

PDBBT 358



EMBASSY OF THE
UNITED STATES OF AMERICA
Agency for International Development
Kinshasa



June 29, 1987

Mr. Harvey Schartup
Country Program Director/Zaire
Technoserve, Inc.
Stablisement Zeka
Avenue Tombalbaye 46
Kinshasa, Gombe
Zaire

Subject: OPERATIONAL PROGRAM GRANT No.
Private Management Support,
Amendment No. 1

Dear Mr. Schartup:

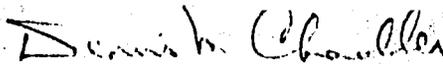
Pursuant to the authority contained in the Foreign Assistance Act of 1961, as amended, the Agency for International Development (hereinafter referred to as "AID" or "Grantor") hereby grants to Technoserve, Inc. (hereinafter referred to as "Technoserve" or "Grantee") an additional sum of \$300,000 for the Private Management Support Project, to strengthen and promote private enterprise development in Zaire. Combined with the original grant of \$793,500 on November 30, 1984, the total is now \$1,093,500. This is more fully described in Attachment 1 (entitled "Revised Schedule") and Attachment 2 (entitled "Project Description") of this Grant.

This Grant Amendment is effective and obligation is made as of the date of this letter, and will apply to commitments made by the Grantee in furtherance of the project objectives from October 1, 1987 through September 30, 1988.

This Grant Amendment is made to Technoserve on condition that the funds will be administered in accordance with the terms and conditions set forth in Attachment 1, the Revised Schedule; Attachment 2, Project Description; Attachment 3 of the original grant, Standard Provisions; and Attachment 4 of the original grant, Assurance of Compliance with Laws and Regulations Governing Nondiscrimination in Federally Assisted Programs; which have been agreed to by your organization, and are hereby made a part of the Grant. Attachment 6 is a log frame.

Please sign both originals of this letter to acknowledge your receipt of the this amendment, and return one original to USAID/Zaire.

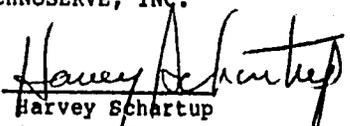
Sincerely,


Dennis M. Chandler
Director

Attachments:

1. Revised Schedule
2. Project Description
6. Log Frame

ACKNOWLEDGED:
TECHNOSERVE, INC.

BY: 
Harvey Schartup
Country Program Director

DATE: Sept 16, 1987

FISCAL DATA

Appropriation:	72-1171021.3
Budget Plan Code:	GDNA-87-21660-KG13
Allowance:	743-50-660-00-69-71
Project Number:	660-0113
Amendment Obligated Amount:	\$ 300,000
Total Dollar Grant Amount:	\$1,093,500
Amendment Counterpart Fund Amount:	\$ 129,000
Total Counterpart Fund Amount (GOZ contribution):	\$ 260,000
Amendment Grantee Contribution:	\$ 174,000
Total Grantee Contribution:	\$ 516,400
Total Life of Project Cost:	\$1,870,400

SUMMARY

ORIGINAL GRANT:

Appropriation
Budget plan code
Allowance
Obligated amount

72-1151021.3
GDAA-85-21660-AG13
543-50-660-00-69-51
\$793,500

GRANT AMENDMENT No.1

Appropriation
Budget plan code
Allowance
Obligated amount

72-1171021.3
GDNA-87-21660-KG13
743-50-660-00-69-71
\$300,000

The Schedule is deleted in its entirety and the following is substituted in lieu thereof:

REVISED SCHEDULE

A. PURPOSE OF GRANT AMENDMENT

The purpose of this grant amendment is to continue to strengthen and promote private enterprise, especially agricultural-related initiatives, and development institutions in Zaire through direct technical assistance and the transfer of management skills. The grant amendment will also continue to establish a foundation for the development during a 5-10 year time frame of a Zairian capability to strengthen and promote private enterprise development through the provision of project management services.

B. PERIOD OF GRANT AMENDMENT

1. The effective date of this grant is October 1, 1984. This Grant Amendment is effective as of the date of this letter. The expiration date of the grant is September 30, 1988.
2. Funds obligated hereunder are available for project expenditures in accordance with the conditions listed in Article D below.

