

FIELD-Support LWA

The Financial Integration, Economic Leveraging,
Broad-Based Dissemination Leader with Associates

2009 ANNUAL REPORT

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Submitted By:
The Academy for Educational Development (AED)
1825 Connecticut Avenue, NW
Washington, DC 20009

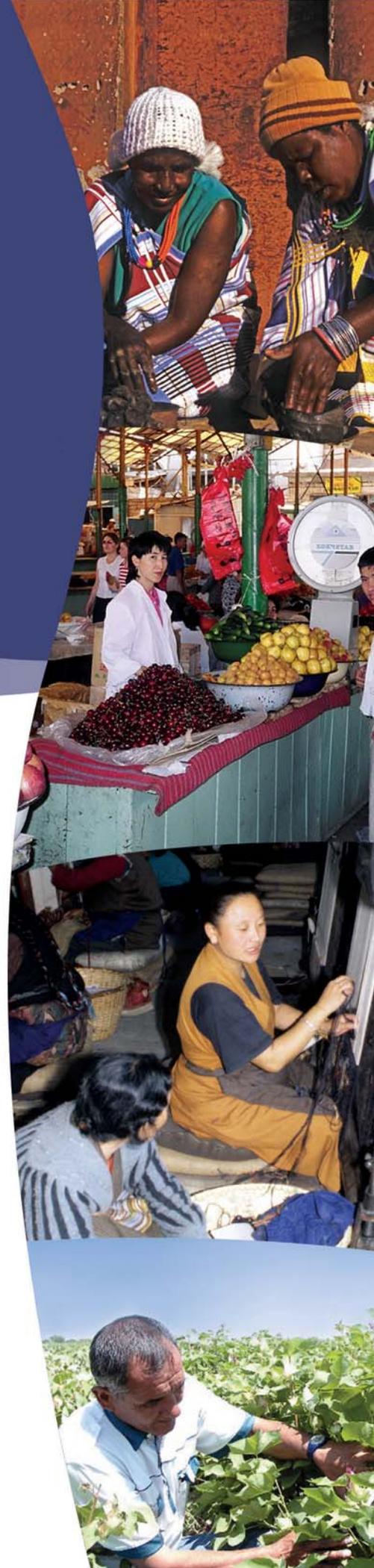


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BACKGROUND

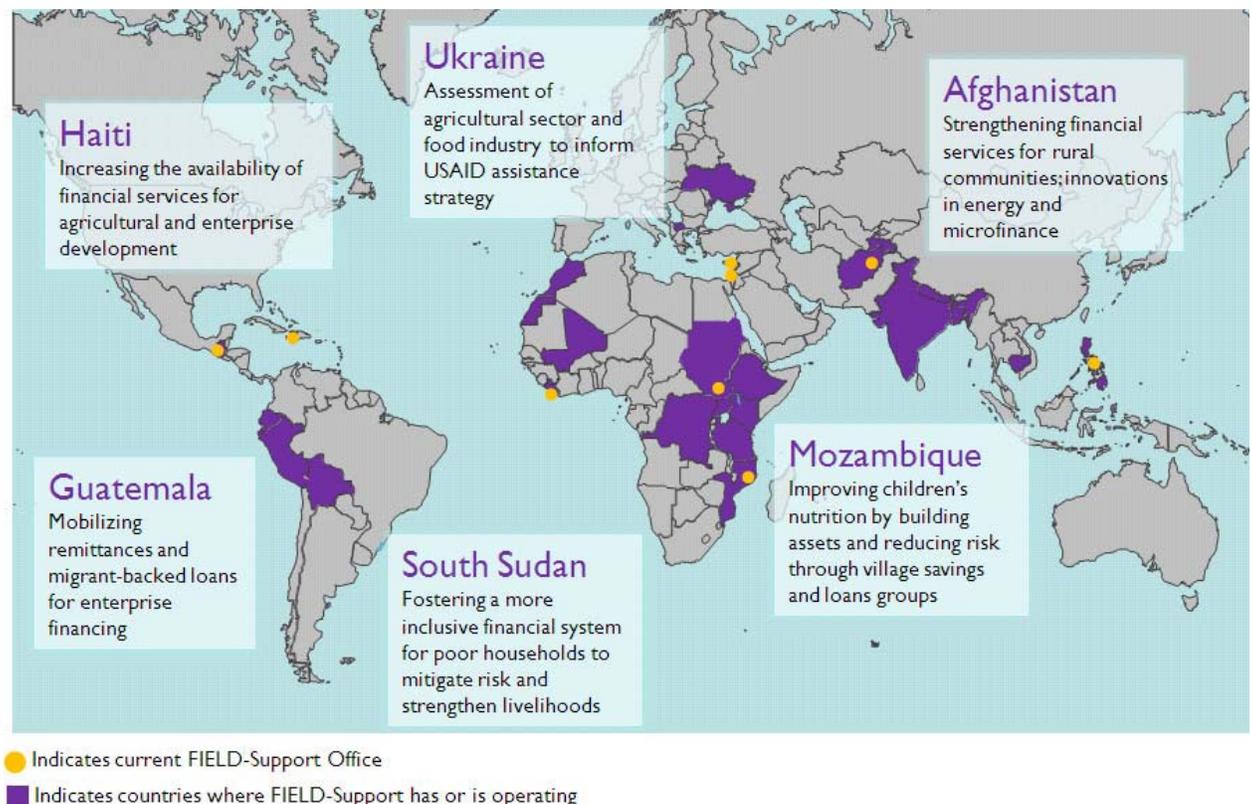
FIELD-Support is a Leader with Associates Award cooperative agreement between the office of Microenterprise Development in USAID (EGAT/PR/MD) and AED. Consisting of nine leading development NGOs as core partners as well as 17 resource organizations, the FIELD-Support consortium, led by AED, has a proven track record of reducing poverty and promoting sustained, equitable growth through microenterprise development, microfinance, value chain development, institutional and human capacity-building, and the promotion of other market-based approaches.

FIELD-Support encompasses both a core leader award and a mechanism for USAID missions and operating units to issue associate awards. The purpose of the leader award is to advance the frontiers of practical knowledge in relation to microfinance, microenterprise development, and sustainable rural livelihoods, working in close collaboration with the MD office, USAID missions, and the community of development practitioners. The leader award implements activities that seed innovation, demonstrate better practices, document results, and disseminate findings that will advance the global state-of-the-practice.

Activities implemented under FIELD-Support include work at every level of the economy, from the regulatory environment, business value chains, to financial service providers, to promoting economic growth, and improving the financial security of poor households and businesses by strengthening financial and business support systems and their ability to access those systems. (See Annex B for a quick overview of all of FIELD-Support's 2009 Associate Awards and pilot activities.)

FIELD-Support began operations in November 2005. This fourth year Annual Report summarizes the key activities and accomplishments of the FIELD-Support LWA and its team from January 1, 2009 through December 31, 2009.

Figure 1. FIELD-Support at Work, Illustrative Activities in 2009



PROGRAMMATIC THEMES

A unique mechanism, FIELD-Support seeks to apply a comprehensive approach to poverty reduction, focusing on the various actors, stakeholders, and environments that contribute to persistent poverty and inequitable access to resources. In 2009, the main activities can be categorized as addressing four primary themes, each of which is described further in this section: I) more inclusive financial systems; II) value chain development; III) conflict and crisis environments; and IV) a focus on youth and livelihoods.

I) Inclusive Financial Services and Products

Enterprise financing has grown over the last few years to encompass a broad variety of financial products that are increasingly provided by a range of financial institutions that include NGOs, microfinance institutions, commercial banks, non-bank financial institutions, supplier credit providers, state institutions, credit unions, and retail or agricultural organizations providing financial services. Inclusive financial systems are a critical component to achieving USAID's goals of economic growth and poverty reduction because they increase access at all socioeconomic levels to financial services that allow households to build assets and manage risk. Whether serving as a safety net for vulnerable households or promoting value-added production, fully-functioning and inclusive financial systems are essential. To that end, the FIELD-Support activities have sought to expand the capacity and willingness of financial systems to serve low-income and marginalized populations.

