

USAID
BUREAU FOR ECONOMIC GROWTH, AGRICULTURE AND TRADE
OFFICE OF ECONOMIC GROWTH

ASSISTANCE INSTRUMENTS

SEGIR INDEFINITE QUANTITY CONTRACTS (IQCs)

Support for Economic Growth and Institutional Reform (SEGIR) – The SEGIR IQCs offer missions and bureaus quick, easy access to 28 consortia representing 250 contractors specializing in five technical areas: **General Business, Trade, and Investment (GBTI); Commercial, Legal and Institutional Reform (LIR); Macroeconomic Policy; Privatization; and Financial Sector**. The first generation of contracts have an aggregate authorized ceiling of almost \$2.2 billion (please see Annex A for a breakdown). Follow-on IQCs are complete and awarded for Privatization, and about to be awarded for LIR and Macroeconomic Policy. These follow-on IQCs will be authorized at an aggregate level of at least \$4 billion. The follow-on Financial Sector and GBTI contracts may be completed in time for the FY2004 procurements.¹ Missions use their own funds for task orders under the various SEGIR components. For more information on how to access SEGIR, check the USAID website (http://inside.usaid.gov/eg/segir_gen/segir.htm). Also contact the CTO and Component Manager of the appropriate SEGIR component.

<u>Component</u>	<u>CTO</u>	<u>Manager</u>
Privatization	Yoon Lee (ylee@usaid.gov)	Mark Karns (mkarns@usaid.gov)
Commercial, Legal & Institutional Reform	Yoon Lee (ylee@usaid.gov)	Nick Klissas (nklissas@usaid.gov)
Macroeconomic Policy	Jim Elliott (jelliott@usaid.gov)	Jim Elliott
Financial Sector	John Crihfield (jcrihfield@usaid.gov)	John Crihfield
GBTI	Yoon Lee (ylee@usaid.gov)	Mark Karns (mkarns@usaid.gov)

INTERAGENCY AGREEMENTS

U.S. Securities and Exchange Commission:

This program consists of SEC-led activities to facilitate the development of securities and capital markets, corporate governance, and securities regulatory functions within USAID cooperating countries, using the expertise of the world's premier securities regulatory body. Activities are short-term in duration, and typically include country and market assessments; review and commentary on proposed securities, and corporate laws and regulations; technical support for on-site USAID contractors; and annual training opportunities through SEC's International Institute for Securities Market Development, and International Institute for Enforcement and Market Oversight. Missions and bureaus may access the technical services of SEC through an Interagency Agreement between the EGAT Bureau and SEC. EGAT funding support may be available for cost-sharing in some cases. Contact: Georgia A. Sambunaris (gsambunaris@usaid.gov).

¹ The follow-on Financial Sector and GBTI awards will be made through another federal government organization (the General Services Administration) and will be called Blanket Purchase Agreements (BPAs). The BPAs will closely resemble IQCs, and from a user's perspective function in the same way.

U.S. Federal Trade Commission (Summer 2004):

This program will consist of FTC- and U.S. Department of Justice-led activities to assist institutional capacity building among competition policy authorities in USAID cooperating countries. Activities would largely consist of conducting assessments and in providing short term technical assistance. Longer term activities are possible, but would require a separate funding vehicle. Contact: Nicholas Klissas (nklissas@usaid.gov).

Federal Deposit Insurance Corporation:

This Interagency agreement facilitates the transition of emerging market banking and financial sector institutions into accommodation of functioning and transparent deposit insurance networks, and prudential oversight and corporate governance of bank deposits by investors. The FDIC will provide technical assistance and training in support of USAID financial sector reform activities. The program will assist USAID cooperating countries in developing deposit insurance within a host country banking structure, and will offer advisory services in the development of bank risk assessment. The new EGAT financial sector strategy envisions a growing role in the conduct of corporate governance practices in the banking sector aimed at addressing risks and providing for fair treatment of all depositors/investors. The new FDIC IAA will be implemented worldwide among USAID countries. This agreement will run through 2007 as a 632(a) transfer to the FDIC. Contact: Georgia A. Sambunaris (gsambunaris@usaid.gov).

GRANT AGREEMENTS

Financial Services Volunteer Corps (FSVC):

FSVC's mission is to build the sound financial infrastructure required by countries seeking to develop transparent, market-oriented economies. FSVC's core competencies include the following: commercial banking; central banking; capital markets; banking and financial legislation; anti-money laundering; payment systems; pension systems; and corporate governance. Through FSVC, missions have access to active professionals in the U.S. financial community for short-term, volunteer consulting services overseas. Volunteers are typically leaders in their field, and often establish professional relationships with their counterparts that last well beyond any particular assignment. Missions and bureaus may access the technical services of FSVC through a Cooperative Agreement between the EGAT Bureau and FSVC. USAID missions and bureaus pay for travel and lodging for the volunteers, including indirect costs. FSVC provides financial sector experts, who volunteer their time at no cost to the program. Contact: John Carihfield (jcarihfield@usaid.gov).

