

11 UOI 30000 83214

CONTRACT/AGREEMENT DATA SHEET PD-FAK-ZTZ	B 1936	1.M/SER/CM/SD/SS Action Monitor: L.B.	2. Date PIO/T Received: 6 / 8 / 84
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PART ONE: COMPLETE EACH BLOCK FOR BOTH NEW ASSISTANCE/ACQUISITION AND MODIFICATION ACTIONS

3. Contract/Agreement Number: PDC-0230-6-55-4137-00	Recd. for Vali: 9/27/84
4. Contractor/Recipient Name: Booker T. Washington Foundation	5. Organization Symbol:

6. Project Title: Development Education Project	8. Organization Symbol: EVA/PVC
7. Project Officer's Name: E. Hogan	

9. Requisitioning Document ID No: 938-0230-3844220	19. Budget Plan Code: EDAA84 13800 AG11 App. 72-1141021.3, All. 443-38-099-00-69-41
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10. TYPE OF ACTION:

A. New Acquisition/Assistance

B. Continuation of activities set forth in a contractual document

C. Revision of work scope/purpose of award

20. Country or Region of Performance: **U.S.**

11. Amount of this PIO/T: Ob1. U.S. \$ **25,000 (inc.)**

21. a. This Action Increases TEC by \$ **25,000**
b. Total Est. Cost of Contractual Document \$ **25,000**