FIELD-Support activities in 2009 have included the continuation of several multi-year Associate Awards, such as ARIES and ESAF, described in further detail below. In addition, the consortium members launched and implemented several innovative pilot activities to study, test, and refine new approaches to make financial security more accessible to those who need it the most. Finally, as the go-to mechanism for USAID Missions to conduct program design/assessments, FIELD-Support fielded two such teams in 2009, one to the Union of Comoros and one to Ukraine, describe briefly on page 11.

ARIES: IMPROVING FINANCIAL SERVICES IN RURAL AREAS OF AFGHANISTAN

The \$100 million ARIES program, USAID's largest rural finance program to date, concluded its work in December 2009. With the aim of creating a strong, private sector foundation for a sustainable, market-driven rural finance system in Afghanistan, ARIES (the Agriculture, Rural

Investment and Enterprise Strengthening program) was managed by AED in partnership with ACDI/VOCA, the **WOCCU**, the **Microfinance Investment Support Facility for Afghanistan (MISFA)**, **FINCA** and **ShoreBank International (SBI)**. Each partner focused upon a different component of the financial landscape, from household micro-loans of less than \$200 to loans of over \$1 million to larger scale Small and Medium Enterprises (SMEs). ARIES targeted USAID's Alternative Development Program (ADP) regions in the East, South and North of Afghanistan, as well as Herat Province in the West. The program's activities complemented the efforts of other USAID programs, such as Afghanistan Small and Medium Enterprise Development (ASMED), Accelerating Sustainable Agriculture Program (ASAP) and the Alternative Development Programs (ADPs), which focused primarily on developing new market and enterprise opportunities through technical assistance and grants.

Over three years, ARIES was able to make collective contributions to the development of a sound financial system that exceeds the sum of its parts. By the end of the program, though a strengthened network of 113 financial services outlets, ARIES had issued more than \$126 million in loans and helped create or sustain more than 226,000 full-time, part-time and seasonal jobs. Focusing on hard-to-reach communities and marginalized populations, ARIES sought to create broad outreach, strengthening the network of financial providers serving various sectors and niche markets, including women and the rural poor. ARIES' microfinance partners undertook special efforts (for example, hiring and training female loan officers) to serve female entrepreneurs, who represented about half of its microfinance clients at the end of September 2009. In addition, demonstrating the "bankability" of poor rural Afghans in a culturally acceptable way, most of ARIES' partners developed *Sharia*-compliant products that were adapted to the realities of rural Afghanistan.

ESAF: EXPANDING FINANCIAL SERVICES IN THE WEST BANK & GAZA

The Expanded and Sustained Access to Financial Services program (ESAF), led by **AED**, **Shorebank International**, and the **William Davidson Institute**, supports USAID in its efforts to build a more inclusive financial sector that increases the sustainable access to financial services for Palestinian households and micro, small and medium enterprises (MSMEs). Through a variety of interventions, ESAF addresses weaknesses in the financial system at the consumer, institution, and enabling and regulatory environment levels. Intervention include the provision of financial literacy services, technical assistance on commercial bank downscaling, support for the development of the land registry system and advice to the Palestinian Monetary Authority. These activities will lead to the sustainable expansion of services to at least 35,000 households over the life of the program. The program also includes a fixed capital financing mechanism that funds small and medium

enterprise equipment upgrades, assists with creation of joint ventures and technology transfer, and facilitates other forms of capital inflow to profitable businesses that can expand immediately and provide sustainable jobs.

PILOTING MORE INCLUSIVE FINANCIAL SYSTEMS

In the third quarter of 2009, FIELD worked in collaboration with Innovations in Poverty Action and USAID to design and award a new pilot study called *Graduating the Poorest into Microfinance: Linking Safety Nets with Financial Services*. This study is an element of a multi-donor USAID initiative to test and track CGAP's graduation model and will run for a period of 12 months. In addition, FIELD-support extended three pilot projects concerning inclusive financial services and products, including **FINCA's** Energy and Microfinance pilot activity, continuation of the **SEEP** Collaborative Learning Networks, and **ACCION's** Microfinance Energy Links pilot activity.

NEW PARTNERSHIPS, PRODUCTS AND METHODOLOGIES FOR INCLUSIVE SYSTEMS

Through FIELD-Support's various initiatives, a range of new partnerships, loan products, and methodologies are making financing more effective, accessible, and sustainable. In 2009, these included:

- **Microfinance Energy Links (ACCION International):** Designed to explore a brokering model of linking energy service providers to microfinance in order to extend the reach of appropriate renewable energy solutions to the poor, by the close of 2009, more than 100 "micro energy entrepreneurs" had been trained in Uganda as a result of this pilot, and at least 30 of them have been able to maintain their business endeavors. Five local entrepreneurs are acquiring a biomass press, which is a crucial piece of equipment in the energy production value chain, and will contribute to momentum for commercial production of the presses.
- **Microfinance and Renewable Energy (FINCA):** Between June 2008 and November 2009, FINCA Uganda, whose pilot activity is exploring how to improve the market for renewable energy services in Afghanistan and Uganda, has made more than 388 "micro energy loans" at an average of 48 per month.
- **Financing Water (CARE):** During the last quarter of CARE's pilot activity in 2009, which is developing a financial product that will provide farmers access to irrigation systems while simultaneously linking them to markets and thereby enabling clients to increase yields and profits, 67 clients received support in the elaboration of their irrigation files by the CARE extension agent; 31 clients had accessed loans from the financial entity Edyficar; and 37 clients have had irrigation equipment installed by the company TECSAGRO (pictured).



Photo credit: CARE

II) Facilitation of Value Chain Development

MSEs are but one component of global value chains and to be effective, development programs must seek to help enterprises grow by leveraging their dynamic place in those value chains. Increased globalization and modern technologies have opened up unprecedented opportunities for firms in many developing countries, but these opportunities place high demands on small businesses and producers to meet more stringent product and process specifications, which they may not be equipped to do. The benefits of these market opportunities can best be captured when participating MSEs are linked to larger lead firms, are able to access a range of supporting products, markets and services (include value chain financing), and have the capacity to respond to commercial market incentives.

Looking at markets through a value chain lens enables practitioners to better understand inter-firm cooperation and collaboration, the enabling environment, and the requirements for supporting products and services.

Looking at markets through a value chain lens enables practitioners to better understand inter-firm cooperation and collaboration (both horizontal and vertical linkages between the value chain actors); the enabling environment (including market standards, trade agreements, national policy, and local legal and regulatory reform); and the requirements for supporting products and services. This understanding serves as the basis for addressing systemic constraints that affect competitiveness of the value chain and the benefits that accrue to participating MSEs. FIELD-Support and its implementing partners bring a broad-based approach to value chain development, designing programs and conducting assessments to facilitate value chain selection, analysis, program design, implementation, and performance measurement.

In 2009, FIELD-Support launched three new projects that facilitate differing forms of value chain development. The first is the Haiti Integrated Finance for Value Chains and Enterprises (HIFIVE) Project, funded by USAID/Haiti and led by **WOCCU** and **Technoserve**, which works to promote economic growth and job creation in rural areas of Haiti. The second is the African Diaspora Marketplace (ADM) competition, a unique collaboration between USAID, the Western Union



Photos credit: FIELD-Support

A Dove Processing tahini plant

MAKING AN IMPACT IN LEBANON

In 2009, the USAID-funded Lebanon Business Linkages Initiative:

- Facilitated access to finance for 32 dairy farmers by introducing them to the Kafalat program through Byblos Bank.
- Worked to ensure more consistent quantities of high quality fresh milk and facilitated loan linkages (nearly \$1 million worth) that were used to improve dairy breeds, buy cooling tanks, and provide technical assistance.
- Provided training and TA to Dove Processing and Sonaco staff in lean manufacturing and “Six Sigma” techniques that immediately improved production and increased overall efficiency resulting in cost savings of \$40,000.
- Provided assistance to three market driver firms that directly led to increased sales and correspondingly increased local input demand.