C. AMOUNT OF GRANT AND PAYMENT

1. The total amount of this grant amendment is \$300,000. The total grant for the period shown in B.1. above is \$1,093,500.
2. AID hereby obligates an additional amount of \$300,000 for project expenditures during the period set forth in B.1. above and as shown in the Financial Plan below.
3. Payment shall be made to the Grantee in accordance with procedures set forth in Attachment 3 of the original grant agreement, Standard Provision 7A, "Payment - Letter of Credit, July 1984".

D. CONDITIONS TO BE ADDRESSED BY TECHNO SERVE UNDER THIS GRANT AMENDMENT

1. Increase local receipts;
2. Move more towards assistance to the non-cooperative private sector; and
3. Explore how TNS may assist AID projects in the Bandundu, and perhaps in the Shaba regions.

Future assistance to Technoserve will be considered, in part, on fulfillment of these conditions.

USAID acknowledges that contracts awarded to Technoserve by other USAID projects may be considered as revenue for Technoserve, thereby satisfying the condition that Technoserve increase their local receipts.

E. FINANCIAL PLAN

The following is the Financial Plan for this grant. Revision to this Plan shall be made in accordance with Standard Provision 6 of the original grant.

5

- 6 -
 TECHNOSERVE INC.
 OPERATIONAL PROGRAM GRANT
 FINANCIAL PLAN

All figures in US Dollars (000)

PLAN CATEGORY	TNS LINE #'s	10/84 - 09/85			10/85 - 09/86			10/86 - 09/87			10/84-9/30/87			10/84-9/87
		USAID	GOZ	OTHERS	USAID	GOZ	OTHERS	USAID	GOZ	OTHERS	USAID	GOZ	OTHERS	TOTAL
SALARIES & BENEFITS														
Program Personnel	(11 + 11)	131.0	6.1	45.7	148.1	20.3	56.1	165.7	32.9	66.2	444.8	59.3	168.0	672.1
OTHER DIRECT COSTS:														
Office Costs	(12 + 12)	15.1	5.8	6.9	17.3	9.0	8.8	20.1	13.0	11.0	52.5	27.8	26.7	107.0
Travel & Transport	(13/04/07+13/14)	25.1	4.0	9.7	33.8	14.0	15.9	35.1	21.5	18.9	94.0	39.5	44.5	178.0
Other Expenses	(15/09 + 15-19)	7.7	1.4	3.8	7.5	1.5	3.8	6.8	2.0	3.7	22.0	4.9	11.3	38.2
Sub Total	(11 thru 19)	178.9	17.3	66.1	206.7	44.8	84.6	227.7	69.4	99.8	613.3	131.5	250.5	995.3
OTHER DIVISIONAL COSTS	(1)	9.6	0.0	3.2	10.8	0.0	3.6	12.2	0.0	4.1	32.6	0.0	10.9	43.5
TOTAL DIRECT COSTS	(11 thru 21)	188.5	17.3	69.3	217.5	44.8	88.2	239.9	69.4	103.9	645.9	131.5	261.4	1,038.8
INDIRECT COSTS:														
General & Admin	(19.0% of Dir)	39.0	0.0	13.3	49.8	0.0	6.8	58.8	0.0	19.7	147.6	0.0	49.8	197.4
Other Spnt Serv	(1.0% of Dir)	0.0	0.0	8.3	0.0	0.0	10.5	0.0	0.0	12.4	0.0	0.0	31.2	31.2
TOTAL PROGRAM COST	(Dir + Indir)	227.5	17.3	90.9	267.3	44.8	115.5	298.7	69.4	136.1	793.5	131.5	342.4	1,267.4

NOTES:

- 1) Funding sources are identified as follows: AID = AID Mission to Zaire, GOZ = Government of Zaire Counterpart Fund Contribution, TNS = Other sources of income for Technoserve, Inc.
- 2) The General & Administration rate (Overhead Rate) applied is 19.0% of direct costs. This rate is an estimate of the expected rate for these expenses in 1984. USAID funding for G & A costs is based upon 19% of both USAID and GOZ contributions.
- 3) Line item expenses may vary within 20% of the planned amounts, in accord with USAID standard grant procedures. Changes exceeding this 20% limit must be agreed to in writing by AID.
- 4) A detailed explanation of the financial plan and definition of line items corresponding to Technoserve's standard chart of accounts is contained Section 5.1.2, "Financial Plan Notes - Expenses," of the OPG Proposal submitted to USAID on May 31, 1984.
- 5) No capital investments commodities costing more than \$500, per Technoserve's standard chart of accounts, appendix 5 to the OPG Proposal) will be made out of AID funds.

