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U S AGENCY FOR  
INTERNATIONAL  
DEVELOPMENT

U S Agency for International Development  
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GTN Business Support Services

# **Agricultural Technology:** *A Resource Guide*

*1999*

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FOR U S AGENCY FOR INTERNATIONAL DEVELOPMENT

## GTN Business Support Services (BSS)

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BSS is the counseling and information services arm of the USAID Global Technology Network (GTN) BSS is staffed with regional and industry analysts specializing in USAID-assisted countries Clients can access BSS by a toll free 1-800 number (within the continental United States), fax, mail, and Internet Each request is handled on a one-on-one basis to ensure that assistance is appropriate and timely BSS also offers international business counseling to small and medium-sized businesses interested in USAID contracts and procurements

By providing information about process, procedures, programs, and opportunities, BSS fosters a large, competitive pool of knowledgeable and qualified companies that bring new ideas and solutions to development work with USAID

GTN-BSS has counseled and provided information to over 16,000 private sector firms since opening in the fall of 1992 BSS maintains a large, growing network of business and trade associations interested in USAID procurement opportunities and trade leads in emerging and developing markets

- **Business Counseling** - BSS provides one-on-one international business counseling to firms interested in contracting and procurement opportunities with USAID and/or expanding to those markets where USAID has a presence
- **Business Information Notices** - BSS disseminates timely information related to emerging and developing markets and business opportunities in USAID countries and industry sectors, and works closely with its clients to identify relevant opportunities BSS also disseminates current market data, notices on promotional events, and other relevant business intelligence
- **Information Services & Publications** - BSS proactively develops and disseminates comprehensive industry and regional business resource guides on USAID and other international development programs
- **Conference Marketing** - BSS assists USAID Missions and related organizations in marketing conferences, seminars, and workshops that complement USAID strategic objectives

A complete list of BSS regional and industry sector publications is available on the last page All BSS publications may be ordered through the Washington, DC office

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# Global Technology Network (GTN)

www.usgtn.org

GTN facilitates the transfer of U.S. technology to USAID assisted countries and regions. As USAID missions and local public and private sector partners identify development problems, GTN, through its extensive databases, is able to match the developing country's needs with specific U.S. companies having the appropriate technologies, expertise, and products to address the problem. GTN focuses on identifying international business opportunities in **environmental, agricultural, health, and communication and information technologies**.

Business opportunities are identified by a network of participating in-country public and private sector representatives. These trade leads are transmitted from the field and electronically matched with U.S. firms registered in GTN's sector databases. Trade lead information is then faxed or e-mailed to appropriate U.S. companies.

## Global Technology Sectors & Services

### *Environmental Technology*

GTN covers over 600 different sub-sectors within the environment, including pollution control, treatment and disposal, and clean technologies. GTN currently manages two regionally focused networks in the Americas and Asia. The Environmental Technology Network for the Americas and the Environmental Technology Network for Asia facilitate the transfer of U.S. environmental technologies to address concerns in Argentina, Bolivia, Brazil, Chile, Costa Rica, Ecuador, Mexico, Paraguay, Peru, and other parts of Latin America, and in India, Indonesia, Philippines, Sri Lanka, Thailand, Hong Kong, Singapore and other parts of Asia.

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# I. INTRODUCTION TO THE U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT

Since 1961, the U S Agency for International Development (USAID) has been charged with implementing programs which further American self-interest and demonstrate American humanitarian concern Spending less than one half of one percent of the federal budget, USAID works in four interrelated areas crucial to achieving U S foreign policy objectives

## **Why Foreign Aid?**

Foreign aid addresses fundamental threats to American security in the post-Cold War era This new generation of threats is marked by the breakdown of international order, mass migrations, and the failure of nations Foreign assistance is a vital foreign policy tool for preventing crises and avoiding the high cost of peacekeeping and emergency relief operations By fostering an enabling environment for free markets and increasing the economic capacity of developing nations, foreign aid creates markets abroad for U S goods and helps ensure the economic well-being of the United States into the next century By the year 2000, four out of five consumers will live in the developing world Last year alone, U S exports to developing countries grew by over 14 percent

U S foreign assistance has contributed to major breakthroughs like the "Green Revolution" in India, the worldwide eradication of smallpox, the widespread use of oral rehydration therapy to save the lives of millions of children each year, and the holding of free elections in countries like South Africa and El Salvador The lives of more than 3 million children are saved each year as a result of USAID-sponsored immunization programs USAID assistance also helped millions of entrepreneurs start or improve their own small businesses These are just examples of the successes of U S foreign assistance programs

## **Democracy and Human Rights**

Though democratic strength is growing throughout the world, still fragile societies face challenges from crime and drug trafficking, government corruption, unequal access to justice, and human rights abuses USAID fights these weaknesses by funding groups such as the Inter-American Institute for Human Rights (IIDH) and its Center for the Promotion of Electoral Assistance (CAPEL) to carry out human rights education, training, and technical assistance