Corporation and Foundation, and OPIC, that promotes economic development in Sub-Saharan Africa by facilitating diaspora direct investment in viable enterprises through a business plan competition. The last is Fostering Agriculture Competitiveness Employing Information and Communication Technologies (FACET), which helps USAID Africa Missions to improve competitiveness and productivity across the agriculture sub-sectors through the use of ICTs.

Additionally, FIELD-Support expanded its work on USAID's Ecuador Local Business Development Program (PRODEL), with partners **ACDI/VOCA** and **CARE**, which is supporting the expansion of private enterprises and strengthening local private producer groups and associations to rapidly generate income and employment and thereby help negate the effects of the narco-economy on rural populations. Similarly, the USAID/Lebanon-funded Lebanon Business Linkages Initiative, implemented by **AED**, **ACDI/VOCA** and **AFE**, is expanding market access and increasing access to finance while addressing systemic constraints to SME growth in Lebanon's ICT, Agribusiness, and Tourism value chains. Finally, **AED's** STRIVE program, funded by USAID's Displaced Children and Orphans Fund, has several activities focused on strengthening value chains in order to support vulnerable populations, especially children. These include **ACDI/VOCA's** work in Liberia which is improving agricultural value chains, **AFE's** activity in the Philippines, which is targeting the seaweed and woven products value chains in particular, and **MEDA/AED's** Afghanistan Secure Futures which is looking at the construction value chain in order to improve local incomes. (See further details about STRIVE on page 10.)

ADDRESSING THE FOOD SECURITY CHALLENGE

In 2009, FIELD-Support launched a new program, Livelihoods and Food Security Technical Assistance (LIFT), funded by the Office of HIV and AIDS, which will strengthen the capacity of US government (USG) programs, to integrate and support program design and implementation of livelihood assistance and economic strengthening activities to improve food security. LIFT will support USG entities, such as USAID, and their implementing partners, as well as government and private sector partners, in improving food security, and livelihoods activities through portfolio reviews, country-level assessments, strategic planning, project design and M&E support.

Providing a practical demonstration of this very real challenge, the STRIVE project, implemented in Mozambique by **Save the Children**, is creating a mechanism to reduce risks to food access and household vulnerability. Through STRIVE, households will be able to build assets by saving regularly, and make strategic investments in income earning opportunities that will enable them to better feed their children, particularly during the long "hungry season" from January to March. The project is mobilizing, training, and mentoring village savings and loan (VSL) groups, to provide participants with a mechanism for asset building, income generation and risk mitigation such that members will be able to purchase more or better foods, invest in better income earning strategies and/or enter into and expand participation in agriculture value chains that increase their earning potential.

In addition, **Save the Children's** pilot activity, which looked at improving sustained market access for rural farmers through their increased participation in value chains, concluded implementation in 2009. Complementing the USAID-funded Title II Food Security project, which is working to reduce chronic malnutrition and food insecurity, the pilot conducted an analysis of the major gaps preventing value chain growth and competitiveness and identified of interventions that promote the sustainable integration of farmers and groups into targeted value chains while improving their competitiveness; and then implementing those interventions, to some extent. In 2010, Save the Children will disseminate case studies addressing the fruit and milk value chains, as well as reports that demonstrate how Title II Food programs can be pursued in a way that ensures both short- and long-term sustainability.

In November 2009, FIELD-Support hosted its annual "FIELD Day," a day-long conference in conjunction with the **SEEP Network's** Annual Conference. The topic of this year's FIELD Day was "*Food Security: Exploring New Pathways*," and was led by a plenary presentation by Dr. Stuart Hart, Founder, Center for Sustainable Global Enterprise and the Base of the Pyramid Learning Lab. Dr. Hart shared breakthrough insights on the new generation of base of the pyramid (BoP) strategies and presented innovative approaches to deal with the challenges. This new generation of BoP strategies, he argued, will advance sustainable agriculture, increase food security, and lay the foundation for transformative change.

III) Microenterprise Development in Conflict and Crisis Settings

Conflict, post-conflict settings and crisis environments add an additional layer of challenges for development programs. An unsafe operating environment, unpredictable eruptions of violence, evolving policy or regulatory frameworks, inability to coordinate effectively, rapidly changing donor priorities (such as following natural or man-made disasters), and high demand for quick results all contribute to implementing a development-oriented program more complex. These problems are particularly exacerbated when the program is seeking achievement of sustainable impacts, such as with microfinance and microenterprise development. Bringing to bear the extensive experience of the FIELD-Support consortium, several activities last year focused on identifying and addressing those components that are necessary for successful economic strengthening programs. A range of FIELD-Support activities are operating in conflict or post-conflict settings, such as in Haiti, South Sudan, Afghanistan, West Bank & Gaza, and Lebanon, and have fostered program methodologies that are flexible, forward-looking, and tailored for operating in uncertain environments. These methodologies may seek to directly address roots of conflict, facilitate recovery, or mitigate future crisis through risk management.

The Expanded and Sustained Access to Financial Services (ESAF) program in the West Bank & Gaza, for example, is seeking to build a more stable financial sector that increases sustainable access to financial services for Palestinian households and micro, small and medium enterprises (MSMEs). Through a variety of interventions, ESAF and its implementing partners **AED**, **William Davidson Institute** and **ShoreBank International** are addressing weaknesses in the financial system at all levels, from banking to the financial industry to regulatory environment. Continuing economic and political uncertainty in the region often means that businesses and financial institutions are extremely conservative in their investment and lending behavior, thereby limiting the number that are interested or able to participate in ESAF programming. As a result, ESAF's interventions are designed to mitigate these issues by focusing on strengthening the ability of local microfinance institutions to attract investors and borrowers, improve internal controls for better risk management, and influence a more conducive enabling environment.

Addressing the issue at a broader level, the ongoing STRIVE program, funded by USAID's Displaced Children and Orphans Fund, seeks to mitigate the impacts of conflict, extreme economic stress, crises such as natural and man-made disasters or climate change, and the spread of diseases such as HIV/AIDS, malaria and tuberculosis on the rapidly increasing number of vulnerable children worldwide. While many programs provide excellent non-economic support to such children, they often fail to adequately address the issue of economic vulnerability. STRIVE is designed to address this issue, capture lessons learned and feed them into the development of user-friendly tools for practitioners and donors.

In 2009, ESAF began working with twelve individual banks and microfinance institutions, strengthening their ability to access commercial funds, building banks' ability to serve the microenterprise market, and to expand lending to SMEs. One of the MFIs assisted by ESAF is Al Rafah Microfinance Bank. In 2009, partner ShoreBank worked intensively with Al Rafah Microfinance Bank on their systems and infrastructure to grow their microfinance portfolio. ShoreBank touched many of the bank's departments during the year providing targeted technical assistance, especially with their Risk Management and Business Continuity plans. Through this assistance, the bank has developed and strengthened their internal capacities to sustain operations in a volatile environment, while being committed to further expansion of their microfinance portfolio.

In 2009, FIELD-Support also launched the Haiti Integrated Finance for Value Chains and Enterprises (HIFIVE) Project, led by **AED**, **WOCCU** and **Technoserve**. Working to promote economic growth and job creation, especially in the rural areas of Haiti, a key component of HIFIVE is the establishment of the HIFIVE Catalyst Fund, a grant-making mechanism that can be accessed by local institutions to jump-start enterprises and economic growth in some of Haiti's most challenging environments. The impact of the HIFIVE initiatives will result in a continued expansion of the finance sector and help it to move towards realizing needed new products and services and the expansion of their delivery to rural zones. These financial institutions are working hard to reach new markets, to reduce costs, and to develop products adapted to the needs of Haiti's MSMEs, which play the critical role in creating employment and improving economic livelihoods for Haitians.