7 -

TECHNOSERVE INC .
 OPERATIONAL PROGRAM GRANT AMENDMENT No. 1
 FINANCIAL PLAN
 ALL FIGURES IN US DOLLARS (000)

PLAN CATEGORY	TNS LINE#	10/01/87-09/30/88				10/30/84-9/30/88 (LOP)			
		USAID	GOZ	OTHERS	TOTALS	USAID	GOZ	OTHERS	TOTALS
SALARIES & BENEFITS:									
Program Personnel	(01 + 11)	196	44	76	316	640.8	103.3	244.0	988.1
OTHER DIRECT COSTS:									
Office Costs	(02 +12)	2	18	14	34	54.5	45.8	40.7	141.0
Travel & Transport	(03/04/07 + 13/14)	12	32	25	69	106.0	71.5	69.5	247.0
Other Expenses	(05/06/08/09 + 15/16/18/19)	0	5	8	13	22.0	9.9	19.3	51.2
Sub Total		210	99	123	432	823.3	230.5	373.5	1427.3
OTHER DIVISIONAL COSTS:	(21)	21	0	7	28	53.6	0	17.9	71.5
TOTAL DIRECT COSTS: (1 THROUGH 21)		231	99	130	460	876.9	230.5	391.4	1498.8
INDIRECT COSTS:									
GENERAL & ADMIN	(20.0% of Direct)	66	0	26	92	213.6	0	75.8	289.4
Other Support Service:	(4.0% of Direct)	0	0	18	18	0	0	49.2	49.2
		297	99	174	570	1090.5	230.5	516.4	1837.3
CAPITAL EQUIPMENT:									
Vehicles		0	30	0	30	0	30	0	30.0
Computers		3	0	0	3	3	0	0	3.0
Sub Total Capital Equipment		3	30	0	33	3	30	0	33.0
TOTAL PROGRAM COSTS: (DIRECT + INDIRECT + CAPITAL)	300	129	174	603	1093.5	260.5	516.4	1870.4	

NOTES:

- 1) Funding sources are identified as follows: AID=AID Mission to Zaire; GOZ= Government of Zaire Counterpart Funds; OTHERS= Other sources of income for Technoserve Inc.
- 2) Twenty-five percent of the total project cost must come from non-USG sources.

2) The General & Administration rate (Overhead Rate) applied is 20.0% of direct costs. This rate is an estimate of the expected rate for these expenses in 1987/88.

F. GOVERNMENT OF ZAIRE COUNTERPART FUND CONTRIBUTION

The Government of Zaire contribution to this project shall be provided from the jointly administered GOZ/AID counterpart fund, subject to availability of funds.

Technoserve will request, utilize, control and report on Counterpart Funds in accordance with the procedures established by AID and the GOZ for the administration of these funds.

G. TECHNOSERVE CONTRIBUTION

Twenty-five percent of the total project cost will be provided from other (non-USG) funding sources.

H. LOCAL COST FINANCING

Local cost financing from the AID contribution to the project is not authorized under the terms of this grant, except as may otherwise be agreed to in writing by AID.

In the event of non-availability of the GOZ counterpart fund contribution, AID and Technoserve will agree on a method of fulfilling local currency requirements without undue risk to the timely implementation of the project described in Attachment 2, Project Description.

I. REPORTING AND EVALUATION

1. Financial Status Report

The financial reporting requirements are detailed in Standard Provision 7A, "Payment -- Letter of Credit, July 1984." The "Financial Status Reports" (SF-269) and "Federal Cash Transactions Reports" (Form SF-272) will be submitted to AID/Washington with information copies to the USAID Controller's office.