Public-Private Infrastructure Advisory Facility:

Through EGAT, USAID participates as a board member and donor, in the Public-Private Infrastructure Advisory Facility (PPIAF) a multi-donor facility designed to help developing countries improve the quality of their infrastructure through private sector involvement. The PPIAF is widely recognized as the focus of state-of-the-art thinking in this area. It identifies, disseminates, and promotes best practices on matters related to private involvement in infrastructure. Limited USAID funding can have a larger impact when leveraged with PPIAF funding and/or PPIAF expertise in ports, railways, electricity, sewerage, water, solid waste, and others. USAID Contact: Mark Karns (mkarns@usaid.gov). Website: www.ppiaf.org

New Access to Volunteer Organizations VEGA:

Volunteers for Economic Growth Alliance (VEGA) is a Leader with Associate (LWA) Cooperative Agreement providing access to an Alliance of sixteen economic growth volunteer organizations. VEGA is designed to provide Missions with a broad range of volunteers in a variety of economic growth specializations. Missions can initiate a collaborative design process for an Associate Agreement with

VEGA by sending a description of the envisaged program to the CTO. VEGA will also be engaged, through the Leader Agreement, in defining best practices of utilizing volunteers to achieve impact in economic growth areas. This will include: defining best practices in the design of programs whose goal is to achieve sustainability through host-country private sector suppliers of business services; creating a monitoring and evaluation system to quantitatively and qualitatively capture impacts of volunteer programs; and using the information gained through these exercises to improve activity designs in the field. For more information on VEGA contact Kristin Randall (krrandall@usaid.gov) or visit www.vegaalliance.us.

Emerging Markets Development Advisors Program:

EMDAP places first year U.S. Master of Business Administration (MBA) students and students in international business/development programs in host-country businesses for 10 months to provide general management technical assistance. While in country, Advisors work in mid-level management positions, keep contact with their U.S. university mentors (professors/department heads within their graduate school), and write case studies on issues of the Advisors' choosing on the challenges of conducting business in a developing country. The case studies are published, together with a compendium of "lessons learned" which can be utilized by U.S. and host-country universities. The EMDAP is implemented through a Cooperative Agreement with the Institute of International Education (IIE). Mission funding is provided through transfers to EGAD/EG for the EMDAP CA or through incremental funding via a MAARD. Contact: [Kristin Randall \(Krrandall@usaid.gov\)](mailto:Krrandall@usaid.gov).

The Center for International Private Enterprise (CIPE: www.cipe.org):

The *Transitional Economies Corporate Governance Initiative* is a grant program focusing on non-governmental organization (NGO), and private sector enforcement of corporate governance in the financial sector. This activity also promotes business association development and SME training, and addresses issues related to the informal sector. The program aims to apply technical assistance and training initiatives that implement the recently revised OECD Principles of Corporate Governance, and transparent financial sector monitoring of corporate transactions. As an affiliate of the U.S. Chamber of Commerce, CIPE has a unique network of regional and host country business groups and policy organizations that serve as counterparts for this program. The program operates in harmony with the efforts of the OECD, the IFC/World Bank's Global Corporate Governance Forum in implementing an internationally recognized program of corporate governance practices through encouragement of:

- Corporate governance institutes and codes of conduct advocated by the OECD
- Board of director training and fair treatment of shareholder rights
- Financial reporting, auditing and enforcement training
- Media training
- Small grant pilot programs
- Shareholder rights for annual meetings for publicly listed companies
- Joint donor roundtable and white paper development

This activity provides for USAID/Mission buy-ins as well as regional funding for the E&E and LAC regions. Contact: Georgia A. Sambunaris (gsambunaris@usaid.gov)

Strategies and Analyses for Growth and Access (SAGA):

The SAGA program is currently Africa specific and has a cooperative agreement with Cornell University to implement a research program on micro level constraints to growth in Africa. Cornell is focusing their research efforts in Ghana, Uganda, Kenya, Madagascar, and S. Africa, as well as coordinating with WARP to work on regional activities in W. Africa. Other African missions interested in accessing Cornell University for analytical work that fits into their general research framework can buy-in to the

program. More information about the Cornell program can be found at www.saga.cornell.edu. SAGA also supports strengthening of national economic research institutes (think tanks) to formulate, disseminate and advocate economic policy analysis in support of economic reform. The project does this through a grant to The Secretariat for Institutional Support for Economic Research in Africa (SISERA), a regional organization based in Senegal. African missions interested in buy-in possibilities to support national economic research/policy institutes in their countries can find out more about SISERA through www.idrc.ca/sisera or contact Rita Aggarwal (ragnarwal@usaid.gov).