After a successful launch and productive first quarter, the devastating earthquake on January 12, 2010 has stalled program operations. Fortunately, the entire HIFIVE staff is safe despite total destruction of the HIFIVE offices. Going forward, HIFIVE will work to provide solutions to create economic stability through ICT products, promotion of financial services, funding for local capacity building activities, and diverse risk management.



The HIFIVE program in Haiti is promoting economic stability by strengthening the ability of small firms to operate more effectively.

Photos credit: FIELD-Support

THE MINIMUM STANDARDS FOR ECONOMIC RECOVERY AFTER CRISIS

In the second quarter of 2009, the SEEP Network launched the second phase of its Market Development Working Group for Economic Recovery After Crisis. In May 2009, SEEP and AED co-hosted a launch event for the "Minimum Standards for Economic Recovery After Crisis," the product of the Working Group which addresses strategies and tools to promote economic strengthening and sustainability in current or post disaster/ conflict environments. In addition, in 2009, SEEP held a consultation event for the Standards in conjunction with a livelihoods workshop organized by the Women's Refugee Commission where 65% of attendees reported they would use the standards in their work, and in 2010 SEEP will lead in-person training programs to help practitioners implement the Standards and promote enterprises, employment, and asset management among affected enterprises and livelihoods in environments affected by conflict or disaster.

IV) Youth and Livelihoods

Whether due to health issues such as HIV/AIDS, conflict, natural disasters, environmental pressures, or a host of other contextual factors, the vulnerability of youth and children living in poverty is particularly acute. Economic stability is widely recognized as a critical factor in mitigating negative impacts on children, whether that includes designing and implementing programs that focus specifically on children, directly engaging youth in economic activities, or empowering their parents and communities to become more financially secure. Recognizing the importance of improving the lives of children, FIELD-Support activities apply an integrated approach that can contribute to broad-based positive outcomes for vulnerable populations. This means integrating microenterprise development and microfinance into broader development activities so that poor and marginalized groups (such as at-risk youth, orphans or other vulnerable children) can take advantage of economic opportunities and reap the benefits of economic growth more equitably. Beyond focusing solely on vulnerable households, these activities are addressing the systemic obstacles that leave young people and children vulnerable.

Programs in this area include the new LIFT program, described above, as well as the Supporting Transformation by Reducing Insecurity and Vulnerability with Economic Strengthening Program (STRIVE) program, which was launched in 2007. With technical leadership from the **IRIS Center from the University of Maryland** which is leading the initiative to develop a robust M&E system integrating economic strengthening and child well-being outcomes, the STRIVE field projects in 2009 include:

- Philippines (led by **APE**) – Improving the education, health and well-being of children by increasing household income through enterprise and market/value chain development in high-growth industries characterized by high levels of engagement on the part of low-income coastal communities.
- Afghanistan (led by **AED** and **MEDA**) – Improving youth work skills acquisition and workplace safety through value chain development and microfinance in a conflict-affected environment by engaging with a high-growth industry (construction) with high rates of youth apprenticeship.
- Liberia (led by **ACDI/VOCA**) – Promoting farm upgrading and farmers' learning through agricultural value chain development and livelihoods development in low-income communities integrating food and cash crops, thereby improving household income and children's health, nutrition and education outcomes.

FIELD-Support is integrating micro-enterprise development and microfinance into broader development activities so that poor and marginalized groups (such as at-risk youth, orphans or other vulnerable children) can take advantage of economic opportunities and reap the benefits of economic growth more equitably.

Through the USAID-funded STRIVE program, **AED** manages the Children, Youth, and Economic Strengthening (CYES) Network Learning Platform. The CYES Learning Platform profiles activities related to economic strengthening for child and youth well-being, posts events and funding opportunities in the field, maintains a library of relevant resources, and hosts “expert posts” on important topics in the field. A regular newsletter, organized around thematic areas significant to CYES, notifies members of the CYES Network about news in the field and relevant updates to the Learning Platform. (www.cyesnetwork.org)



- Mozambique (led by **Save the Children**) – Improving education and nutrition outcomes for children by building household assets and social capital through village savings and loan groups and rotating labor schemes that help create access to markets for low-income communities in post-disaster areas.
 - Save the Children Egypt’s Rural Youth Livelihoods (RYL) program, which offers savings clubs, financial education, and training on market and work opportunities.
 - International Rescue Committee (IRC) Liberia’s Legacy Initiative, which reaches marginalized and at-risk youth through demand-driven vocational training and private-sector linkages.
 - Mercy Corps, and its partner MFI in Bosnia and Herzegovina, Partner Microcredit Foundation, which piloted a mentor program to its youth microfinance clients.
 - A partner for the Americas’ A Ganar/Vencer program, in Ecuador, Uruguay, and Brazil, which uses a soccer-based curriculum to teach life skills, and links to local businesses for employment or education continuation opportunities.
 - Fundación Paraguaya’s financially self-sufficient Agricultural School provides students with the education and skills they need to become economically successful rural entrepreneurs.
- In addition, the **SEEP** Practitioner Learning Program (PLP) for Youth and Workforce Development is identifying, encouraging, and disseminating replicable strategies for using market-driven program design to improve youth employment success and measure the effectiveness of these strategies. The SEEP Youth PLP partners with a number of youth-focused organizations in order to create tailored, local market-driven strategies to improve youth livelihoods. In 2009, these organizations and their programs included:
- Education Development Center (EDC)’s Haitian Out-of-School Youth Livelihoods Initiative (IDEJEN), which reaches youth in Haiti through vocational training, job development, and small business development.

FIELD-SUPPORT-LED ASSESSMENTS & PROGRAM DESIGNS

In addition to implementing nine current Associate Awards and nearly a dozen ongoing pilots, FIELD-Support technical experts periodically support USAID Missions to design and assess enterprise development and microfinance needs in their countries. In 2009, FIELD-Support led two such assessments, the findings of which help the USAID Missions make decisions about how best to allocate their economic development funds.

- **UKRAINE:** In the last quarter of 2009, FIELD-Support conducted an assessment of the agricultural sector and food industry for USAID/Ukraine with support from USAID/EGAT. The assessment explored four areas of potential programming: wholesale markets; sound, market-oriented policies; grain and oilseeds market development; and support for Crimean agricultural enterprises through access to finance. The purpose of the assessment was to characterize and investigate opportunities for USAID assistance and make recommendations for a strategy mix or direction for future assistance. The final report was submitted to USAID in January 2010.
- **THE UNION OF THE COMOROS:** In collaboration with USAID/Madagascar and USAID/EGAT, a team of experts conducted an in-country assessment to determine the most effective role for USAID to play in support of The Government of the Union of the Comoros in the microfinance sector. The team recommended that USAID funding could best be utilized by either supplementing an existing program or to support the strengthening of agricultural value chains and the development of financial products that meet the needs of value chain actors.

PROGRAM MANAGEMENT

By the end of 2009, the FIELD-Support program was implementing nine Associates Awards and had launched 14 pilot activities, for a total portfolio of more than \$245 million spanning four years and 20 plus countries. Centrally managed by AED, the program activities are implemented by a consortium of nine core partners and a cadre of resource organizations (See Annex A for more about the FIELD-Support team, and Annex B for brief overviews of FIELD-Support’s 2009 activities). Figure 2. shows that while AED maintains a small proportion of the funds for FIELD-Support management and oversight, 85% of the portfolio is sub-awarded to the diverse team of implementing partners to implement the Associate Awards and pilot activities. Figure 3. shows a similar trend within each of the major Associate Awards.

As a steward of USAID funds, the FIELD-Support team takes effective program management very seriously. To that end, the program’s management structure is set up to assess operational challenges and make management improvements quickly, particularly as they pertain to technical and financial oversight of Associates Awards and Leader activities. This includes FIELD-wide financial reporting and a strengthened knowledge dissemination plan to leverage the broad-based activities across the program portfolio.