2. Project Progress Reports

A. Quarterly Report - Technoserve will submit to USAID by the 30th of the month following the end of the quarter, a memorandum which will:

- 1) List all client requests received during the previous month, including brief descriptions of services initially requested and those under study or consideration;

- 2) List new assistance activities begun during the previous month, including assessments of the anticipated spread effect to these activities;
- 3) update progress of ongoing activities; and
- 4) report on client fees.

Additional details concerning any item reported will be kept in Technoserve/Zaire's files and will be available on request.

B. Quarterly Consultation - the Technoserve/Zaire Program Director (or his designee) will meet with the AID Project Officer on a quarterly basis during the period of the grant to review the monthly memoranda and overall project performance against annual work plans and output targets. These meetings will be requested by AID and held at a date and time agreeable to both parties.

3. Evaluation

AID and Technoserve agree to establish regular in-house evaluations as an integral part of the project. An assessment of project and subproject performance will be part of the Quarterly Consultations. The AID Project Officer will make periodic visits to the Technoserve/Zaire office, as well as to Technoserve-assisted enterprises and institutions.

A final evaluation of the project will be conducted prior to the Project Assistance Completion Date. Terms of reference (scope of work) for the evaluation will be developed by USAID in consultation with Technoserve. The evaluation team will comprise representatives from AID and Technoserve. Additionally, outside consultants, host government officials or others may be included as deemed appropriate by AID and Technoserve.

J. SPECIAL PROVISIONS

1. Direct compensation of personnel will be reimbursable in accordance with the established policies, procedures and practices of the Grantee. Such policies, procedures and practices shall be the same used in contracts and/or grants with other Government agencies and accepted by the cognizant U.S. government agency assigned primary audit responsibility, shall be in writing and made available to the Grant Officer and his and signated representative, upon request.

Compensation (i.e., the employee's base annual salary) which exceeds the maximum level of Foreign Service 1 (FS-1) or the equivalent daily rate, as from time to time amended, will be reimbursed only with the approval of the Grant Officer.

2. In conformance with Standard Provision 8 and to the maximum extent possible, Technoserve will obtain written concurrence from the AID Project Officer prior to sending any individual outside the U.S. to perform work under this grant. However, noting the limited carrier availability to Zaire, as well as the potential for the project to benefit at low cost from Technoserve advisors en route to Technoserve projects elsewhere in Africa, AID and Technoserve recognize that 30 days advance notice of such travel may not always be possible, but every effort will be made by Technoserve to provide the maximum practicable advance notice under the particular circumstances of each case.

3. The "prior written consent" requirement of Standard Provision 22, Paragraph (A) is hereby satisfied by this special provision for the following anticipated types of subordinate agreements under this grant:

- a) Contract(s) with professional...

3. The following provision is hereby included in lieu of Standard Provision 7A, entitled "Payment -- Federal Reserve Letter of Credit (FRLC) Advance":

7A. Payment -- Letter of Credit, July 1984.

(This provision is applicable only when the following conditions are met: (i) the total advances under all the Grantee's cost-reimbursement contracts and assistance instruments with AID exceed Dols 120,000 per annum; (ii) AID has, or expects to have, a continuing relationship with the Grantee for at least one year; (iii) the Grantee has the ability to maintain procedures that will minimize the time elapsing between the transfer of funds and the disbursement thereof; (iv) the Grantee's financial management system meets the standards for fund control and accountability required under the standard provision of this grant entitled "Accounting, Audit and Records;" and, either (v) the foreign currency portion of the total advance under this grant is less than 50 percent or (vi) the foreign currency portion of the total advance under this grant is more than 50 percent but more than one foreign currency is involved.)

(a) Payment under this grant shall be by means of a Letter of Credit (LOC) in accordance with the terms and conditions of the LOC and any instructions issued by AID's office of Financial Management, Program Accounting and Financial Division (M/FM/PAPD).

(b) As long as the LOC is in effect, the terms and conditions of the LOC and any instructions issued by M/FM/PAPD constitute payment conditions of this grant, superseding and taking precedence over any other provision of this grant concerning payment.

