



USAID
FROM THE AMERICAN PEOPLE

V E G A

Volunteers for Economic Growth Alliance



Volunteer Expert **Stephen Drozda**, a Small-and-Medium Enterprise (SME)

Lending Specialist from the Small Business Administration of Pittsburgh, designed a database linked through a web portal that would capture up-to-date information about all debt, equity and venture capital financing available to SMEs in Bulgaria. He constructed, in an on-line, searchable, user-friendly format, this web portal that came to be known as the "SME Clearing House," which will accelerate the process of bringing businesses and financiers together and will keep records on all of the deals completed.



What is VEGA?

A USAID Partner in Economic Growth

A consortium of fifteen (15) member organizations that provide, under a Leader with Associates Cooperative Agreement with USAID, technical services in economic growth program development and implementation, with a focus on:

- Private Market Development
- Financial Services
- Agribusiness
- Opportunities for the Rural and Urban Poor

Volunteer Expert **Connie Freiermuth** provided

management training in South Sudan, to the Women's Self Help Development Organization, which currently manages three cafeterias that serve local meals, traditional tea, and cold drinks. The Sudanese women operating the cafeteria at the United Nations Mission in Juba have had a six-fold growth in sales, necessitating an increase in staff from three to eight.





How do USAID Missions/ Offices acquire VEGA's services?

Five Easy Steps

VEGA is accessible to USAID Missions/Offices through the execution of an Associate Cooperative Agreement. With the following five simple steps, VEGA's comprehensive services are readily available:

- Mission/Office sends a Program Description Request to Cognizant Technical Officer Steve Silcox (ssilcox@usaid.gov) to certify that the requested work fits within VEGA's Agreement.
- Upon approval by the CTO, the Mission/Office Acquisition and Agreements Officer formally issues the request to VEGA.
- VEGA conducts an internal competition among its member organizations to select, in consultation with the Mission/Office, its best qualified implementing organization(s) for this activity.
- VEGA submits its Technical/Cost proposal for consideration.
- Upon approval of the proposal, the Mission/Office and VEGA execute an Associate Cooperative Agreement, and project implementation begins as provided in the Agreement.

Alexandra Lepionka from Thunderbird, The Garvin School of International Management, is assisting government ministries, businesses and key local institutions with designing and implementing organizational plans, and instituting budgeting and financial management procedures to strengthen their ability to facilitate rural business and enhance livelihoods in South Sudan.

Kirk Manhin, an MBA from the University of Georgia, has been working to build the capacity of key local institutions in the South Sudan, especially the Center for Census, Statistics and Evaluation, so that it is able to provide better support to business and livelihoods development. He focused on improving the business environment, assisting entrepreneurs in identifying potential opportunities, and increasing the capacity of existing businesses in the region to grow and thrive in the South Sudan's post-conflict environment.

Mabior Manyok, one of the South Sudan's "Lost Boys," had to flee the South Sudan with his family at age 12. He recently returned to his native country as a VEGA volunteer to contribute his information technology skills to make the Ministry of the Environment's computer equipment fully operational, increase staff knowledge of software application, and identify additional equipment needs.

Volunteer Expert **Gary Mutz** developed a training module on marketing and sales in the international market. He delivered the training in Bahrain to sixty-two business persons from industries that included jewelry, manufacturing, and the service sector. In Morocco, he trained forty-nine business persons by focusing on the information companies needed to develop their own export marketing plans and sales strategies.



Why select VEGA?

Proven High-Quality, Easy Access Services

VEGA reduces the management workload of Mission/Office Program and Acquisitions/Agreement staff. As a competitively selected partner of USAID, VEGA and its member organizations:

- Work collaboratively with Mission/Office staff in the development and implementation phases of the activity.
- Respond comprehensively and interactively to Requests for Program Description much faster than the normal RFP/RFA process – within 30 days depending on the nature and scale of the project in question.
- Draw on the full range of technical assistance, training, and related project management capabilities of its 15 member organizations, utilizing paid U.S. and international staff and consultants to provide technical assistance, training and related project management services, and to support and oversee the work of the Volunteer Experts.
- Incorporate into its implementation teams as needed the sub-contracted services of other providers from the for-profit and non-profit sectors.
- Provide, at no cost to the Mission/Office, the added value of Monitoring and Evaluation, and dissemination of Best Practice in the use of Volunteer Experts in USAID economic growth activities.



What is a VEGA Volunteer Expert?

A Professional, Pro-bono Consultant

Selected from VEGA member organizations' current technical expertise databases, VEGA's Volunteer Experts are:

- Pro-bono business consultants deployed to the services requirement in question on the basis of their experience and demonstrated professional skills.
- Men and women across a broad age-range who may be citizens or residents of the United States, the host country, or a third country.
- Persons, in many instances, who are members of the diaspora of the country in question.



Beth Oliver, business owner and consultant in micro-enterprise develop-

ment manual titled *Farmina as a Business*

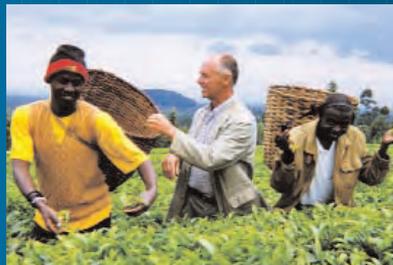
Sherif Sakr, Senior Manager, Capital Markets, Deloitte &

advance its work on a new accounting regime that would bring Moroccan financial sector accounting standards into compliance with international norms. He presented real-world applications, especially in areas requiring such judgment calls by auditors as valuation and asset classification.

VEGA is the world's **largest consortium of economic growth volunteer organizations** providing technical expertise in private sector development. Collectively, they have unparalleled experience in mobilizing American and international volunteers to support economic growth in developing countries (including post-conflict and transition) and in designing and implementing successful technical assistance projects across the spectrum of economic growth activities worldwide.

VEGA Programs

- Morocco/Bahrain Export Trade Training
- South Africa APS Grants Administration
- Ethiopia AGOA +
- Sudan Agricultural Markets and Enterprise Development
- Bulgaria Business and Trade Development
- Armenia Long Term Business Advisors
- Indonesia Long Term Business Advisors
- Jordan Long Term Business Advisors
- Iraq Private Sector Development Initiative
- Lebanon Assessment for Growth and Opportunity
- Cyprus Partnership for Economic Growth
- Microenterprise Development Long Term Business Advisors
 - Ecuador
 - Guyana
 - Zambia
 - Philippines
 - Sierra Leone
 - Pakistan





VEGA Member Organizations

- ACDI/VOCA
- Citizens Development Corps
- Citizens Network for Foreign Affairs
- Florida Association for Voluntary Action in the Caribbean and the Americas
- Financial Services Volunteer Corps
- International City/County Management Association
- International Executive Service Corps
- Institute of International Education
- International Real Property Foundation
- International Senior Lawyers Project
- Land O'Lakes, Inc.
- Opportunities Industrialization Center International
- Partners of the Americas
- Winrock International
- World Council of Credit Unions



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