In addition, FIELD-Support requires a comprehensive close-out plan for all projects awarded. While the close-out process of each Associate Award and pilot may differ based on the scope and scale of the project, as well as its location and implementing partners (host-country local or US-based organizations), all projects go through a comprehensive and thorough close-out review that is part of AED’s general operating procedures. All activities concerning phasing out of activities, disposition of financials, and close down of all offices are closely monitored.

Figure 2. All FIELD-Support funded Activities (with AED management costs)

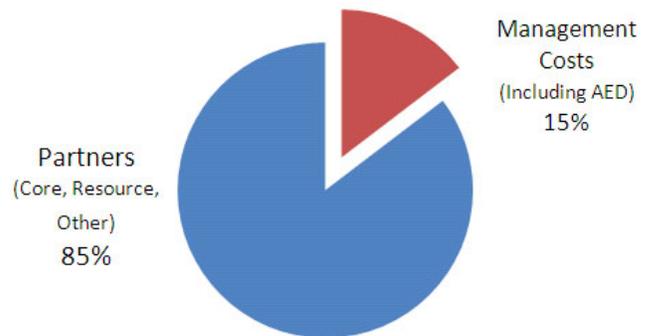
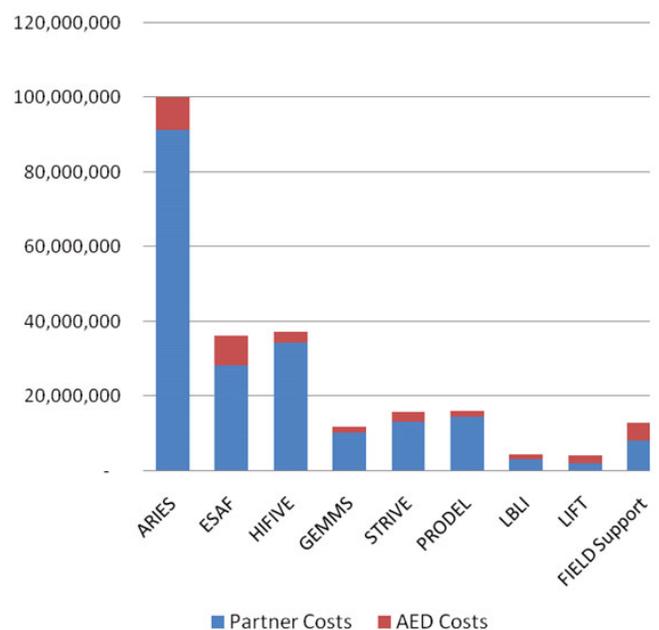


Figure 3. Key FIELD-Support Associate Awards (with AED management costs)



NE FIELD-SUPPORT TEAM

A critical component of FIELD-Support’s management structure is active engagement of the full consortium of partners. Through periodic updates, coordination meetings, and FIELD-sponsored events, implementing partners are actively engaged in program design, implementation, and learning dissemination in order to leverage the broad experience and networks of the partner organizations.

KNOWLEDGE MANAGEMENT

A central component of FIELD-Support is Knowledge Management and Learning Dissemination which focuses on knowledge generation (*learning*), knowledge dissemination and dialogue (*sharing*), and knowledge application (*doing*). The vision for an innovative and cohesive practice for knowledge management includes three main goals: to link FIELD-Support activities and learning to the broader USAID Microenterprise Development learning agenda; to engage USAID and FIELD-Support consortium partners in collaborative learning efforts; and to consistently produce and effectively disseminate high-quality learning deliverables.

...Learning
...Sharing
...Doing

In 2009, in an effort to reenergize and broaden its knowledge management activities, FIELD-Support revised its vision and strategy for effective knowledge and learning dissemination by seeking to raise the profile of the FIELD-Support mechanism among USAID Missions and practitioners, and produce high-quality learning products and events. Our continued aim is to leverage USAID investment in Associate Awards and Pilot projects by capturing and sharing lessons learned to advance the practice of microenterprise development. Highlighted below is a selection of key learning events and activities FIELD-Support hosted this year. See Annex C for a comprehensive list of FIELD-Support learning products.

- **FIELD DAY 2009:** Hosted by AED and the FIELD-Support LWA, FIELD Day 2009 was a day of dynamic workshops, panel presentations, and debate designed to introduce enterprise-based approaches to one of development's most persistent problems: the lack of food security. The day consisted of a keynote address by Dr. Stuart Hart, a leading authority on sustainable business strategies and a founder of the Base of the Pyramid (BoP) model; a debate moderated by FIELD-Support Director Paul Bundick; and a range of concurrent workshops organized around food security and current FIELD-Support programs. For detailed information on any of the six afternoon FIELD Day sessions, including PowerPoint presentations and Session notes, please visit **SEEP's** conference page: <http://seepnetwork.org/Pages/AC/FieldDay.aspx>. Refer to Annex D for an At-a-Glance conference agenda.
- **CYES NETWORK LEARNING PLATFORM GROWTH:** Since its launch on November 3, 2008, the CYES Network Learning Platform has been visited by thousands of practitioners from over 120 countries. Over the course of the year, CYES developed partnerships with the Columbia University-based CPC Network as well as the **SEEP HAMED** Network and Aflatoun to expand its reach. (www.cyesnetwork.org)
- **YOUTH LIVELIHOODS IN CONFLICT EVENT:** Through the CYES Network, FIELD co-sponsored an event with the Washington Network for Children Affected by Conflict (WNCAC). With over 50 people in attendance, WNCAC's largest event ever was a direct result of a blog post to the CYES Network web platform.
- **SEEP NETWORK STANDARDS LAUNCH EVENT:** The FIELD-Support LWA in collaboration with **SEEP Network** and **AED** co-hosted a launch event for the "Minimum Standards for Economic Recovery After Crisis," held at the AED conference center. Development of the Standards was spearheaded by the SEEP Network and written by a dedicated group of 35 practitioners from 25 development organizations. The Standards, which suggest strategies and interventions to promote enterprises,

employment, cash flow and asset management among conflict or disaster-affected environments, cover Common Standards and Assessments & Analysis, plus four distinct technical areas: financial services, assets interventions, employment creation, and enterprise development. Find the Standards online at www.seepnetwork.org.

- **VALUE CHAIN “WIKI” PRACTITIONER E-CONSULTATION EVENT:** FIELD-Support collaborated with the USAID AMAP BDS program, **ACDI/VOCA**, and KDMD to design and execute a wiki e-Consultation. The initiative, which comprised an online Webinar, a three-day virtual website review and a two-day online discussion, aimed to both to gather practitioner feedback and build interest in and awareness of the USAID Value Chain Wiki prior to its launch. The exercise yielded highly positive results. A range of FIELD partner organizations submitted feedback to the KDMD team and/or to FIELD-Support directly, however the real success lay in the doors the initiative opened for further and more substantive engagement of FIELD partners is co-creating value chain tools and further expanding the wiki in the future.
- **CASE STUDIES AND PROGRAM REVIEWS PRODUCED TO FURTHER FIELD LEARNING ACROSS PROJECTS:** Six case studies on the ARIES program were produced under the management of the FIELD Leader leveraging ARIES funding; a program review was conducted of the PRODEL program in Ecuador as input for a lessons learned document; and, a program review was conducted of the **CARE** Financing Water pilot project in Peru to gather input for a case study document the project’s approach, results and lessons learned. All of these reports were completed in the third quarter.
- **GLOBAL DISSEMINATION EVENTS OF THE “MANUAL FOR FACILITATING THE DEVELOPMENT OF OUTGROWING OPERATIONS”:** In September 2009, **Action for Enterprise (AFE)** conducted a series of dissemination events designed to share the contents of the manual with development practitioners. Half-day events were held in Bangladesh, Tanzania, Kenya and Washington DC. During these events AFE representatives presented the contents of the manual, including key lessons learned from the perspective of companies, farmers, and development organizations. More than one hundred people participated in the dissemination events, including representatives from USAID missions and other donors, government, development programs, and local/international consulting firms and NGOs.

