

PJ FAC 223

RECEIVED SEP 27 1978

DEPARTMENT OF STATE  
AGENCY FOR INTERNATIONAL DEVELOPMENT  
WASHINGTON, D.C. 20523

Gm - J Parker  
Reg - R Doncetti  
PDC/PVC

Mr. Edward P. Bullard  
President  
Technoserve, Inc.  
11 Belden Avenue  
Norwalk, Connecticut 06852

Subject: General Support Grant  
Grant No. AID/SOD/PDC-G-0004  
Amendment No. 2  
PIO/T 932-0029-73-3289224 A2

Dear Mr. Bullard:

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") amends the subject Grant as follows:

In the cover letter delete the date "September 30, 1978" and substitute "December 31, 1978" in lieu thereof.

In paragraph E of the Program Description delete the Budget and substitute the following:

BUDGET

For the Period January 1, 1978 to December 31, 1978

Program Service Expenses

Ghana	\$ 275,000
Kenya	285,000
Honduras	50,000
El Salvador	300,000
Nicaragua	270,000
Other	
--New Program Development	10,000
--New Thrusts	35,000
--Senior Staff Meeting	20,000
	<u>1,245,000</u>

BUDGET CONT.

Supporting Service Expenses	
Management & General	165,000
Grant Solicitation	25,000
Fundraising	10,000
	<u>200,000</u>
Total Expenses	<u>\$1,445,000</u>

Except as herein provided, all terms and conditions of the subject Grant remain unchanged and in full force and effect.

Please sign the original and all copies of this Amendment to acknowledge your acceptance. Retain one copy for your files and return the original and remaining copies to this office.

Sincerely yours,



Michael H. Snyder  
Contracting Officer  
Services Operations Division  
Office of Contract Management

ACCEPTED:

TECHNOSERVE, INC.

BY: E. P. Bullard IV

PRINTED NAME: Edward P. Bullard IV

TITLE: President

DATE: Oct. 6, 1978

MAY 17 1978

DEPARTMENT OF STATE  
AGENCY FOR INTERNATIONAL DEVELOPMENT  
WASHINGTON, D.C. 20523

ORIGINAL

R. Doucotte, Neg.  
C Parker  
PDC/PVC  
FUND OBLIGATED

Approp. No. 72-1181021.6  
Allot. No. 846-38-099-00-26R 8978  
Obl. No. 3229224 Obl. Cl. 4490  
Amount \$ 235,000.00  
Proj. No. 932-0029-73

Mr. Edward P. Bullard  
President  
Technoserve, Inc.  
11 Belden Avenue  
Norwalk, Connecticut 06852

By [Signature] PM/CSD  
Date 5/1/78

Subject: General Support Grant  
Grant No. AID/SOD/PDC-G-0004  
Amendment No. 1  
PIO/T 932-0029-73-3289224

Dear Mr. Bullard:

Pursuant to the authority contained in the Foreign Assistance Act of 1961, as amended, the Agency for International Development (hereinafter referred to as "A.I.D." or "Grantor") hereby grants to Technoserve, Inc. (hereinafter referred to as "Technoserve" or "Grantee") an additional sum of Two Hundred Thirty Five Thousand dollars (\$235,000) for continued support of its program in self-help enterprise development as more fully described in the attachment to the basic Grant entitled "Program Description".

The amendment is effective and obligation is made as of the date of this letter and shall apply to commitments made by the Grantee during the period May 1, 1978 thru September 30, 1978.

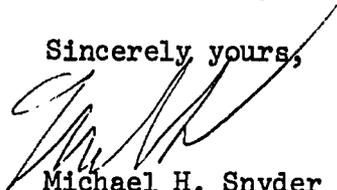
The total amount obligated by A.I.D. under this Grant is \$365,000.

This Grant amendment is made to Technoserve on condition that the funds will be administered in accordance with the terms and conditions as set forth in Attachment A entitled "Program Description", Attachment B entitled "Standard Provisions" and Attachment C entitled "Payment Provisions"

of the basic Grant which have been agreed to by your organization.

Please sign all copies of this letter to acknowledge your acceptance of the conditions under which these funds have been granted. Please return the original and six (6) copies of the grant to my office.

Sincerely yours,



Michael H. Snyder  
Grant Officer  
Services Operations Division  
Office of Contract Management

ACCEPTED:

TECHNOSERVE, INC.

