

RDCBAH 371

UNITED STATES OF AMERICA  
AGENCY FOR INTERNATIONAL DEVELOPMENT

REGIONAL ECONOMIC DEVELOPMENT SERVICES OFFICE  
FOR EAST AND SOUTHERN AFRICA (REDSO/ESA)

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NAIROBI, KENYA

26 May 1987

Mr. Thomas E. Giddings  
Technoserve Inc.  
11 Belden Avenue  
Norwalk, CT 06850

Subject: Cooperative Agreement No. ~~696-0121-A-00-4011-02~~  
(Amendment No. 2)

Dear Mr. Giddings:

Pursuant to the authority contained in the Foreign Assistance Act of 1961, as amended, and the Federal Grant and Cooperative Agreement Act of 1977, the United States Agency for International Development (hereinafter referred to as "A.I.D.") hereby amends the subject Cooperative Agreement to make certain changes to the Program Description and to increase the amount of funds obligated within the total estimated amount for this program.

To that end, the following changes are hereby effected:

1. Article I.A., Project Summary, introductory paragraphs are revised to read as follows:

"The purpose of the Rwanda Private Enterprise Project is to promote the development of the private sector in Rwanda with an emphasis on agribusinesses, but also including productive, service, and in some cases commercial, enterprises. This will be accomplished through the provision of technical assistance to enterprises, assistance in technology adaptation, support to training institutions, and by contributing to an improved institutional and policy environment.

The projected life of project (LOP) is four years. However, this date may be extended if A.I.D. approves an extension of the project assistance completion date. The project is financed through this Cooperative Agreement with an estimated total cost of \$4,000,000,

including funds for external project evaluations which will be financed by the Recipient as part of this Agreement."

2. Paragraph (2) of this section is revised to read as follows:

"(2) Improve business, management and technical skills through short-term, in-country training programs and seminars; on-the-job training; third-country apprenticeship programs; and technical assistance to Rwandan training institutions."

3. Article I B., Project Rationale and Background, fourth paragraph is revised to read as follows:

"The purpose of the project is to promote productive enterprises with an emphasis on agribusinesses, but also including productive, service, and in some cases commercial, enterprises through direct technical and management assistance to enterprises and by contributing to an improved institutional and policy environment."

4. Article I C., Project Description, paragraph 1(b) is amended to add a new subparagraph (4) as follows:

"(4) Strengthen Local Training Institutions The Recipient will provide services to local training institutions in the areas of business finance and management, particularly in curriculum development, staff training, etc. This may be accomplished by providing the services of an advisor to design and/or teach courses, by hiring appropriate short-term consultants when specific needs cannot be met by the resident advisory staff, or by identifying external resources which would be of benefit to these institutions."

5. Article I.C., paragraph 2(a) is revised to read as follows:

"(a) Requirements: The initial staff level to be provided by the Recipient will be six (6) full-time professionals (3 expatriate and 3 Rwandans) and three (3) administrative staff. With the addition of a marketing advisor, the professional staff will increase to 4 expatriate along with an increase to 6-8 Rwandans. One of the expatriate professionals will be designated Team Leader and the Recipient's Program Manager with responsibility for managing and administering the project and A.I.D. contributions to the project. Short-term professionals with technical expertise appropriate to the enterprises or institutions being assisted by the project will supplement the efforts of the resident team."

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6. Article I.C.2(b) is amended to add a new subparagraph (6) as follows:

(6) Marketing Promotion. This expert is primarily responsible for the following:

- Providing advice and assistance to the Recipient and project clients in identifying enterprise, particularly agro-industry, opportunities and promoters.
- Coordinating and assisting the Rwandan project staff in the preparation of feasibility studies, a marketing guide and marketing seminars for Rwandan enterprises.
- Providing short-term management assistance to project clients.
- Working on other studies and manuals to be prepared by the Recipient.

7. Article II, Understanding of A.I.D. Substantial Involvement in the Implementation of the Project, paragraph (4) is revised to read as follows:

"(4) A.I.D. will review and approve the terms of reference for all external evaluations to be conducted by the Recipient. In addition, A.I.D. will participate in the selection of the evaluation team for the independent evaluation of the project as described in paragraph (6) below."

8. Article III, Funds Obligated, Payment, Total Estimated Costs, and Allowable Costs and Contributions, Paragraph A, is amended to read as follows:

"A. Funds Obligated. The amount obligated under this Cooperative Agreement is \$4,000,000. This represents the total amount of funding to be provided to the Recipient over the life of the project described herein."

9. Article V, Reports and Evaluations, Paragraphs B (1) and B (2) are revised to read as follows:

"(1) Implementation Progress Evaluation: An external implementation progress evaluation (PES) is planned at the end of the first year of project activities. The evaluation will focus on project accomplishments relative to those anticipated in the Annual

Work Plan and the Implementation Schedule of the Recipient's technical application. OAR/R will collaborate with the Recipient on developing the terms of reference for the evaluation and on the selection of evaluators.

(2) Threshold Evaluation: An external evaluation will be undertaken near the end of the third year of implementation under this Agreement. Funding for the evaluation will be provided by the Recipient from funds provided under this Agreement. The terms of reference, timing, and selection of evaluators will be mutually agreed upon by the Recipient and OAR/R."

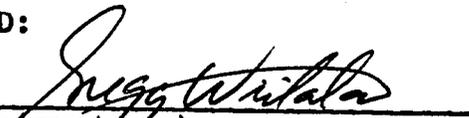
Please sign the original and three copies of this letter to acknowledge receipt of this amendment and return the original and two copies to the undersigned.

Sincerely,



Laura K. McGhee  
Agreement Officer  
REDSO/ESA

ACCEPTED:

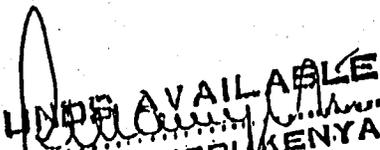
BY :   
(signature)

TITLE: MANAGING DIRECTOR

DATE : 28 May 1987

FISCAL DAT..

PIO/T NO : 696-0121-3-70001  
APPROPRIATION : 72-1171021.3  
BUDGET PLAN CODE: GDNA-87-21696-KG13  
PROJECT NO : 696-0121  
RESCNTNO : R270003  
AMOUNT OBLIGATED: \$1,500,000

  
FUNDS AVAILABLE  
RFMC-NAIROBI KENYA  
DATE..... 5/26/87