12. Amount Obligated/Subobligated/Deobligated by this Action: U.S. \$ **25,000**

22. Amount of Non-Federal Fund: Pledged to the Project: U.S. \$ **25,715**

13. Cumulative Obligation: U.S. \$ **25,000**

23. Effective Date of this Action: **8/27/84**

14. This Action Funded Through: **8/31/85**

24. Estimated Completion/Expiration Date: **8/31/85**

15. Date Contractual Documents Signed by AID Official: **9/26/84**

25. Contractor DUNS Number: **055141068**

16. Incrementally Funded Contract: **NO**

26. Consultant Type Award: **NO**

17. Host Country/Counterpart Inst. (Univ. Contracts): **NA**

27. Number of Person Months (PASA/RSSA only): **NA**

18. Campus Coordinator (Univ. Contracts): **NA.**

28. Number of Persons (PASA/RSSA only): **NA**

29. Negotiator's Typed Name: **McAroy**

30. Negotiator's Signature: *[Signature]*

31. Date Signed: **9/26/84**

32. Contract/Grant Officer's Organization Symbol: **SOD/PPC**

33. Contract/Grant Officer's Signature: *[Signature]*

34. Date Signed: **9/26/84**

PART TWO: COMPLETE EACH BLOCK FOR NEW ASSISTANCE/ACQUISITION ACTIONS ONLY

35. SELECTION PROCEDURES:

A. Formally Advertised

B. Negotiated Price Competition, General Procedure

C. A&E

D. Ed. Inst. and/or Int'l. Research

E. Collaborative Assistance

F. Predominant Capability

G. Unsolicited Proposal

ENTERED

9/27/84

BCZ

H. Procurement to be Performed by the Contractor in Person

I. Sole Source

J. Impairment of Foreign Policy Objectives

K. 8(a) Selection

L. Grant/Cooperative Agreement

M. Competitive

N. Noncompetitive

O. Small Business Set Aside

P. Overseas Procuring Activities

Advised

ZB

OCT 1984

<p>36. CONTRACT TYPE:</p> <ul style="list-style-type: none"> A. Fixed Price (Specify: FFP, FPRD, FPEPA, FPI) B. Cost Reimbursement (Specify: CR, CPFF, CS, CPAF, CPIF) C. IQC & Requirements Contracts D. Other <p style="text-align: right; font-size: 2em;"><i>Grant</i></p>	<p>45. LABOR SURPLUS AREA PREFERENCE:</p> <ul style="list-style-type: none"> ● Labor Surplus Area <ul style="list-style-type: none"> A. No Preference B. Tie Bid Preference C. Total Set Aside D. Not a Labor Surplus Area Preference Award
<p>37. ADVANCE:</p> <ul style="list-style-type: none"> A. No Advance B. Advance Non-FRLC C. Advance FRLC 	<p>46. Number of Bidders Offering Items or Services of Foreign Content:</p> <p style="text-align: right; font-size: 2em;"><i>0</i></p>
<p>38. SUBJECT TO STATUTORY REQUIREMENT:</p> <ul style="list-style-type: none"> A. Walsh-Healey Act, Manufacturer* B. Walsh-Healey Act, Regular Dealer* C. Service Contract Act (U.S. ONLY - Guards, Maintenance, Laborers) D. Davis-Bacon Act (Construction) E. Not subject to Walsh-Healey; Service Contract or Davis-Bacon Act (Most AID Contracts) Equipment, Supplies, Materials, and Commodities 	<p>47. TYPE OF BUSINESS:</p> <ul style="list-style-type: none"> A. Source: Non-U.S. and Used Outside U.S. & Possessions B. Source: Non-U.S. and Possessions (Foreign Purchases Used Inside U.S.) (If U.S. Source, complete C through Q) C. Firm - Profit Making & PSC's ● Non-Profit Organizations <ul style="list-style-type: none"> D. Private Educational Organizations E. Hospitals F. Research Institutions, Foundations, and Laboratories G. Other ● Private Voluntary Organizations H. U.S. Registered I. U.S. Non-Registered J. Foreign ● State/Local Government <ul style="list-style-type: none"> K. Educational Institutions L. Hospitals M. Research Organizations N. Other O. International Agricultural Research Organizations P. Public International Organizations Q. U.S. Cooperatives
<p>39. Country of Manufacture (Specify) <u>US</u></p>	<p>48. Women Owned Business? <i>NO</i></p>
<p>40. CURRENCY INDICATOR:</p> <ul style="list-style-type: none"> A. U.S. Dollar B. Local Currency C. Combination D. Unfunded 	<p>49. TYPE AWARD:</p> <ul style="list-style-type: none"> ● Small Business <ul style="list-style-type: none"> A. Not Set Aside B. Partial Set Aside C. Total Set Aside D. Personal Service Contract E. Individual Non-Personal Service Contract F. U.S. Government G. University H. Other Non-Profit Organizations I. Large Businesses
<p>41. SUBCONTRACTS: Is There a Provision for a Subcontract? (Contracts only) <i>NO</i></p>	<p>50. Paying Office: Payment will be made by <u>AID/W</u></p>
<p>42. TYPE SERVICE:</p> <ul style="list-style-type: none"> A. Training of Participants B. Technical Assistance to Host Country (Program, Project related except A&E Services) C. A&E Services D. Construction E. Research F. Technical Services to AID (other than training; usually operating expense) G. Training Service for AID H. Equipment, Materials, Supplies, Commodities I. Translation Service 	<p style="text-align: right; font-size: 2em;"><i>2</i></p>
<p>43. CONTRACT/AGREEMENT SOURCE:</p> <ul style="list-style-type: none"> A. U.S. Contractor/Grantee B. Non-U.S. Contractor/Grantee C. Combination of A & B 	
<p>44. TYPE OF AMERICAN OWNERSHIP:</p> <ul style="list-style-type: none"> ● Minority <ul style="list-style-type: none"> A. Asian/Pacific Islander B. Black American C. American Aleuts or Eskimos D. American Indian E. Hispanic F. Other (Specify) G. Non-Minority 	

SCHEDULE

A. Purpose of Grant

The purpose of this grant is to provide support for the development education project as more specifically described in Attachment 2 to this grant entitled "Program Description."

B. Period of Grant

1. The effective date of this grant is September 27, 1984. The expiration date of this grant is August 31, 1985.

C. Amount of Grant and Payment

1. AID hereby obligates the amount of \$25,000 for purposes of this grant.
2. Payment shall be made to the Grantee in accordance with the procedures set forth in Provision No. 9 entitled "Payment - Letter of Credit" of the Alterations in grant dated July 1982 and attached to the Standard Provisions.

D. Financial Plan

The following is the Financial Plan for this grant, including local cost financing items, if authorized. Revisions to this Plan shall be made in accordance with Standard Provision of this grant entitled "Revision of Financial Plans."

Function	9/29/84 - 8/31/85 -
Philadelphia Briefing	\$17,474
Washington, D.C. Briefing	17,475
Overhead	<u>15,802</u>
	\$50,750
AID	\$25,000
Grantee	25,750

E. Reporting and Evaluation

The Grantee will prepare and submit to the grant manager quarterly program reports reflecting the progress made in achieving stated goals and objectives as specified in the Program Description. These quarterly reports will include: a narrative description of the work undertaken in the quarter and the successes and/or shortcomings of the materials produced or collected for use in the course of the project; and a detailed

31

expenditure report of AID and private matching funds, identifying disbursements by program activity. Further guidance on the content and preparation of these reports will be furnished by the grant manager.

The first of these reports will be submitted not later than four months from the date of initiation of this grant, to be followed by three more reports filed at three-month intervals. The fourth quarter report, to be submitted not later than 13 months from the date of this notice of grant award, will include fourth quarter accomplishments and a summary of activities for the grant year.

An evaluation of the project will be submitted by the Grantee not later than two months after the first year of this grant.