## **Economic Growth**

USAID's strategy for encouraging environmentally sound, broad-based economic growth focuses on strengthening markets, investing in people, and enhancing opportunity and access through support for new or significantly-strengthened, hemispheric-wide, catalytic institutions The programs aim at improving education and market efficiency and performance, expanding market opportunities, and expanding access to markets for all social groups

## **Population and Health**

USAID health activities include family planning, prenatal and postnatal care, and successful treatment of sexually transmitted diseases (STDs) In addition, as the HIV/AIDS virus spreads, USAID is revising its programming to include needed funding for STD and HIV/AIDS prevention Although some health reform exists, implementation of new projects is necessary as well as better efficiency in existing programs

## **Environment and Energy**

USAID's environmental project scope encompasses sustainable agriculture, watershed management, renewable energy, ecotourism and the conservation of natural forests New areas USAID will be involved in include environmental microenterprise development projects and involvement in environmental resource management decisions

## **USAID's Approach**

USAID uses foreign assistance as a policy tool to effectively move nations toward free markets, free governments, and greater prosperity. U.S. foreign assistance is used to respond to pressing humanitarian crises around the globe and to help the victims of floods, famine, and war.

Open governments and open markets go hand in hand. When considering a nation for development assistance, USAID looks at a number of important factors including strategic interests, a country's commitment to social and economic reform, a willingness to foster democracy, and the ability of a nation to work as a good development partner.

Most economists agree that significant economic growth and a better quality of life do not come from economic policy alone. Economic growth is spurred by a proper blend of good government, sound economic policies, and investments in key social sectors like education, health, and environment. USAID's programs help create an enabling environment for economic growth and higher standards of living by focusing on the four areas that have the greatest impact in the developing world today. To promote development, USAID works in close partnership with other U.S. government agencies, U.S. firms, private voluntary organizations, indigenous groups, and universities.

The assistance that the U.S. taxpayers provide to the developing world is ultimately in the self-interest of the United States. USAID's programs address the primary causes of social instability and underdevelopment by joining in partnership with the government and citizens of the country to address mutually identified problems. Development is sustainable when it permanently enhances the capacity of a society to improve its quality of life. Thus, while addressing problems in any one of USAID's major goals, we also can achieve the facilitation of progress in the other areas. This is because programs aim at increasing participation and empowerment. USAID's programs bring people at all income levels into the economic, social, and political processes in order that they may contribute to and benefit from national progress. This is what sustainability is all about -- it is also the process to create lasting trade and social linkages between the United States and the developing world.

USAID is based in Washington, but derives its strength from its field missions abroad. USAID staff work with teachers, farmers, microentrepreneurs, nurses, and other members of the local community in Africa, Asia and the Near East, Latin America and the Caribbean, Central and Eastern Europe, and the New Independent States of the former Soviet Union.

## II. USAID AND AGRICULTURE

USAID identifies opportunities for agricultural growth in specific countries through either **improved technology** or **improved agricultural market performance**. Globally, USAID promotes international coordination for technology development, environmental sustainability, and agricultural trade enhancement.

USAID's agricultural programs overseas improve food access and alleviate hunger by reducing the real price of food. This is accomplished by productivity growth which reduces food prices relative to nominal wages and by income growth, which raises purchasing power relative to nominal food prices. Productivity growth is seen from a food systems perspective. The high cost of food marketing in sub-Saharan Africa means that more than half of the value added often comes off the farm. Reducing marketing costs makes food more available to consumers at lower cost while increasing prices to producers.

U.S. agribusiness expertise plays a major role in transferring technology in critical areas such as

- small business management
- creating farmer and producer associations
- adopting product quality standards for food safety and pesticide use
- creating profitable value-added enterprises in processing and packaging
- utilizing market and telecommunications technology
- utilizing private sector research products in germplasm and machinery
- ensuring that public sector policy will promote productive, broad-based enterprise development and job creation

For the most part, USAID funds **applied research**. Development of technologies and new crop varieties is done largely through International Agricultural Research Centers (IARCs) and U.S. universities. **Agricultural research** funded through foreign assistance programs—using the U.S. Land Grant College and University system—has brought new technologies to U.S. farmers and resulted in millions of dollars worth of improved yields.

USAID has been a major funder of the worldwide network of CGIAR (described below) research institutes. The hardy and high-yielding crop varieties turned out by these institutes have dramatically improved the lives of billions of people. Examples

- Rice feeds much of the world. Results at the International Rice Research Institutes are adding \$30 billion every year to the economies of Asia alone.
- Wheat varieties developed by the International Maize and Wheat Improvement Center now cover 70 percent of the developing world's wheat area. Benefits from these varieties were estimated at \$3 billion for developing country producers and consumers in the 1977-1990 period.
- Cassava is a food staple for much of Africa. CGIAR centers discovered how to use a parasitic wasp, instead of chemical pesticides, to control cassava pests. The benefit to African farmers exceeds \$2 billion, or 150 times the cost of the research. New cassava varieties are yielding triple what traditional varieties did.
- USAID-funded CRSP research at U.S. universities has produced spectacular results. Tropical Soil CRSP scientists developed technology which allows the cultivation of 43 consecutive crops on soils where only two successive crops could be grown with traditional slash-and-burn methods. This and similar methods are saving millions of acres of rainforests from destruction.
- USAID played a major role in helping Latin American countries quadruple their non-traditional agricultural exports in the last 15 years. U.S. consumers benefit from increased availability of fresh produce during seasons when U.S. production is idle. It is estimated that each dollar of USAID investment in non-traditional agricultural exports produces \$8 in benefits for U.S. businesses.

