u>TOTAL</u>
1. Salaries	\$45,384	\$120,000	\$165,000	\$330,384
2. Benefits	4,492	20,000	30,000	54,492
3. Travel	15,989	40,000	50,000	105,989
4. Office Expenses	10,941	20,000	23,000	53,941
5. Staff Training	1,618	6,000	5,000	12,618
6. Workshops	-0-	8,000	7,000	15,000
7. Consultants	4,367	20,000	30,000	54,367
8. Other Indirect Cost	<u>5,915</u>	<u>12,294</u>	<u>15,000</u>	<u>33,209</u>
TOTAL	\$88,706	\$246,294	\$325,000	\$660,000

B. The amount of \$375,000 has been obligated. Additional funds for the third year may be provided subject to their availability. Adjustments among line items are unrestricted. The Grantee may not exceed the amount of funds obligated hereunder."

Except as expressly hereby amended, the subject grant is in all respects ratified, confirmed, and continued in full force and effect in accordance with its terms.

Please acknowledge your acceptance by having an authorized official

Medical Assistance Programs, Inc.

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sign the original and all copies of this letter. Please return the original and six copies of this letter to my office.

Sincerely yours,

Gerald P. Gold
Grant Officer
Chief, PHA Branch
Central Operations Division
Office of Contract Management

ACCEPTED:

MEDICAL ASSISTANCE PROGRAMS, INC.

BY: J. Raymond Knighton

PRINTED NAME: J. RAYMOND KNIGHTON

TITLE: President

DATE: July 6, 1976