F. Special Provisions

1. Provision for partially Funded AID Grants

- a. The funds provided by this grant represent partial support of the program/project as described in the Schedule of this grant, and may be used to support the costs of the program/project as specified in the Financial Plan included in the Schedule.
- b. The restrictions on the use of AID grant funds hereunder set forth in the Standard Provisions of this grant are applicable to expenditures incurred with AID funds provided under this grant. The Standard Provisions are not applicable to expenditures incurred with funds provided from non-Federal sources. The Grantee will account for the AID funds in accordance with the Standard Provisions of this grant entitled "Accounting, Audit and Records."
- c. Notwithstanding paragraph (c) of the Standard Provision of this grant entitled "Refunds", the parties agree that in the event of any disallowance of expenditures from AID grant funds provided hereunder, the Grantee may substitute for such disallowance expenditures made with funds provided from non-Federal sources provided they are otherwise incurred for the purpose of this grant. At the expiration or termination of this grant, amounts of disallowance of expenditures from AID grant funds for which a substitution with expenditures from non-Federal funds cannot be made will be refunded to AID.

2. The following Standard Provisions are not applicable to this grant and are hereby deleted:

- 5A) Negotiated Overhead Rate - Predetermined
- 7A) Payment - Federal Reserve Letter of Credit (FRLC) Advance
- 7B) Payment - Periodic Advances
- 7C) Payment - Reimbursement
- 10B) Procurement of Goods and Services Over \$250,000
- 13B) Title to and Care of Property (U.S. Government Title)
- 13C) Title to and Care of Property (Cooperating Country Title)

3. The "Alterations in Grant" dated July 1982 and attached to the Standard Provisions are incorporated into this grant.

G. Overhead Rate

In accordance with Standard Provision 5B of this grant entitled "Negotiated Overhead Rates - Nonprofit Organizations Other Than Educational Institutions", the following overhead rate is established for this grant:

Rate : 46.47%

Base : Total on-site direct costs, plus applicable fringe benefits, of the Washington Office

Period: Effective date of this grant until amended

H. Title

Title to property acquired under this grant shall vest in the Grantee.

5

Program Description

Objective: The purpose of this Grant is to provide support for the Grantee's Development Education Program as more specifically described in the following Program Description.

Project Description: The Booker T. Washington Foundation proposed an A.I.D. Grant for the third year of their Dialogue on Development program. This program, initiated with an A.I.D. development education grant and continued for a second year with private resources, aims to increase the understanding by American Blacks and other minorities of the economic, technical, social, political factors relating to poverty and hunger in the Third World. The theme "Linked Development" recognizes common interests of developing communities in the U.S. and developing nations in promoting development. Having set in motion a series of forums and articles, the program in the third year would establish two local affiliates (in Washington and Philadelphia) which would conduct local briefings and community campaigns.

I. SUMMARY

A. BACKGROUND

The Dialogue on Development is a program of the Booker T. Washington Foundation and one of the original recipients of a Biden-Pell grant. Upon termination of grant funds on June 30, 1983, the program has been continued by the BTW Foundation. The theme "Linked Development" has been advanced and embraced by a diverse constituency of individuals and organizations.

Over the past twenty months, major accomplishments have been achieved in the following areas:

- o Convening of a Washington Briefing Series on Development Issues;
- o Sponsorship of "Linked Development" workshops at conventions and meetings of major Black organizations;
- o Information conveyance through publication of contributed articles on hunger and poverty in the Third World;
- o Sponsoring colloquia for international visitors who give first-hand accounts of hunger and poverty in their respective countries and/or regions;
- o Constitution of a Steering Committee to provide program guidance and advice;
- o Finalizing a Development Education Promotional Package, designed especially to appeal to Black educators, professionals and businesspersons.

Highlights of second year program accomplishments are:

- o **Convening of Four Briefings**
 - July 17, 1983--Bilateral and Multilateral Programs of Development Assistance;**
 - October 5, 1983--Development Initiatives in Somalia;**
 - January 12, 1984--Linked Development and Social Service Delivery Systems: Results from the Field;**
 - February 9, 1984--Redefining Development Policy: IMF Economic Stabilization Programs in Jamaica, Kenya, and Sudan.**
- o **Distribution of nearly 500 Development Education Promotional Packages to year two program participants**
- o **Workshop Participation, two of which are:**
 - October 14, 1983, "The Developmental Role of Small Enterprises in LDCs" A Workshop for the 83rd National Convention of the National Business League;**
 - March 19, 1984 (Invited) "Minority Development: A National Conference on development policy, process, procedure, and participation. Sponsored by AfriCare and Howard University.**

B. GOALS AND OBJECTIVES

The Dialogue on Development is an ongoing public information and development education program of the Booker T. Washington Foundation that was supported in its first program year with a Development Education Grant. The program is in its second year and has a full-time Program Manager and Secretary. Salaries and other program expenses are supported with BTW's internal resources. The Dialogue Program is an integral component of BTW's strategy to increase minority participation and awareness of international development in the Third World. Through ongoing program activities, Dialogue has evolved into a highly successful development education program, which increases the understanding by American Blacks and other minorities of the economic, technical, social, political factors relating to hunger and poverty in the Third World. The theme "Linked Development" has been advanced and embraced by a diverse constituency of program participants.