TRADE CAPACITY BUILDING (TCB) SUPPORT PROJECTS

Under the SEGIR contracts EGAT has entered into a number of task orders that Missions may utilize by adding additional funds. In some cases EGAT may share the cost of new activities with Missions. Because these are pre-competed, the paperwork and delay required is minimal. New requests for specialized technical assistance can be addressed in as little as three weeks.

SPS – Trade Capacity Assistance in Agricultural Standards (CAAS) – CAAS is a 3-year Task Order with Development Alternatives, Inc. (DAI) to address TCB needs related to the development and application of Sanitary and PhytoSanitary (SPS) measures and other agricultural and agribusiness standards. This includes both public and private sector needs, including strengthening public sector regulatory regimes and helping agricultural and food producers meet standards and regulations in key international markets. Other activities include: technical research, development of related training resources, surveys and analysis of critical SPS issues, in-depth evaluation of previous or existing SPS-related projects, and assistance with the design of SPS projects. This project has core funding from EGAT, with buy-in from the field. Contact: David Soroko (dsoroko@usaid.gov).

Customs, Trade Facilitation, & Transportation Security – The “Facilitating Streamlined Trade” (FASTrade) initiative responds to a growing awareness that cumbersome and often corrupt customs and other border clearance systems can be one of the greatest obstacles to effective integration into the global economy. FASTrade also can help missions address the increasingly complex and costly security requirements imposed on international shipments as part of the war against terrorism. EGAT has awarded the contract for this mechanism to a consortium consisting of Booz Allen Hamilton, Louis Berger, and George Mason University’s Mercatus Center. Please check the project website at <http://tcb-fastrade.com/> for a more detailed description of the different technical dimensions of the project, including a list of field activity concepts, an explanation of how to access FASTrade expertise, and further background information. Contact: John Ellis (jellis@usaid.gov)

Fiscal Reform in Support of Trade– Fiscal Reform is designed to help USAID provide technical leadership in addressing fiscal issues—those relating to trade liberalization and more broadly to tax policy and administration, budgeting and expenditure control, inter-governmental transfers, local taxes and so on. The services of the project are available to help missions identify, design, or evaluate fiscal activities, carry out fiscal research and analysis, or provide training in the fiscal area. This multi-year task order started in July 2003 is implemented by Development Alternatives Inc. (DAI) and Georgia State University. Fiscal Reform requires roughly a month for short-term taskings. Missions may buy-in to this activity. Contact: David Dod (ddod@usaid.gov). Project website: www.fiscalreform.net.

Services – Trade Enhancement for the Services Sector (TESS) – Trade Enhancement for the Services Sector (TESS) is a new USAID program that supports service sector liberalization and advancement. TESS is designed to support USAID missions in formulating and implementing service sector related elements of their trade strategies, through a variety of tools including training, trade capacity building, diagnostics, and other technical assistance. This three year initiative, implemented by CARANA

Corporation, involves the development of a website, training, and short-term assignments related to the design, implementation, and evaluation of service sector liberalization. Missions can access TESS services through core funding, co-financing, or Mission buy-ins. There is a three-week turnaround on taskings. Contact: (asimmons-benton@usaid.gov). Website: www.tessproject.com.

Commercial Law – The Seldon Project – Seldon mobilizes assistance to assess commercial law regimes, including laws concerning contract, commercial dispute resolution, property rights (IPR, land, and movables), bankruptcy, company law, trade law, and foreign direct investment. Seldon does commercial law assessments, trade law assessments, short-term consultative work, and assessments to help Missions design strategies and commercial law activities. Seldon, a 3-year Task Order implemented by Booz Allen Hamilton, expires in FY 2005. EGAT provides core funding and Missions can buy-in from the field. Seldon requires a one-month notice for short-term taskings. Contact: Nick Klissas (nklissas@usaid.gov).

WTO Accession and Compliance – The Doha Project – The Doha Project provides WTO accession support and short-term, trade-related consultative services. The short-term services in the WTO disciplines include IPR, services, sanitary and phytosanitary standards (SPS), customs, technical barriers to trade, and others. The Doha Project is a 3-year Task Order, expiring in FY 2005, implemented by Booz Allen Hamilton. EGAT provides core funding, and Missions can buy-in from the field. A one-month notice is needed for short-term taskings. Contact: Nick Klissas (nklissas@usaid.gov) or Anne Simmons-Benton (asimmons-benton@usaid.gov).

General Support for Trade Capacity Building (STCB) – STCB is a 3-year Task Order with Nathan Associates to respond to Missions' requests to provide trade-related technical assistance. Missions are expected to use their funds to access this mechanism. STCB has been used to design country-specific "trade mainstreaming" projects to integrate pro-trade policy and capacity building into national economic growth and poverty reduction strategies. Missions also use it for design support for TCB projects, technical research and workshops on global trade issues, and trade training courses for USAID staff and senior officials. Contact: John Ellis (jellis@usaid.gov).