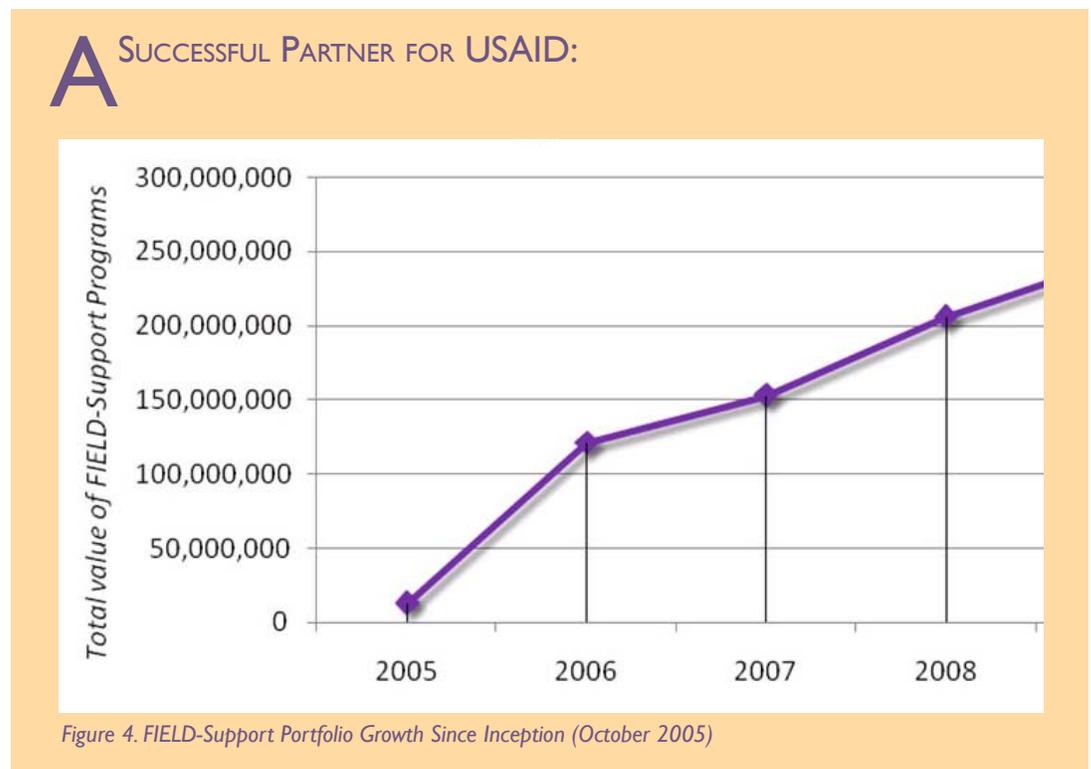
In addition to the portfolio of pilots and demonstration projects, FIELD-Support hosts two on-going technical working groups, one on the facilitation of value chain development and the other on climate change and microfinance. The aim of the Value Chain Facilitation group is to bring together specialists to both share experience and develop high-quality tools. The Climate Change Working Group was established to provide an ongoing forum for learning, information exchange and advocacy on the role of microfinance institutions in combating climate change. FIELD-Support also fosters learning through briefs, papers, podcasts, presentation and hosting special knowledge sharing events, as listed in Annex C.

WHAT'S NEXT FOR FIELD-SUPPORT

During the first four years of FIELD-Support operations, AED and its partners have developed a responsive and relevant mechanism for USAID to address its economic strengthening objectives. USAID Missions and operating units have issued 13 Associate Awards from the start of FIELD-Support in November 2005 for a total of more than a \$245 million, demonstrating an average growth of 25% each year (See Figure 4. below). These Awards cover all three major thematic areas of the MD office: financial services, enterprise development, and economic strengthening of vulnerable populations.

Building on the solid foundation of the first four years, in 2010 AED and partners will focus on consolidating the gains that have been made to improve the state-of-the-practice of microenterprise development and microfinance. FIELD-Support will continue to pursue two strategic priorities. First is to serve as an easy-to-use mechanism for USAID Missions to engage well-known and competent microenterprise development organizations in the collaborative design and implementation of Associate Awards in support of Missions' strategic objectives. Second is to serve as a vehicle for learning and knowledge management, or improving the practice of microenterprise development through the generation, sharing and application of practical knowledge.

Continuing the close consultative working relationship between AED and USAID's Microenterprise Development MD Office, FIELD-Support is ensuring that the program designs, implements and documents approaches to microenterprise development that build more inclusive financial systems, improve the competitiveness of industries in which micro and small enterprises participate, and address livelihood and economic security needs of vulnerable and other target populations.



About the FIELD-Support Consortium Partners

The FIELD-Support team, led by AED, comprises a pool of 10 core members and 17 resource organizations, all with proven track records in reducing poverty and promoting sustained, equitable growth. FIELD-Support works with each USAID Mission or operating unit to select the best team for each assignment, which may also include additional strategic partners or local organizations if more specialized expertise is required.

CORE ORGANIZATIONS:

The Academy for Education Development (AED)	www.aed.org
ACCION International	www.accion.org
ACDI/VOCA	www.acdivoca.org
Action for Enterprise	www.actionforenterprise.org
CARE	www.care.org
FINCA International	www.villagebaking.org
IRIS Center-University of Maryland	www.iris.umd.edu
Opportunity International	www.opportunity.org
Save the Children	www.savethechildren.org
World Council of Credit Unions	www.woccu.org

RESOURCE ORGANIZATIONS:

Alternative Credit Technologies	www.alternative-credit.com
Americas Association of Cooperative/Mutual Insurance Societies	www.aacmis.org
Cornell University-Base of the Pyramid Laboratory	www.johnson.cornell.edu
Development Training Services	www.onlinedts.com
Freedom from Hunger	www.freefromhunger.org
Georgetown University Center for Intercultural Ed. & Development	cied.georgetown.edu
International Development Enterprise	www.ideorg.org
International Real Property Foundation	www.irpf.org
Mennonite Economic Development Associates	www.meda.org
Michigan State University-Agricultural Economics Department	www.aec.msu.edu
Microfinance Opportunities	www.microfinanceopportunities.org
Rainforest Alliance	www.rainforestalliance.org
Small Enterprise Education and Promotion (SEEP) Network	www.seepnetwork.org
Technoserve	www.technoserve.org
University of Michigan-William Davidson Institute	www.wdi.umich.edu
Women's World Banking	www.swwb.org
World Vision International	www.worldvision.org

Summary of FIELD-Support Activities

ASSOCIATE AWARDS in 2009:

(in alphabetical order)

African Diaspora Marketplace (ADM)

Implemented by: AED, George Washington University, OPIC, EcoBank
Funded by: USAID Economic Growth and Trade (EGAT), Western Union Corporation and Foundation, OPIC
Duration: 5/2009 -12/2011
Total Award Value: \$1,4,000,000

The African Diaspora Marketplace (ADM) is a business plan competition designed to support the entrepreneurial spirit and resources of the U.S.-based African diaspora community to promote economic development in Sub-Saharan Africa by facilitating diaspora direct investment (DDI) in viable small and medium enterprises (SMEs). Specifically, the ADM will catalyze job creation, income generation and the delivery of vital goods and services by providing matching grants to African diaspora members working in partnership with African-based enterprises and/ or entrepreneurs.