This theme describes both a concept and a strategy and is based on the recognition that developing communities in the United States (such as the Black American community) and developing nations have many common interests in promoting development. They face similar resource development problems and both could potentially benefit from cooperation in the sharing of development experiences, expertise, technologies, and other development resources. A greater cross-pollination of ideas, strategies, and experience could broaden the impact from development assistance programs and expand the range

of development opportunities. Dialogue is designed to achieve these ends through the following specific objectives:

- o To promote and stimulate the development of a cohesive body of information, on the subject of development in the Third World and U.S. minority participation in these activities;
- o To educate and inform Black business persons, leaders of organizations of Black professionals, and Black educators concerning current development theories, activities, opportunities, and constraints in the field of development;
- o To encourage international cooperation in the sharing of development-related research, information, technology, methods, and proven strategies.

During the first program year, Dialogue surveyed the types of private sector institutional capability and capacity, as well as the interest and involvement, Black Americans have in development areas. After completing that process, Dialogue assessed the kinds of resources and services which offered the greatest potential for stimulating the involvement and interest of Black Americans in development education project activities. Once these potential linkages were identified, Dialogue set in motion a series of forums and articles designed to share new ideas, generate knowledge, and to stimulate specific development education project activities which demonstrate linked development potential. Through these combined initiatives, Dialogue has evolved into an institutional program which can ensure the continued strengthening of ties among U.S. Black businesses, professional and educational communities and developing countries. Thus, Dialogue promotes the "Linked Development" concept to a broad segment of the Black American public.

In the second and current program year, Dialogue's strategic focus is the continuation of the Washington Briefing Series, the organizing and convening of the two Working Groups, expanding its Steering Committee, and participation in national conventions of major national Black organizations. In the third program year, BTW will establish two local affiliates, Local Dialogues on Development to serve as community-based forums on development programs and policies. Each LDD will, in turn, convene two Local Briefings on an issue relating to hunger and poverty in the Third World. Concurrently with the Local Briefing, a local campaign (public service announcements, endorsements, and co-sponsorship) will be organized to maximize community participation. At the national level, four Washington Briefings will be convened. The third program year will also witness the inauguration of an annual Regional Day Conference, and the establishment of an award and citation program aimed at further promotion of the Linked Development concept. The thrust of the present proposal is to replicate a successful national model at the local levels.

II. PROJECT DESCRIPTION

A. RATIONALE

Traditionally, neither the American public in general nor the Black community in particular have had a penetrating interest or understanding of development assistance programs and their relationships to their daily lives. In many respects, this is equally true regarding knowledge of the widespread poverty and malnutrition in less developed countries (LDCs).

However, while the general understanding of Americans regarding hunger and poverty in LDC's is not at an ideal level, America depends, to a large extent, on markets in LDCs as an engine of economic growth. Briefly stated, some indicators of this interdependence are:

- o One of every three U.S. farm acres produces for export, and about one out of five produce for export to LDCs. U.S. farmers depend on LDCs for about two-fifths of their export market.
- o Almost 37 percent of total U.S. direct investment income in 1980 originated in LDCs.
- o LDCs as a whole, represent the largest market for U.S. goods. Developing market economies purchased 37 percent of total U.S. exports in 1979, a share larger than that of U.S. exports to all other countries other than Canada.

The growing interdependence of the American economy has occurred in a period of growing global interdependence. One result is the significant progress accomplished in the last two decades in expanding productivity to meet human needs. But it is equally true that close to two billion people live in countries with a GNP per capita of less than \$410. Hunger and poverty continues to be the lot of the lives of hundreds of millions peasants and urban dwellers throughout the Third World.

Indeed, informed prognosticators predict that if present world hunger trends continue, the number of severely undernourished will increase to 685 million people, up from the present figure of 450 million. Optimistic scenarios do not put food in the stomachs of nearly 500 million people! And yet the United States must grapple with such harsh realities of Third World poverty and underdevelopment at a time when its own domestic economy is threatened with recession. It is doubtful that this country will accede to the substantial increases in assistance levels that the problems of development now require. However, much can be accomplished in sustaining support for foreign assistance programs by engaging the participation and support of all socioeconomic groups.

A resource pool ideally suited to increase the awareness of the Black American community of the political, economic, technical and social factors relating to hunger and poverty is Black professionals, educators, and businessmen. Their strong ethnic and

cultural ties, coupled with solid experience and expertise in the development approach to resolving economic and social problems, could significantly enhance the understanding and support of the Black public for U.S. foreign assistance programs and eventually lead to mutually beneficial and long range economic cooperation between U.S. Black communities and those developing countries receiving U.S. Foreign Aid. Throughout its program offerings, the Dialogue on Development program has successfully engaged the participation of this resource pool as a vehicle to increase the awareness of thousands of Black Americans of world hunger and poverty.