SAGA/TRADE---This is a trade capacity building activity specific to Africa. The grantee is a regional organization in Africa called the African Economic Research Consortium (AERC). AERC commissions analytical work and organizes workshops on trade related issues of concern to African countries. National expertise is utilized to the extent possible in each of the African countries that AERC works. Missions can buy-in to this activity. Contact: Rita Aggarwal (ragnarwal@usaid.gov).

OTHER TCB ASSISTANCE

TradeMap – The TradeMap database is a proprietary, web-based database of the International Trade Center (ITC) in Geneva. TradeMap provides very up-to-date and comprehensive world trade and trade barrier data in a user-friendly format. EGAT and the ITC negotiated an agreement under which ITC will provide access and some training to all users USAID may identify, including host country government officials, academics, private sector counterparts, contractors and grantees. Though the database is considered particularly useful for businesses in exploring export markets, it can also be useful to trade policymakers. Access TradeMap at: www.trademap-usaid.org. Contact: Anne Simmons-Benton (asimmons-benton@usaid.gov).

IQCS PROVIDING COMPLEMENTARY SERVICES FROM OTHER EGAT OFFICES:

Rural and Agricultural Incomes with a Sustainable Environment (RAISE) – RAISE is a partnership between EGAT's Agriculture and Environment offices to help Missions design and implement strategies to stimulate lasting and broad-based job creation by strengthening natural resource-based industries and community-based natural resource management. RAISE consists of three consortia with over 30 partners including environmental NGOs, private sector businesses, consulting firms, and universities. These consortia can take on Task Orders lasting up to four years. Each consortium can undertake up to \$66.7 million in business. Task orders must be negotiated by November 23, 2003, with a Project Activity Completion Date of November 23, 2006 or before. The three RAISE consortia are led by Associates in Rural Development; Chemonics International; and Development Alternatives, Inc. For further information, click on www.raise.org or <http://www.genv.org/iqc/RAISE/index.asp> (for USAID website). For general inquiries regarding RAISE or submitting draft scope of work for initial review, contact raise@usaid.gov. Once a scope of work is approved, the Mission contracting officer sends it directly to the appropriate RAISE consortia. Contact: David Soroko (dsoroko@usaid.gov).

Partnerships for Food Industry Development (PFID) – PFID promotes science-based legal, regulatory and policy frameworks for international trade in food products, and adapts and applies food processing and marketing technologies to create value-added products and/or to improve their safety and quality. PFID is a Leader-with Associate grant mechanism for Mission buy-in and supports linkages between universities and food industries. It is being expanded in FY 2003 to include the full range of high-value seafood, meat and produce export products. Contact: Carol Wilson (cwilson@usaid.gov)

Global Workforce in Transition (GWIT): GWIT is a 5-year, \$35 million multi-task order IQC that provides Missions with easy access to workforce development, competitiveness, trade and SME development experts who can help countries raise workforce skills in ways that increase productivity and competitiveness, thereby fostering economic and employment growth. Activities include short-term workforce assessments and longer-term projects that strengthen connections between the private sector and education to improve workforce skills, sharpen their relevance and timeliness, and create more flexible labor markets. Workforce assessments help identify strategies for addressing challenges related to the current and future supply and demand for labor and skills resulting from liberalized trade policies, privatization, cluster-based competitiveness and SME development initiatives. More information on how to access GWIT and its activities and capabilities is available on the GWIT website, WWW.GWIT.US or by contacting: Robert McClusky (rmccclusky@usaid.gov).

Annex A

Support for Economic Growth and Institutional Reform (SEGIR)

SEGIR I:

<u>Component</u>	<u>Deadline – TOs</u>	<u>Deadline Work</u>
Privatization	September 30, 2003	Dec. 19, 2005
LIR	September 30, 2003	Feb. 7, 2006
Macroeconomic Policy	June 19, 2005	June 19, 2006
Financial Services	May 19, 2004	Jan. 19, 2007
GBTI	Aug. 13, 2004	Aug. 12, 2007

* Reflects the ceiling amount minus obligated funding. This may not be the amount available to for buy-ins.

SEGIR II: (all contracts can accept task orders for 5 years)

<u>Component</u>	<u>Ceiling</u>	<u>Notes:</u>
Privatization	\$ 500 million	obligated September, 2003
CLIR	\$ 600 million	planned for obligation FY 2004
Macroeconomic Policy	\$ 600 million	planned for obligation July 2004
Financial Sector	unlimited	planned for obligation late FY2004
GBTI	unlimited	planned for obligation 9/30/04