

PROJECT ASSISTANCE COMPLETION REPORT

Project Title: International Executive Service Corps
Project Number: 940-0004
Funding Period: FY 1970-1988
LOP Funding: \$56 million
Implementing Agency: International Executive Service Corps
PACD: December 31, 1987

I. PURPOSE

The purpose of the Project was to improve the production technology, quality control, marketing and business management capacities in Lesser Developed Countries (LDCs) through consultancies and training provided by retired U.S. executives on a volunteer basis.

II. BACKGROUND

A.I.D. has provided support to the International Executive Service Corps (IESC) since its inception as a collaborative effort between the U.S. Government and the U.S. business community. A.I.D. support for IESC has historically been provided through a series of AID/W-funded core grants. Although IESC meets the minimum Agency requirements for contributions from private sources, A.I.D. support provides over two-thirds of IESC's annual budgetary requirements and is essential for the funding of IESC's worldwide operations.

III. SUMMARY OF INPUTS AND ACCOMPLISHMENTS

Project 940-0004, initiated in FY 1970 had a Life of Project (LOP) funding of \$56 million and a Project Assistance Completion Date (PACD) of FY 1988. The Project became under the jurisdiction of the Bureau for Private Enterprise (PRE) in FY 1982 under the Agency's newly launched Private Sector Initiative. \$33 million was granted to IESC in Fys 1982 through 1988 under management by PRE.

PRE encouraged IESC to coordinate its services with USAID missions and to help in the formulation and accomplishment of mission private sector strategies. In addition, IESC negotiated a series of USAID-funded supplementary grant agreements. IESC services were directed to the host country private sector, and in some instances, to privatizing state-owned enterprises.

Two programs developed under the IESC core grant; American Business Linkage Enterprise and the Joint Venture Feasibility Fund were combined and funded as a separate project, the Trade and Investment Services project.

IV. DEVELOPMENT IMPACT

An impact evaluation produced in 1988 documented USAID mission and host country client high regard for IESC services.

V. LESSONS LEARNED

Voluntary technical assistance proved positive in improving many segments of LDC economies; textile and apparel manufacturing, food processing and packaging, banking and finance, communication, utilities and transportation, chemicals and petroleum products, and construction and land development.

The lessons learned from the IESC project has enabled new types of project assistance to be developed and implemented by PRE.

VI. CONTINUING RESPONSIBILITIES

It was decided by the Bureau of Private Enterprise to continue to fund the International Executive Service Corps at a level of approximately \$5 million annually. A new project was initiated in FY 1989; Project 940-0012. Cost/benefit analysis will be used to better determine project strategy.