However, much more needs to, and can, be done. Black American professional, educators, and leaders of civic and business organizations are perhaps more acutely aware, than most that development resources are scarce. There is also a keen realization in the Black American community that mechanisms must be formulated to increase productivity. Further, there is the realization that a greater awareness and knowledge of development needs in the Third World could produce new insights and innovation in the design, development, and implementation of programs to promote food production, small scale enterprise, and human resources development.

The anticipated outcomes of the project are a significant improvement in the Black public understanding of hunger, poverty, and related development issues: 2) stimulating local development education programs in Washington, D.C. and Philadelphia, initiated

by Local Dialogues on Development, affiliated groups of the Dialogue on Development; 3) Developing information resource guides on organizing members of civic, professional, and business groups around the issues of world hunger; 4) utilizing the institutional affiliations and associations of Dialogue on Development Program participants and endorsers to expand the outreach activities of the program.

B. THEME

The "Linked Development" theme is an outgrowth of a resolution adopted at the 77th convention of the National Business League. That resolution called upon the Foundation to "design and develop a national program which will educate, inform, and assist the Black minority business sectors in expanding trade, commerce, and economic cooperation with the nations of Africa." (See Appendix A for complete text of resolution).

In the late 1970's, BTW began a serious study of the issues of world hunger and poverty, and initiated discussions with prominent development practitioners. Based on these discussions and analyses of the issues, BTW concluded that a greater sharing of development knowledge and resources between developing nations and the Afro-American community was needed. The idea of a "Linked Development" strategy for the economic development of minority communities was shared with numerous individuals and organizations. It was warmly embraced by many.

The idea was also advanced in the international arena. In 1978, BTW initiated exploratory discussions with the ambassadors of many countries in Africa, the Caribbean, the Middle East, Asia, and Latin America to investigate the possibilities of linked development initiatives to promote the economic interests of developing nations and racial minorities in the United States. These discussions led to the establishment of working relationships and contacts in several developing nations. In response to the encouragement and enthusiastic support given by representatives and officials of developing countries, the following activities were initiated:

- o The design for university-based Small and Medium sized Business and Industrial Development Centers in the Cameroon, Nigeria and the Gambia.
- o The development of a venture plan to establish a Hispanic owned oil refinery for Mexican crude oil that will generate capital to expand trade and investment between Mexico and the U.S. minority sector.
- o The design of a program to promote Taiwanese investment in the U.S. minority business sector.
- o The transfer of a motorless turbine invented by a Black American, to Upper Volta to produce rural hydro-electric power.
- o The design of a plan for modernization and diversification of a steel mill in eastern Nigeria.
- o Development of a venture plan for organizing and financing a family of metal-fabrication plants in Nigeria.
- o A feasibility study of the Albert Market in the city of Banjul, Gambia, to determine the local regional and national economic impacts of expanding and renovating the market.

To further test the assumptions regarding "Linked Development", BTW decided to conduct a pilot project.

In July, 1982, BTW was awarded a matching grant from the Office of Development Education to conduct a pilot project of the Dialogue on Development Program. Although representatives of leading Black organizations welcomed the concept of Linked Development Seminars/Workshops, it was uncertain how their membership would react. Indeed, would they attend the Workshops? Furthermore, what would be the receptivity to the Washington Briefing Series?

The pilot project outcomes were extremely positive. To date, nearly twenty development education activity events have been organized. Only the lack of resources prevented doing more. Through structured program activities, the Dialogue on Development has stimulated the interest and involvement in development activities of a significant number of individuals and organizations. Program activities of the Dialogue on Development have filled a vacuum in which many development practitioners and concerned individuals were aware of the commonalities of development problems and needs, and the importance of development linkages but had no viable vehicle to engage them professionally in such an endeavor.

The appropriateness of the "Linked Development" theme is evidenced by the support and encouragement by many prominent

: individuals and organizations. Through the process of involving Black businesses, Black educators and professionals, who are dialogue-ready (i.e., having development related experience and expertise), the program has been able to reach U.S. racial minority communities and government, civic and professional organizations.

The Washington Briefing Series has been, and continues to be, exceptionally well-attended and has engaged a broad mix of professions and professional interests in the Washington metropolitan area. Panelists have included Mayor Marion S. Barry of Washington, D.C., Congressman William Gray (D-PA), Dr. Allie Felder Vice President, Consumer Cooperative of the U.S.A.; Ronald Howard, Director of Operations, OIC International; Dr. Walter Carrington, Board Member, AfriCare; Ambassador Val McComie, Assistant Secretary General of the Organization of American States; Princeton Lyman, Deputy Assistant Secretary of State for African Affairs; and numerous other leading development managers and practitioners, diplomatic and government officials, academicians, and journalists.

The Dialogue on Development Program Pilot Project has generated several significant impacts. These include:

- o The achievement of a heightened awareness among minority development practitioners of the economic development potential of developing nations and their interdependencies with developing communities in the United States.
- o The mobilization of a network of individuals and organizations committed to assist Program Components -- Working Groups and Local Dialogues in Development -- in the development of strategies and intervention mechanisms.