(c) Reporting: (1) A "Financial Status Report, SF-269, shall be prepared on an accrual basis and submitted quarterly no later than 30 days after the end of the period, in an original and two copies, to AID/M/FM/PAPD, Washington, DC 20523. If the Grantee's accounting records are not normally kept on the accrual basis, the Grantee shall not be required to convert its accounting system, but shall develop such accrual information through best estimates based on an analysis of the documentation on hand. The final report must be submitted within 90 days after the conclusion of the grant to M/FM/PAPD. In cases where grants are Mission-funded, the Grantee will forward an information copy to the AID Mission accounting station at the same time the original and one copy are mailed to M/FM/PAPD, AID/Washington.

(2) The Grantee shall submit an original and one copy of SF-272, "Federal Cash Transaction Report", within 15 working days following the end of each quarter to M/FM/PAPD. Grantees receiving advances totaling more than Dols 1 million per year shall submit the SF-272 on a monthly basis within 15 working days following the close of the month. Grantees shall report all cash advances in the remarks section of SF-272. Those cash advances in excess of immediate disbursement requirements in the hands of subrecipients or the Grantees's field organizations shall be supported by short narrative explanations of action taken by the Grantee to reduce the excess balances.

(d) Revocation of the LOC is at the discretion of the authorized LOC Certifying Officer of M/FM/PAPD. Notification of revocation must be in writing and must specify the reason for revocation. The Grantee may appeal any such revocation to the Grant Officer.

4. The following provision concerning Cost Principles is hereby added to the Standard Provisions of this grant.

Advance Agreement on Cost Principles.

The cost principles contained in "OMB Circular A-122" are applicable to this agreement. The circular reserves the sections on bid and proposal costs and independent research and development costs. AID and the Grantee hereby agree upon the following treatment of these costs, pending such time as the circular is amended to include them.

(a) Bid and Proposal (B&P) costs are the immediate costs of preparing bids, proposals and applications for potential activities such as government and non-government grants, contracts and agreements, including the development of scientific, cost, and other data needed to support the bids, proposals and applications.

In general, B&P costs incurred for the preparation of requests for specific projects and programs are acceptable for recovery as indirect costs. However, proposal costs incurred in the attempt to obtain unrestricted funds are to be treated as fund raising and must be included in the organization's direct cost base. If the organization's established practice is to treat B & P costs by some other method, the results obtained may be accepted only if found to be reasonable and equitable. B&P costs do not include independent research and development costs which are covered by paragraph (b) below, or preaward costs covered by Attachment B, Paragraph 33, of OMB Circular A-122, FR 1-15.603.2.

(b) Independent Research and Development (R&D) costs are for R&D conducted by an organization which is not sponsored by federal or non-federal grants, contracts or other agreements. Independent R&D costs must be included in the organization's direct cost base for allocation of its proportionate share of indirect costs. The costs of R&D, including its proportionate share of indirect costs, are unallowable under AID agreements.

5. The following provision concerning close-out is hereby added to the Standard Provisions of this grant.

Close-out.

- (a) Upon request, AID shall make prompt payments to a Grantee for allowable reimbursable costs under this grant.
 - (b) The Grantee shall immediately refund any balance of unobligated (unencumbered) cash that AID has advanced or paid and that it has not authorized to be retained by the Grantee for use in other grants or agreements.
 - (c) AID shall obtain from the Grantee within 90 calendar days after the date of completion of the agreement all financial, performance, and other reports required as conditions of the grant. AID may grant extensions when requested by the Grantee.
 - (d) When authorized by the grant, AID shall make a settlement for any upward or downward adjustment to AID's share of costs after these reports are received.
 - (e) The Grantee shall account for any property acquired with AID funds or received from the government in accordance with provisions of paragraph T of chapter 1 of Handbook 13.
 - (f) In the event a final audit has not been performed prior to the closeout of the grant, AID shall retain the right to recover an appropriate amount after fully considering the recommendations.
6. The Standard Provisions of this grant are hereby amended to include the alterations in Grant dated July 1982 as attached to the original grant.