BY: *E. P. Bullard IV*

PRINTED NAME: Edward P. Bullard IV

TITLE: President

DATE: May 9, 1978

Snyders' office  
MAR 13 1978

DEPARTMENT OF STATE  
AGENCY FOR INTERNATIONAL DEVELOPMENT  
WASHINGTON, D.C. 20523

Carson - C Parker  
Wey - P Ware  
DHA/pvc

Mr. Edward P. Bullard  
President  
Technoserve, Inc.  
36 Old Kings Highway South  
Darien, Connecticut 06820

JAN 26 1978

Subject: General Support Grant  
Grant No. AID/SOD/PDC-G-0004  
PIO/T 932-0029-73-3289224

Dear Mr. Bullard:

Pursuant to the authority contained in the Foreign Assistance Act of 1961, as amended, the Agency for International Development (hereinafter referred to as "A.I.D." or "Grantor") hereby grants Technoserve, Inc. (hereinafter referred to as "Technoserve" or "Grantee") the sum of \$130,000 in support of the program in self-help enterprise development as described in the attachment to this Grant entitled "Purpose and Implementation of Grant".

This Grant is effective as of the date of this letter and is applicable to commitments made by the Grantee in furtherance of program objectives during the period January 1, 1978 thru April 30, 1978.

The Grant is made to Technoserve, Inc., on condition that the funds will be administered in accordance with the terms and conditions as set forth in Attachment A entitled "Purpose and Implementation of Grant", Attachment B entitled "Standard Provisions", and Attachment C entitled "Payment Provisions".

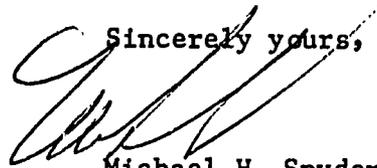
FUNDS ALLOCATED

Approp. No. 72-1181021-6  
Allot. No. 846-32-099-00-26-81  
Obl. No. 3289224 - Col. Cl. 4190  
Amount \$ 130,000.00  
Proj. No. 932-0029-73

By AMWA Date 1/30/78 5

Please sign the Statement of Assurance of Compliance enclosed herein and the original and seven (7) copies of this letter to acknowledge your acceptance of the conditions under which these funds have been granted. Please return the Statement of Assurance of Compliance and the original and six (6) copies of this Grant to the Office of Contract Management.

Sincerely yours,



Michael H. Snyder  
Grant Officer  
Services Operations Division  
Office of Contract Management

**Attachments:**

- A. Purpose and Implementation of Grant
- B. Standard Provisions
- C. Payment Provisions
- D. Statement of Assurance of Compliance

**ACCEPTED:**

TECHNOSERVE, INC.

BY

George L. Mettke

TITLE

Vice President

DATE

Feb 17, 1978

PURPOSE AND IMPLEMENTATION OF GRANT

A. Program Goal

-To demonstrate that the development of appropriate indigenously owned self-help enterprises in low-income countries is one of the most effective means of assisting "the poorest 40%" to attain full human dignity and a just standard of living through their contributing to and sharing in the benefits of national economic growth; and to create a technical assistance program which lends itself to being transferred to local development entities or adopted by other international development agencies.

B. Purpose

To assist the low-income population in developing countries to start or expand locally owned, viable self-help enterprises and cooperatives which directly benefit the communities in which they are located, selecting projects on the basis of maximum social and economic impact with special attention given to those projects which increase the production/distribution of high protein food. To stimulate the development of enterprises which contribute to rural productivity, employment generation and income distribution. To promote institution building and related management training in support of local self-reliance and to share the results of Technoserve's program methodology and experience as widely as possible.

C. Outputs

The following directly verifiable output results are measured on a

quarterly basis as a means of determining the extent to which Technoserve is achieving its stated goals and purposes:

- Net jobs created
- Income accruing to nationals
- Local new investment
- Sales volume generated
- Total population affected
- Development entities established or reconstituted

The comments and opinions of nations involved in the self-help enterprise development and institution building processes are sought as a means of inductively evaluating progress toward the goal of full human dignity and the related improvement in the quality of peoples lives. Rural and urban productivity increases will be measured by sales volume generated at current market prices.

Traditional indices such as the number of new projects investigated, projects assisted, projects becoming operational, self-sustaining, etc., are not included as outputs since the maturity and objectives of the program warrant treating such indices as "inputs" essential to achieving the above results. As inputs they do not in themselves constitute having made a positive social or economic impact.