- o The initiation of an institutional framework in several national organizations to promote and develop international affairs programs in their local and regional chapters and affiliates on a systematic, long-term basis.
- o The development and structuring of pertinent international development information for national organizations.

C. METHODS

Dialogue is an ongoing effort. The four Washington Briefings, the ten workshops, the articles, and the Development Education Promotional Package produced in year one, focused on creating understanding, interest, and development of a framework for future program activities. Currently, in the second program year, the Washington Briefing Series have been continued and workshop participation maintained. Further, nearly 500 copies of the Development Education Promotional Package produced in year one as a project deliverable, have been distributed to program participants.

In our third program year, which this proposal addresses, four Washington Briefings are proposed. The Washington Briefing is a continuing series of activities (lectures, seminars, workshops, receptions, and media events) conducted at the Foundation Offices and at other locations in the nations capital of the United States. In addition, Linked Development workshops will be convened for national meetings and conferences of major Black organizations, most of which will be held outside Washington, D.C. Based on ongoing

program activities, the Washington Briefing Series and Linked Development Workshops are considered to be the most effective vehicles for building constituencies for development education in the Black community.

The topics, participants, and panelists selected for each briefing will be chosen to illuminate an issue relating to the political, economic, technical and social factors relating to hunger and poverty. Most often, the panelists are members of community-based organizations and leading development institutions, a strategy designed to stimulate people-to-people discussion and involvement. Each briefing will involve between forty and fifty policy making officials from Black organizations and colleges; officials from foreign embassies; community-based social service organizations; and domestic and international development technical resource organizations. As is our usual custom, the specific format will vary depending on topic.

Illustrative areas of Briefings are:

- o Geography of Hunger and Poverty
- o Agro-Industries
- o Role of Women in Development
- o Rural Development
- o Small & Medium Scale Enterprise Generation
- o Housing

Moreover, a lesson learned from program experience is that if the Linked Development concept is to be successful, institutional mechanisms must be in place at local levels. To buttress and expand what has been, and will be accomplished at the national level, a network of local organizations, Local Dialogues on Development, will be established. Their mission will be to promote international dialogue and initiate collaborative linked development programs at the local levels. A total of six will be established over the next two years, of which two, Washington, D.C. and Philadelphia, will be organized during the grant period. These affiliated organizations, as part of their program offerings, will convene of two development education briefings.

To ensure the maximum impact from the local briefings, the National Program Manager will assist the two LDDs in the development of action plans for community involvement and participation. People-to-people dialogue and involvement will be generated, in part, through direct radio broadcasts and via participation in radio and television talk shows and public affairs programs.

The national and local participation undergirds a key benchmark in year three. That is the development and marketing of at least two supplementary development education program initiatives in each of the two sites; and the development of a formal award and citation program which will promote illustrative examples of development education, which have had significant social/economic impacts on

developing countries, in general, and Black American citizens in particular.

Finally, to reiterate, the Dialogue on Development is an institutional program with several integral components. The Washington Briefings Series is one, but equally important are the LDDs, the International Advisory Board, Working Groups, Publications, and Clearinghouse components. Hence, involvement, participation, and dissemination of program activities is multifaceted, which provide leverage to the proposed budget.

D. STRATEGY FOR IMPLEMENTATION

Dialogue is a program thrust in an area in which the Foundation has an historic and continuing interest. BTW initially recognized that there might possibly be an initial apathetic, if not hostile, reaction from many American Blacks towards development assistance for, and hunger and poverty in, developing countries at a time when domestic programs are shrinking. However, Dialogue on Development's experience has demonstrated that there is a significant segment of highly trained professional Blacks who understand the need and are aggressively seeking opportunities to initiate positive international programs of mutual assistance and cooperation. This latter view is further supported by BTW's interactions with, and the degree of support from, the many organizations and individuals participating in program activities over the past two years.

Our long range strategy is to increase the understanding and stimulate the involvement by the broader U.S. Black communities of hunger, poverty, and related issues through the practical illustration of how that assistance leads to concrete economic benefits to the Black community in the U.S. However, we believe that in order to change the general perceived attitudes, it will be necessary, first--as we have shown to be possible during years one and two--to reach those people who have a special interest and expertise in specific development areas and show them how their self-interest can be enhanced by participating in international development assistance programs. They, in turn, will initiate development activities in their civic and professional organizations.

BTW has identified 13 areas with strong potential for "Linked Development", in which American Blacks have accumulated significant experience and know how. The are: construction; development policy; education; health; housing; local government; manpower training; manufacturing; rural development; social services; small and medium enterprise development; technology transfer; trade and investment; and women in development. Approached from the perspective of commonalities of strategies and a sharing of development-related information and experiences, the Dialogue on Development has not encountered any resistance on the part of Black national organizations. It is our belief that nearly all national Black organizations are dialogue ready and will contribute to development education efforts.