OPG 660-0113
ATTACHMENT 2

PROJECT DESCRIPTION

The original Project Description is amended to add the following, and except for changes made herein, remains in full force and effect:

I. PURPOSE OF GRANT AMENDMENT

The purpose of this grant amendment is to add funds to continue to strengthen and promote private enterprise, especially agriculturally-related initiatives, and development institutions in Zaire through direct technical assistance and the transfer of management. This will be accomplished through Technoserve's two service programs described in the original grant agreement: (1) BUSINESS ADVISORY SERVICES IN ZAIRE (BASIZ); AND (2) MANAGEMENT ASSISTANCE PROGRAM (MAP).

The additional funding will permit Technoserve to broaden its geographical focus of Kinshasa and Bas Zaire to include Bandundu, with the aim of collaborating with other AID projects in that region. There will also be an increased emphasis on assisting the non-cooperative private sector in Kinshasa, Bas-Zaire, or Bandundu.

The development of a core staff of Zairian management professionals will continue.

II. SPECIFIC PROGRAM OBJECTIVES AND IMPLEMENTATION SCHEDULES

A. BANDUNDU PROGRAM

The majority of new work will be done in Bandundu, first with project identification efforts and BASIZ, and then through the long term project mechanisms. BASIZ will, at first, also be used to fulfill the AID requirement that TNS assist non-cooperative private sector enterprises (e.g. oil palm mills and trucking businesses). As appropriate clients are identified, TNS long term project assistance mechanisms will be used. TNS in Bandundu will concentrate on the Kwilu subregion, especially the AID Area Food and Marketing Development Project 660-0102 area and the area surrounding the major towns of Kikwit and Idiofa. The majority of the projects will be agriculturally related. The viability of the cattle, rice and oil palm sectors will be evaluated. Manioc, the major Bandundu crop, because of TNS's experience in Bas-Zaire, will continue to be of major interest.

The following are Bandundu project possibilities:

- a) The Development Progrès Populaire (DPP)

DPP may be developed into a long-term project by expanding the BASIZ accounting assistance -- begun under a contract with the ORT 660-0097 project -- to cover implementation, management, recruiting, and training in the area of accounting and finance for the whole organization, and cost accounting for the buying and milling operation. The TNS project advisor may fill the position of DPP Financial Director until staff are hired and trained. TNS accounting assistance to DPP is contingent upon TNS receipt of a contract from, for example another USAID project (e.g. 660-0102), to undertake this work.

A second effort may be directed towards improving the operations of DPP's primary savings and credit cooperative, which has already received BASIZ assistance. Idiofa is a major agricultural center but lacks financial institutions. The cooperative could play a significant role in financing marketing and production, and safeguarding agricultural funds. The project advisor(s) assigned to the DPP accounting work will also undertake this activity.

The third possibility for TNS assistance to DPP is a collaborative effort, in the medium term, to strengthen DPP's development efforts, by assisting DPP's Cooperative and Community Development Offices and selected DPP cooperatives (there are 50). Some of the cooperatives may develop into long-term TNS projects.

b) CODAPAL and la Cooperative d'Elevage de Lozo are cattle rearing cooperatives and long-term project possibilities. TNS may provide basic management/accounting and veterinary services. The cooperatives have received BASIZ support.

c) COOIBU, COOPEKI and COOPINKAY are three of the best fish farming cooperatives developed through the PPF fish project. These need basic management/accounting assistance. Marketing is not currently a problem since all the catch is sold easily within the villages but increased production may require a better marketing system. TNS has done BASIZ work with some of these groups.

d) There are numerous agricultural cooperatives identified producing manioc and corn. Management/accounting and marketing assistance are needed in most cases.

e) The UCCEC savings and credit union has a Federation office in Kikwit (CBZO) and 12 affiliated primary savings and credit cooperatives. TNS may provide assistance as was done with one of UCCEC's regional federations.

f) Bandundu is the major source of palm oil for the Kinshasa market. Most production comes from small farmers. TNS may investigate the feasibility of both rehabilitating medium scale mills and establishing small scale mills.

g) CODAIK (Compagnie pour le Developpement Rural Integre du Kwango-Kwilu) is a joint World Bank/private sector agricultural development organization which could be a collaborative partner and a client for management assistance.

h) There are many trucking firms in Kikwit, Idiofa and Kinshasa that provide transport for the Bandundu agricultural production. TNS may investigate the feasibility of providing assistance to them.