C. Implementation (operational methods and objectives)

The implementation of Technoserve's program is guided by the following operational methods and objectives:

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- Establishing major country/regional programs each serving approximately two million people with a projected staff of 15 and an annual budget of \$225,000, each program operating at the invitation of local governments and development institutions in response to expressed desires for self-help enterprise assistance from nationals.
- Providing in-depth assistance to a limited number of major high impact self-help enterprises annually in order to achieve significant economic and social impact.
- Turning over responsibility for local programs to nationals and national development entities as soon as practical.
- Sequencing program development so that successful project implementation is demonstrated locally, concurrent with efforts to promote local institution building.
- Employing full time career oriented, professionally competent local personnel who will assume responsibility for local program operation as program resources, local policy, recruitment and training allow.
- Employing full time carrer oriented, professionally competent expatriate personnel who will work in low-income countries

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on a long term basis, a minimum of two such expatriates being required for each country/regional program in the first five years of operation.

-Stressing that the development of enterprise is viewed by Technoserve not so much as an end in itself, but as a most effective means of assisting low-income peoples to attain full human dignity and a just standard of living.

-Making available fully integrated, personalized services which can be divided into four functional categories:

- catalyst role (encouragement and analysis)
- management assistance and Training
- technology transfers
- capital funding assistance

-Continuing an approach to self-help enterprise development which is characterized by a sense of partnership and mutual trust between local project sponsors and Technoserve.

-Focusing program activities exclusively on self-help enterprise development and institution building attendant to that field.

-Continuing an effort to maintain a position of knowledge and leadership in the enterprise development field, drawing on Technoserve's own experience and that of others.

- Broadening the base of support for Technoserve's program to include more significant income from project reimbursements and host country sources, in addition to greater support from the United States and other international sources.
  
- Duplicating country/regional program models in other areas and countries as programs become self-sustaining and as increased funding permits such expansion.
  
- Establishing Technoserve as a financially sound organization whose program is directly rooted in low-income countries and controlled by the initiatives of low-income peoples.

D. Reports

Technoserve shall submit to the Grant Officer one copy of each fiscal report required by Attachment C.

E. Estimated Budget

*LRM*

Technoserve BUDGET  
(for the period Oct. 1, 1977 to Sept. 30, 1978)

Program Service Expenses

Ghana	\$ 300,000
Kenya	320,000
Honduras	80,000
El Salvador	320,000
Nicaragua	260,000
New Program Development	20,000
New Thrusts	<u>60,000</u>
Total Program Service Expenses	\$1,360,000

Supporting Service Expenses

Management & General	\$ 190,000
Staff Conference	10,000
Fundraising	<u>30,000</u>
Total Supporting Service Expenses	\$ 230,000

Total Functional Expenses \$1,590,000

F. No costs incurred under any other Grant made by AID to Grantee may be attributed to this Grant.

ASSURANCE OF COMPLIANCE WITH THE AGENCY FOR  
INTERNATIONAL DEVELOPMENT REGULATION UNDER TITLE VI  
OF THE CIVIL RIGHTS ACT OF 1964

Technoserve, Inc. (hereinafter called the "Grantee")  
(Name of Grantee)

HEREBY AGREES THAT it will comply with title VI of the Civil Rights Act of 1964 (P.L. 88-352) and all requirements imposed by or pursuant to the Regulation of the Agency for International Development (22 CFR Part 209, 30 FR 317) issued pursuant to that title, to the end that, in accordance with title VI of that Act and the Regulation, no person in the United States shall, on the ground of race, color, religion, sex or national origin, be excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination under and program or activity for which the Grantee receives Federal financial assistance from the Agency; and HEREBY GIVES ASSURANCE THAT it will immediately take any measures necessary to effectuate this agreement.

If any real property or structure thereon is provided or improved with the aid of Federal financial assistance extended to the Grantee by the Agency, this assurance shall obligate the Grantee, or in the case of any transfer of such property, any transferee, for the period during which the real property or structure is used for a purpose for which the Federal financial assistance is extended or for another purpose involving the provision of similar services or benefits. If any personal property is so provided, this assurance shall obligate the Grantee for the period during which it retains ownership or possession of the property. In all other cases, this assurance shall obligate the Grantee for the period during which the Federal financial assistance is extended to it by the Agency.

THIS ASSURANCE is given in consideration of and for the purpose of obtaining any and all Federal grants, loans, contracts, property, discounts or other Federal financial assistance extended after the date hereof to the Grantee by the Agency, including installment payments after such date on account of applications for Federal financial assistance which were approved before such date. The Grantee recognizes and agrees that such Federal financial assistance will be extended in reliance on the representations and agreements made in this assurance, and that the United States shall have the right to seek judicial enforcement of this assurance. This assurance is binding on the Grantee, its successors, transferees, and assignees, and the person or persons whose signatures appear below are authorized to sign this assurance on behalf of the Grantee.

Technoserve, Inc.  
(Grantee)

BY (Signature) George L. Metcalfe TITLE Vice President

TYPED NAME George L. Metcalfe DATE Feb. 17, 1978