The Foundation has proven to be uniquely equipped to undertake the Dialogue on Development. It has worldwide name recognition, extensive contacts and working relationships with the business sector, Black religious, civic, and fraternal and social organizations and developing countries.

E. PARTICIPATION

Through the Dialogue on Development Program, BTW brings together resource persons and leaders from many segments of the Black community including colleges and universities; business, trade, and professional associations; community development organizations; religious and civic organizations; elected officials and government appointees; corporate executives and managers; engineers and other technicians. Dialogue enable these participants to share and knowledge and generate innovative ideas, and promote new concepts and perspectives concerning development.

Ultimately, BTW expects the dialogue generated by this program will involve people, institutions, organizations, and businesses in hundreds of developing communities throughout the U.S. In the third year of programmatic activities, BTW expects to : (1) significantly improve the Black public's understanding of hunger, poverty, and related development issues; (2) stimulate development education programs at local and regional level/activities in at least six

major Black organizations which have operations and/or affiliates in the LDDs sites; (3) utilize the institutional affiliations and association of first and second year Dialogue on Development participants and endorsers to expand the outreach activities of the program; (4) continue to enlist at least 300 strategically influential Black Americans, key representatives of Asia, Africa, the Caribbean and Latin America and resource persons as Dialogue participants in each LDD site.

In this third year, Dialogue will conduct four Washington Briefings. Participating organizations will be drawn from the 26 Black groups who have offices in the Northeast region and the over 300 organizations, BTW estimates, have offices in the District of Columbia whose focus is economic development in the developing world. (See Appendix B for complete listing.) Integral to the national effort is the two annual briefings to be organized by the LDDs. It should be noted that the LDDs will have a wide variety of program offerings, each of which will involve development programs, mobilization, and policies.

The theme "Linked Development" is one that has proven to be timely. Insofar as participants in the program offerings of LDDs concerned, their involvement will be solicited through activities that reflect local interest, concerns, and needs. For instance, nutritional needs of children in less developed countries may be more timely in one locality, as opposed to another. To effectively reach the larger population in a timely fashion and to increase

regional development and infrastructure creation. Regions of interest are delineated in the Work Plan.

F. INTEGRATION

The Dialogue program is designed to become an on-going institutional program of the Foundation which involves the needs of major national Black institutions for structured information and educational programs in the field of development. Dialogue is designed to be replicated and expanded upon by participating organizations and through this process reach broad segments of the public.

Our plan for continued community involvement in the Dialogue on Development is one based on stimulating development activities at the local level, as well as participating in local/regional meetings and seminars of major national Black organizations. Local Dialogues on Development are integral to our institutional strategy. To ensure continued involvement, the Dialogue on Development seeks to integrate development education into the on-going professional interests of participating organizations. A case in point is our work with the National Business League, an organization which invited the Dialogue Program to organize workshops during first and second program years and which has an interest in small and medium scale enterprise development. To begin the process of institutionalizing a development education program for the NBL, the

: Dialogue Program addressed the links between trade and investment on one hand, and modernization of food production systems and capital requirements in LDCs on the other. It is on that basis as a trade organization representing the Black business community, that the NBL, together with the Dialogue Program, has begun to bring development issues to the attention of its membership.

Each LDD affiliate will conform to the program structure and organization of the national program. That is, each LDD will develop and ultimately operate each of the program elements (briefings, seminars and workshops, clearinghouse, working groups, and a Advisory Council). Once Local briefings are convened, they will create a demand for the continuance and expansion of development activities. The Local Dialogues will function as community-based resource development agencies, with start-up funding coming from memberships contributions from individuals, organizations, local area corporation and business firms. Hence, they will be free-standing and self-perpetuating organizations, not dependent on AID resources, or for that matter, BTW resources. LDDs are community-based, drawing upon the input and energies of local residents to execute its program offerings.

The goal is to establish six LDDs over the next two years. The programs to be developed by the first two will be replicable for the others. Based on past program experiences, we believe, that this model is applicable for other racial/ethnic groups.

The centerpiece of our capital formation strategies for the Dialogue Program is an annual dinner, of which the net proceeds will be used primarily in support of development education activities. The Booker T. Washington Distinguished Service Award Dinner -- A Tribute to the Nation's 244 Black Mayors -- was held on November 10 1983. The response was exceptional, with over 1,000 guests. The financial success of this prestigious event enabled the continuance of program activities in year two. Similar events are envisioned for the LDDs.

G. PROJECT MANAGEMENT

BTW has successfully managed a series of projects in which it was required to communicate highly technical or complex subject matter to diverse audiences. These programs included operating a telecommunications resource center, sponsored by the Department of Commerce, satellite tele-conferences on health and ownership of telecommunications facilities sponsored by National Institute of Health and the Corporation for Public Broadcasting, railroad procurement seminars and briefings sponsored by the Department of Transportation and a conference on small and medium scale businesses in the Cameroon sponsored by AID.