B. BAS-ZAIRE

(1) The major new effort in Bas Zaire will be with the large cooperative COPAMOL, which needs general management and accounting assistance to reverse its unviable situation. TNS is now undertaking its third BASIZ project there. A MAP project requiring one to two full time advisors may be underway during this period. An advisor will act as General Manager and be assisted by TNS advisors in accounting and agronomics.

(2) The on-site training phase of long-term assistance to the COPACO banana marketing cooperative will be completed during the amendment period. TNS will then enter into a one-year monitoring agreement.

(3) Long-term assistance to the COOPLAZALU agricultural cooperative near Kasangulu will be maintained. Training will continue for the bookkeeper and a cooperative manager will be hired. Agronomic assistance, with an emphasis on crop rotation and soil conservation, will continue.

(4) The agricultural cooperative, COPAZAS, located next to COOPLAZALU, will most likely become a MAP project during the amendment period. A cooperative manager will be hired. Training will continue for the bookkeeper and start for the cooperative manager. Agronomic assistance, with an emphasis on crop rotation and soil conservation, will begin.

(5) The current BASIZ assistance to UCOPAF (a union of agricultural cooperatives in Bas-Zaire) will be completed. Additional assistance will be evaluated.

C. KINSHASA

(1) If SNHR (Service national d'Hydraulique Rural) project accepts and implements TNS's recommendations, the current BASIZ work with the rural water project (SNHR) of the Department of Agriculture will be expanded into a MAP project -- to design and implement an accounting system similar to that developed for the national fish project, PPF.

(2) TNS will resume its assistance to the joint Peace Corps/GOZ/USAID fish farming project (PPF) if there is multi-year funding available.

D. BASIZ PROGRAM INDICATORS

In addition to the two categories of indicators detailed in the original grant agreement -- indicators for all organizations and indicators for institutional assistance -- a third category has been added showing assistance to private sector non-cooperative organizations such as partnerships, limited liability companies and corporations. At this stage of Technoserve efforts in Bandundu clients will be assisted under the BASIZ service program.

TABLE 1. BASIZ PROGRAM OUTPUT TARGETS

<u>INDICATOR</u>	<u>87/88</u>
1. ALL ORGANIZATION INDICATORS	
Organization Contacts	30
Requests Received	15
Requests Investigated	12
Total Service Agreements	10
Services Provided	
Analyses	7
Plans	2
Systems	2
Implementations	1
Training	3
Monitoring	1
2. INSTITUTIONAL INDICATORS	
Referrals	2
Collaborating Institutions	1
Assistance to Institutions	2
3. SERVICE AGREEMENTS WITH NON-COOPERATIVE PRIVATE SECTOR ORGANIZATIONS	4

E. MAP PROGRAM INDICATIONS

The MAP program provides a client with a major commitment of resources over several years. During 1987/88, Technoserve expects to continue its long-term relationship with those organizations assisted under the MAP program in 1986/87.

TABLE 2. LONG TERM PROJECT ASSISTANCE TARGETS

<u>INDICATOR</u>	<u>87/88</u>
PROJECT AGREEMENTS	4
PROJECT ANALYSES	0
BUSINESS PLANS	4
ACTIVE PROJECTS	4

F. TECHNOSERVE ZAIRE STAFF DEVELOPMENT INDICATORS

Training of Zairian professional staff in Technoserve's enterprise development methodology will strengthen the core program.

TABLE 3. STAFF DEVELOPMENT INDICATORS

<u>INDICATOR</u>	<u>87/88</u>
EXPATRIATE PROFESSIONAL STAFF	3
HCN PROFESSIONAL STAFF	9-10
HCN PERSON YEARS OF EXPERIENCE	24-27
STAFF TRAINING SESSIONS HELD	12

c1: PDO:TB
PDO:BA
EXO:GG
CONT:
PRM

PROJECT DESIGN SUMMARY
LOGICAL FRAMEWORK

NARRATIVE SUMMARY	OBJECTIVELY VERIFIABLE INDICATORS	MEANS OF VERIFICATION	IMPORTANT ASSUMPTIONS
Project Inputs: USAID	(A-2)		
Technical assistance (salaries + benefits)	\$ 196	Project records	Funding is available.
Other direct costs (office, travel)	35		
Capital Equipment	3		
Indirect costs	66		
	TOTAL \$300		