Agriculture, Rural Investment and Enterprise Strengthening Program in Afghanistan (ARIES)

Implemented by: AED, ACDI/VOCA, FINCA, Shorebank International, MISFA, WOCCU
Funded by: USAID Afghanistan
Duration: 9/2006 -12/2009
Total Award Value: \$99,999,219

The ARIES project in Afghanistan was the largest rural finance program ever funded by USAID. It aimed to establish a full and commercially viable rural finance system consisting of microfinance, credit unions, agricultural cooperatives and commercial bank financing of SMEs. This remains an important laboratory on the learning front understand best practices in the roll-out of Islamic financial products and services which make up a large part of this program.

Ecuador Local Business Development (LBD)

Implemented by: AED, ACDI/VOCA, CARE
Funded by: USAID Ecuador
Duration: 11/2007 -9/2012
Total Award Value: \$16,093,000

This activity supports USAID in its efforts to promote the competitiveness of Ecuadorian enterprises along the southern and northern borders and create licit employment opportunities. The overall objective of the LBD program is to increase income and employment for families along the southern and northern borders by supporting the expansion of private enterprises that will rapidly generate income and employment.

Expanded and Sustained Access to Financial Services (ESAF)

Implemented by: AED, the William Davidson Institute (WDI), Shorebank International (SBI)
Funded by: USAID West Bank/Gaza
Duration: 9/2008 -10/2011
Total Award Value: \$36,299,966

The Expanded and Sustained Access to Financial Services program (ESAF) supports USAID in its efforts to build a more inclusive financial sector that increases the sustainable access to financial services for Palestinian households and MSMEs. Through a variety of interventions, ESAF is addressing identified weaknesses in the financial system at the consumer, institution, and enabling and regulatory environment level input.

Fostering Agriculture Competitiveness Employing Information Communication Technologies (FACET)

Implemented by: AED
Funded by: USAID Sub-Saharan Africa
Duration: 10/2009 - 9/2011
Total Award Value: \$400,000

FACET will help USAID Sub-Saharan Africa Missions to improve competitiveness and productivity across the agriculture sub-sectors through the use of information and communication technologies. FACET is designed to provide expert technical support to USAID missions and their implementing partners. The project will develop analytical tools and provide technical support to assist development practitioners in the field on how to design and employ various kinds of ICT to upgrade agricultural value chains being supported by mission programs. The project will also establish a learning network to share results, detail what works, what doesn't and how to improve ICT applications in value chain development.

Generating Economic Development through Microfinance in Southern Sudan (GEMSS)

Implemented by: ACDI/VOCA, AED
Funded by: USAID Southern Sudan
Duration: 12/2008 - 9/2011
Total Award Value: \$11,999,162

AED, in partnership with ACDI/VOCA, aims to support USAID in its effort to build the foundation of an inclusive financial sector in South Sudan that provides poor entrepreneurs and households with permanent access to a range of financial services delivered by a number of MFIs. It is the project's goal to give entrepreneurs access to financial services that will enable them to mitigate risk and invest in a variety of livelihood activities that will increase household income and employment, and thus, contribute to economic growth in South Sudan.

Haiti Integrated Finance for Value Chains and Enterprises (HIFIVE)

Implemented by: AED, World Council of Credit Unions (WOCCU), Technoserve
Funded by: USAID Haiti
Duration: 7/2009 - 7/2012
Total Award Value: \$37,169,702

HIFIVE is a financial sector service project designed to encourage a dynamic Haitian economy by increasing the availability of financial products and services to its people and to its enterprises. A catalyst and a facilitator, HIFIVE will work primarily on the supply side of the financial sector to empower Haitians by providing access to innovative financial products and services with a focus on rural areas, targeting high potential value chains, encouraging Diaspora investments, supporting the use of technology while maximizing synergies with other USAID projects.

Lebanon Business Linkages Initiative (LBLI)

Implemented by: ACDI/VOCA, AED, AFE, BADER, Union of Arab ICT Association (IJMA3)
Funded by: USAID Lebanon
Duration: 8/2008 - 8/2010
Total Award Value: \$4,494,932

In support of achievement of USAID/Lebanon's goal of fostering growth and reducing poverty in rural Lebanon by building on previous activities in agribusiness, tourism and ICT, the Lebanon Business Linkages Initiative program will be implemented through activities focused on objectives including expansion of market access, improvement of access to financial markets, and elimination of restraints to industry and SME growth.

Livelihood and Food Security Technical Assistance (LIFT)

Implemented by: AED, CARE, SAVE
Funded by: USAID's Office of HIV/AIDS

Duration: 9/2009 - 9/2014

Total Award Value: \$4,136,862

LIFT is five-year project providing rapid technical support, in close collaboration with USG agencies and partners, on market-driven livelihoods strengthening for food and nutritional security in order to sustainably improve the economic circumstances of highly vulnerable households, including those infected or affected by HIV/AIDS.

Supporting Transformation by Reducing Insecurity & Vulnerability with Economic Strengthening (STRIVE)

Implemented by: AED, SAVE, MEDA, AFE, IRIS, ACDI/VOCA, CARE

Funded by: USAID Displaced Children and Orphans Fund (DCOF)

Duration: 9/2007 - 9/2012

Total Award Value: \$15,935,785

Through STRIVE, AED is working to demonstrate an effective means to strengthen the economic circumstances of highly vulnerable children and the families and communities that care for them. To achieve this, AED works in close collaboration with the Displaced Children and Orphans Fund (DCOF) and a team of leading child-focused organizations and economic strengthening (ES) organizations to partner on producing replicable methodologies for economic development that demonstrably benefit vulnerable children.

PILOT ACTIVITIES in 2009:

(in alphabetical order)

Energy and Microfinance (FINCA with IRIS)

With existing experience linking energy to microfinance in Uganda and a growing affiliate in Afghanistan, FINCA aims to explore opportunities for improved access to appropriate renewable energy technologies under this activity. Given contextual differences, FINCA will approach its work in each country differently. However, the combined effort aims to shed increased light on the opportunities for – and challenges to – improved access to appropriate energy solutions among poor clients.

Financing Water: Using Financial Systems to Improve Access to Irrigation and Markets in Rural Peru (CAREPeru)

CARE is implementing this project in Peru's Ayacucho Region. The project will increase small-scale agricultural enterprises' yield and product variety by financing irrigation systems, and will link farm families with markets to maximize the value of increased productive capacity.

Graduating the Poorest into Microfinance: Linking Safety Nets w/ Financial Services (IPA)

As an element of a multi-donor initiative to test and track CGAP's graduation model, USAID has programmed one study through FIELD.

Innovation Grant Program (IGP) Learning Networks (SEEP Network)

The IGP Learning Networks emphasize collaborative, peer learning to improve implementation of USAID-funded projects in enterprise development and financial services. Under IGP, learning networks are being set up for the recipients of Enterprise Development Implementation Grants and for the recipients of Financial Services Implementation Grants.

Integrating Small Farmers (AFE with Technoserve)

AFE is studying how development programs can facilitate sustainable and mutually beneficial outgrowing operations between smallholder farmers and agribusiness companies.

Market Development WG: Economic Recovery after Crisis (SEEP Network)

This activity brings together practitioners from relief and development agencies working in enterprise development and financial services, including nonprofit institutions and private contracting organizations, to develop a set of guidelines for practitioners operating in the “relief to development continuum” in post-conflict, conflict, natural disaster and other crisis settings.

Microfinance Energy Links (ACCION)

ACCION is working with local partners to develop, test, refine, document and publicize holistic integrated approaches to financing and marketing clean energy products to large numbers of people in developing countries. Product focus is on solar lanterns.

Migrant-backed Loans: Mobilizing Remittances for Enterprise Finance (William Davidson Institute)

WDI plans to design and test an innovative financial facility that allows migrants in the United States to act as guarantors for micro and small enterprise loans in Guatemala.

Practitioner Learning Program (SEEP Network)

The PLP explores the key challenges facing the microfinance and microenterprise development fields through targeted grants in priority thematic areas that resonate strongly with both practitioner needs and USAID interests. FIELD funds three PLP activities: Building Alliances to Serve HIV/AIDS-Impacted Communities in Sub-Saharan Africa, Youth and Workforce Development, and Rural and Agricultural Finance.