The Dialogue program will be housed at the BTW headquarters in D.C. It will be directed by Dr. Garland Christopher and have a

full-time secretary. Additional program support will be provided on a prescheduled time-sharing basis from BTW existing staff and consultants. Dr. Christopher has been the program director since the Dialogue's formal commencement in June 1982.

At present, the Foundation employs over 60 professionals with expertise in the fields of economics, education, engineering, construction, manufacturing, telecommunications, satellite teleconferencing and international trade and investment and small and medium scale enterprise and industrial development.

The Dialogue Program will utilize the Foundation's professional staff in a wide variety of ways, including resource persons, project organizers, presenters, panelists, and in general promotion.

Dialogue on Development will have an Advisory Board composed of representatives from Black educational, religious, business, professional organizations and institutions; major corporations, international agencies and organizations, and representatives from the targeted developing countries. The Advisory Board will provide policy and program guidance to the Foundation's Board and program staff through on-going program review and oversight activities. The Advisory Board will also be responsible for establishing multi-disciplined working groups who will guide the development activities in discrete activity areas. All working groups will be related to institutional capacity building.

We have tentatively selected Mr. Valores Washington, Chairman of the Board of Trustees of BTW, as chairperson of this committee. Selection of the remaining members is underway and will be completed by June, 1984. The criteria for their selection will be the following: (1) they must be a recognized expert in their field; (2) they must possess development expertise; and (3) they must have access to resources or prime movers in the field of domestic and/or international development. The core group, the Steering Committee, of the Advisory Board has already been formed. The members are:

B.K. Wesley Copeland, President, International Science and Technology Institute. Member of Board of Directors of Washington Chapter of Society for International Development. Formerly a Professional Associate (1969-77) of the National Academy of Science

Dr. Constance Hilliard, President, African Development Foundation. Past Foreign Policy Advisor to Senator John Tower (R-TX)

Colbert King, Senior Vice President, Africa and the Middle East, Riggs Bank. Formerly U.S. Executive Director of the World Bank (1979-81) and Deputy Assistant Secretary of the U.S. Treasury Department (1976-79)

Dr. Helen Kitchen, Director of African Studies, Georgetown Center for Strategic and International Studies. Long term involvement in African issues from previous work with the Ford and Rockefeller Foundations, and the African-American Institute

Additionally, BTW utilizes its corporate offices and Board to promote the program's operation and expansion. As a result, the Dialogue on Development is considerably more costly in real terms than is represented by the budget, and benefits from these gratis contributions.

Dr. Garland Christopher will be responsible for overall program design and development, and will report directly to Mr. Charles E. Tate, Executive Vice President. Dr. Christopher will receive staff support from Dr. Norris Sydnor.

H. EVALUATION

The Logical Framework Method developed by AID, for program design, development and evaluation, will be the basis for the Dialogue on Development implementation strategy. The evaluation component will include both on-going process evaluations and a summative evaluation at the end of each program year.

Evaluation activities usually have two distinct audiences. The first is project management which requires mainly short and medium range studies to help with the implementation of the project in progress. The second comprises the funding sources and other agencies concerned with the replicability and transferability of the strategies employed. The evaluation system employed by the BTW Foundation is designed to address these two audiences, without requiring large numbers of specialist researchers. The Foundation employs a system of measurement and evaluation of progress performance which recognizes the importance of qualitative as well as quantitative factors in the development process. Some of the factors employed are:

- o Improvements/changes in institutional capacity
- o Increased resource leveraging capacity
- o Reduced dependency and increased self-sufficiency
- o Expansion of the knowledge base
- o Improvement in linkages

The techniques used to assess the degree to which the project and its program elements have addressed these factors shall include data gathering, focused group discussions, interviews, observations, and expert panel analyses. In cooperation with each LDD, appraisal targets will be specified and evaluation and monitoring of progress thereto. For instance, an evaluative component might consider the community outreach effectiveness of an LDD.

WORK PLAN

GOALS AND OBJECTIVES

Goal

- 1.0 Via the establishment of Local Dialogues on Development, to educate Black and other minority persons, industrialists, civil rights and religious leaders, social scientists, researchers, educators and other development specialists concerning development theories, activities, opportunities and constraints in the field of development insofar as they relate to the alleviation of hunger and poverty.

Objectives

- 1.1 Convening of two Local Briefings in each LDD site (Months 5, 10) -- Philadelphia and Washington, D.C.
- 1.2 Present "Linked Development" concept to audiences at two national conventions of major Black organizations (Months 1-12)

Goal

- 2.0 Encouraging international cooperation in the sharing of development related research information and technology, methods and proven strategies.

Objectives

- 2.1 Development and marketing of at least two supplementary development education program initiatives in each LDD site (Months 6-12)
- 2.2 Develop and begin implementation of capital formation plan for the continuance of Local Briefings once AID funds are terminated (Months 6-12)