4878e
CP/MK

PROJECT DESIGN SUMMARY
LOGICAL FRAMEWORK

660-0113

NARRATIVE SUMMARY	OBJECTIVELY VERIFIABLE INDICATORS	MEANS OF VERIFICATION	IMPORTANT ASSUMPTIONS
Project Outputs: (C-1)	Magnitude of Output: (C-2)	(C-3)	Assumptions for achieving outputs: (C-4)
<p>A TNS program in Zaire which offers short and long term assistance in management, financial accounting, agriculture, livestock, and marketing services.</p>	<ol style="list-style-type: none"> 1. 9-10 Zairian professional staff. 2. Four long term projects. 3. Approximately 10 short-term projects. 4. TNS expands assistance to Bandundu. 	<ol style="list-style-type: none"> A. Office visits. B. Site visits. C. Project records. 	<ol style="list-style-type: none"> a. Donor funding is sufficient to pay competitive salaries. b. Current staff remains. c. Clientele continue to demand TNS services. d. TNS receives a second OPG at a sufficient level of funding.
<p>TNS-assisted organizations are more viable and operate more effectively.</p>			

20

PROJECT DESIGN SUMMARY
LOGICAL FRAMEWORK

660-0113

NARRATIVE SUMMARY	OBJECTIVELY VERIFIABLE INDICATORS	MEANS OF VERIFICATION	IMPORTANT ASSUMPTIONS
		<ul style="list-style-type: none"> B. Repeat clientele. C. TNS program grows. 	
	3. TNS program is progressively self-financing.	A. Local receipts increase.	
	4. A core professional staff of Zairians being trained.	A. Number and increased responsibility of Zairian staff.	
	5. TNS continues to establish a program in Zaire.	<ul style="list-style-type: none"> A. TNS has an office and staff. B. TNS has an activity program for coming years. C. TNS has legal status in Zaire. 	

PROJECT DESIGN SUMMARY
LOGICAL FRAMEWORK

660-0113

NARRATIVE SUMMARY	OBJECTIVELY VERIFIABLE INDICATORS	MEANS OF VERIFICATION	IMPORTANT ASSUMPTIONS
<p>Project Purpose:</p> <p>To strengthen and promote private enterprise, especially agricultural related initiatives, and development institutions in Zaire through Direct technical assistance and the transfer of management skills..</p>	<p>1. TNS-assisted private enterprises or institutions are self-sustaining or are close to becoming self-sustaining.</p> <p>2. A demand exists for TNS services.</p>	<p>A. Improved income for the people affected by TNS assistance.</p> <p>B. Clients successfully stay in business for at least one year after TNS assistance is completed.</p> <p>A. A clientele exists for TNS services.</p>	<p>a. GOZ continues support for private enterprise and cooperatives at a least the current level.</p> <p>b. TNS continues to receive donor support for activities in Zaire at the required level.</p> <p>c. An expatriate staff continue to be able to live and work in Zaire.</p> <p>d. TNS remains in Zaire.</p>

22.

PROJECT DESIGN SUMMARY
LOGICAL FRAMEWORK

660-0113

NARRATIVE SUMMARY	OBJECTIVELY VERIFIABLE INDICATORS	MEANS OF VERIFICATION	IMPORTANT ASSUMPTIONS
Program Goal:	Measures of Goal Achievement: (A-2)		
To improve the economic + social well-being of the rural population through the enterprise development process, which increases jobs, income + productivity.	<ol style="list-style-type: none"> 1. Increased viability and number of enterprises and cooperative membership. 2. Increased income. 3. Increased productivity. 4. Increased resource of management people. 	<ol style="list-style-type: none"> A. TNS, AID, and Other donor studies. B. TNS project reporting. C. Enterprise records. 	<ol style="list-style-type: none"> a. Political stability continues. b. Transport + transportation infrastructure does not worsen. c. Price of basic food stuffs keeps pace with the cost of marketing. d. There are no famines, droughts, other natural disasters.

7/2