Regional Training of USAID Poverty Assessment Tools (IRIS Center)

The lack of widely applicable, low-cost tools for poverty assessment makes it difficult for USAID to determine whether it is meeting mandated targets that half of all USAID microenterprise funds benefit the very poor. In 2003, USAID/EGAT/MD contracted IRIS to develop, test and disseminate poverty assessment tools that meet Congressional requirements for accuracy and practicality. Under this pilot, a number of Training of Trainers workshops (TOTs) are being offered to those implementing USAID funded microenterprise programs. The participants of the TOTs will then be available to train local organizations in their home countries on the use of the poverty assessment tools.

Sustained Market Access for Subsistence Farmers (Save the Children with AFE)

SAVE and its partners seek to expand financial services in selected underserved areas of the Altiplano and adjacent Valleys. Pilot activities support improved agricultural technology and market access; provide TA to small producers and businesses; generate economic sustainability in food-insecure areas.

FIELD-Support Learning Products Catalogue

(Electronic copies available online at www.microlinks.org/field)

FIELD-SUPPORT REPORTS

- Assessment of the Bangladesh Private Sector for Health Care Services
- Economic Strengthening for Vulnerable Children: Principles of Program Design & Technical Recommendations for Effective Field Interventions
- Delivering Microfinance and Social Services in Conditions of Fragility in Nepal
- Options, Management and Enforcement of Collateral for Microfinance Loans in the West Bank & Gaza
- Mobilization of Savings in the West Bank & Gaza
- Mobile Money Study: West Bank & Gaza

FIELD-SUPPORT BRIEFS

- Introduction to the Knowledge Series
- Managing Up, Down and Around in Crisis Environments
- Economic Strengthening for Vulnerable Children
- Mobilization of Savings in the West Bank & Gaza
- Integrating Remittance Recipients into the Financial Sector
- Summary of Mobile Money Study: West Bank & Gaza

OTHER PUBLICATIONS

- Minimum Standards for Economic Recovery after Crisis
- New ICT Solutions to Age-Old Problems: Case of the IGP India Project
- Getting to 'Good Enough' in Product Upgrading: SDCAsia and the Cardava Banana Value Chain
- Bank-Microfinance Alliances: FINCA's Pilot Program for Prepaid Cards in Mexico
- Blazing a Trail, Addressing Obstacles: Lessons from Save the Children and Fondation Zakoura's Youth Microfinance and Training Program
- Cost-effective Household Surveys: Key Lessons for Implementing a Household Livelihood Survey on a Budget
- Developing a Cost-Benefit Analysis Tool: Experiences and Lessons from Malawi and Mozambique
- Expanding Outreach in Malawi: OIBM's Efforts to Launch a Mobile Phone Banking Program
- The "Human Aspect" of Commercial Transformation: The Case of NRSP-Pakistan
- Implementing a Household Livelihood Survey in a Post-Disaster Environment: ShoreBank International Ltd, NRSP, and the AMPER Program in Pakistan
- Learning from Pilots: The Case of ShoreBank International/AMPER in Pakistan
- Linking Youth with Knowledge and Opportunities in Microfinance (Save the Children/Fondation Zakoura)
- Overcoming Back-end Barriers: Opportunity International and Bank Switching Solutions
- Web-based Case Study: FINCA's Prepaid Card Training for Clients
- WOCCU Value Chain Finance Implementation Manual: Increasing Profitability of Small Producers
- Manual for Facilitating the Development of Outgrowing Operations
- Two teaching guides: one that illustrates the benefits of technified irrigation and the main components of the system and the other is a manual on the operation and maintenance of the pressurized irrigation system.

- Knowledge dissemination teaching guides
- Irrigation system guide
- Implementation manual (incorporating feedback from practitioners per their task force annual meeting)
- Impact assessment report on solar home systems
- Microenergy pilot final report
- ARIES Project histories (6 – written by each implementing partner)
- Designing a Financial System from the Ground Up
- Pros and Cons of Separating Financial Services Development from Enterprise Development

FIELD & “ENERGY LINKS” PODCASTS

- Energy & Microfinance with Harish Hande of SELCO India
- Remittances & Credit Unions with William Bonilla of WOCCU
- Poverty Assessment with Brian Beard of the IRIS Center
- April Allderdice and James Dailey of MicroEnergy Credits
- Gaurav Gupta of the The Climate Project India
- Ibrahim Togola, Director, The Mali Folke Center
- Paul Breloff of SKS Microfinance
- Patricio Boyd of Emprenda Argentina
- Nick Sowden of ToughStuff
- Jacob Moss and the Partnership for Clean Indoor Air
- Asif Dowla, Climate Change and Microfinance
- Roey Rosenblith, co-founder of Village Energy in Uganda

FIELD VIDEOS

- Using the Value Chain Approach to Achieve Triple Bottom Line Outcomes
- Developed 5 training videos on different aspects of data processing and analysis in Epi Info.

FACILITATION WORKING GROUP

- Cycle 1: Defining Lead Firms & Facilitation Principles
- Cycle 2: Methods for Identifying and Selecting Lead Firms
- Cycle 3: Structuring and Managing Collaboration with Lead Firms
- Cycle 4: Types of Interventions / Capacity-Building Activities FIELD Day 2009

FIELD Day 2009: FOOD SECURITY: EXPLORING NEW PATHWAYS

At-a-Glance Agenda

FIELD DAY WELCOME

Paul Bundick, AED

KEYNOTE PRESENTATION

Introduction by Khalid Al Naif, University of Michigan

Stuart Hart, Cornell University

“Connecting Business and Community: Innovating for Change”

Plenary Panelists:

- Buzz Guroff, ACDI/VOCA
- John Magnay, Opportunity International
- Simon Winter, TechnoServe
- Joan Parker, Dairy Industry Association
- Chris Dunford, Freedom from Hunger

MORNING CONCURRENT WORKSHOPS

“Market Development Initiatives Promoting Food Security”

Speakers:

- Margie Brand, EcoVentures International/ AED
- Paul Guenette, ACDI/VOCA
- Tracy Gerstle, CARE
- Frank Lusby, Action for Enterprise

“Linking Finance to Food Security: Approaches, Products, and Tools”

Speakers:

- Thierry van Bastelaer, Save the Children
- Steve Coffey, Opportunity International
- Scott Graham, FINCA International
- Yetnayet Girmaw, CARE
- Myka Reinsch-Sinclair, Freedom from Hunger

“Addressing Food Security: What are the Approaches?”

Speakers:

- Brinton Bohling, USAID/EGAT
- Jeanne Downing, USAID

- Ruth Campbell, ACDI/VOCA
- Mariko Scavone, Williams Zavaleta, Save the Children - Bolivia
- Dan Norell, World Vision

AFTERNOON CONCURRENT WORKSHOPS

“Monitoring Nutritional and Health Outcomes of Food Security, Economic Strengthening, and Livelihood Programs”

Speakers:

- Margie Brand, EcoVentures International/ AED
- Megan Deitchler, FANTA II
- Carol O’Laughlin, Winrock
- Lisa Parrott, SAVE the Children

“Addressing the Food Security and Economic Needs of HIV and AIDS-affected Clients”

Speakers:

- Linda Jones, Aga Khan Foundation
- Laura Meissner, the SEEP Network
- Jared Penner, MEDA
- Josephine Adams, Sinapi Aba Trust
- Elly Kaganzi, CHF International
- Victoria Francis, Emerging Markets Group

“Taking the Green Leap – Collaborative Opportunities for Business, NGOs and Communities”

Speakers:

- Paul Bundick, AED
- Stuart Hart, Cornell University
- Rob Schneider, USAID
- Susan Bornstein, Technoserve
- David Levai, ACCION

FIELD DAY RECEPTION