**Land Grant Colleges** and universities are a major source of the expertise in USAID's agricultural programs. They provide assistance in research, training, and implementation. USAID mobilizes land grant resources through projects in specific countries and specific sectors. In addition, we use global Cooperative Research Support Agreements (CRSPs).

### **The Consultative Group on International Agricultural Research (CGIAR)**

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CGIAR was established in 1971. It has grown to 49 members supporting 16 Research Centers dedicated to promoting sustainable agriculture for food security in developing countries. Productivity and natural resources management are the twin pillars of CGIAR research on food crops, forestry, livestock, irrigation management, and aquatic resources, and in its services to national agricultural research systems in developing countries. Its research covers commodities that provide 75 percent of food energy and a similar share of protein requirements in developing countries.

CGIAR focuses on five major research thrusts:

- increasing productivity
- protecting the environment
- saving biodiversity
- improving policies
- strengthening National Research

Examples include the rice and cassava mentioned above. Also, yields from fish-farming in Africa and Asia can be increased 60 percent through introduction of a new “miracle strain” of tilapia, thus making a high-protein food source more available to the poor. Agricultural development in Latin America is being revolutionized through sustainable cultivation of savanna grasslands. Acid-tolerant crops developed at USAID-supported research centers are making savanna agriculture into an environment-enhancing reality, reducing economic incentives for clearing forests.

### III. USAID PROGRAMS

#### USAID Global Programs:

##### *(1) Agribusiness Marketing Improvement Strategies II (AMIS II)*

AMIS II provides technical assistance and diagnostic assessments to USAID missions worldwide to promote efficient marketing of agricultural products. AMIS II was designed to identify agribusiness opportunities and to provide the practical experience of U.S. private sector agribusiness companies. AMIS II teams consist of associations (Food Marketing Institute, National American Wholesale Grocers Association, Food Processing Machinery and Supplies Association, National Food Processors Association, United Fresh Fruit and Vegetable Association), and firms (Arizona State University, Cargill Technical Services, Development Alternatives Inc., IMCC, PIT, William David Associates). AMIS II has recently supported a project in Perm, Russia to assist the development of recently privatized food wholesale warehouses and also a program in Madagascar to support non-traditional agricultural exports in Madagascar.

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##### *(2) Agriculture Biotechnology for Sustainable Productivity Project (ABSP)*

The ABSP is a consortium of commercial agricultural research institutions, including ICI Seeds America, DNA Plant Technologies, Inc., Asgrow Seed Co., and the Biotechnology Industry Organization, all working through the Michigan State University. The project focus area is disease-free commercial propagation methodologies in banana, pineapple, and coffee, insect resistance through biotechnology for maize, potato, and sweet potato, and virus resistance for cucumber, squash or melons. Product development opportunities are provided in each institution for joint research. Currently the ABSP project operates in Costa Rica, Kenya, Egypt, and Indonesia.

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##### *(3) Agricultural Policy Analysis Project III (APAP III)*

Project is devoted to increasing knowledge and understanding of policy alternatives and impacts on the agricultural sector, natural resource base, and special interest groups. The goal of APAP III is to create in host countries an economic environment characterized by efficient agricultural market systems, sustained economic growth of the agricultural sector, and increased employment opportunities. The focus of the third phase of APAP III is to facilitate missions' assistance to host-country decision makers in identifying policy issues and resolving problems concerning agricultural policy. Priority

policy issues include strengthening market organization and functions within a market economy, equity issues with respect to policy impacts on incomes and living standards of rural and urban poor and agricultural/environmental sustainability

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#### ***(4) Appropriate Technology International (ATI)***

ATI is a non-profit organization that utilizes a comprehensive set of production and marketing innovations to increase the income of small producers, including appropriate technology and micro credit loans, to assist small enterprise development. Small farmers and businesses are frequently left out of much of the production process and lose much of the value of their goods and services to intermediaries or to bigger businesses which can access credit, pay for expert advice, and acquire new value-added technologies. ATI assists small producers in strategic economic sub-sectors, including animal herders, oilseed farmers, dairy producers, market gardeners, resource-poor farmers, and tree-crop farmers. Areas of operation include Africa, Latin America and the Caribbean, and Asia.

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#### ***(5) Broadening Access and Strengthening Input Market Systems (BASIS)***

Program focused on improving rural households' access to equitable and efficient land, labor and financial capital markets in developing countries. The theme areas the program addresses include (1) securing access to land and water resources, (2) improving the coordination of labor demand and supply, (3) reducing transactions costs and broadening access to financial markets. The program focuses specifically on linkages among land, labor and financial capital markets and gender issues. Within this program a Collaborative Research Support Program (CRSP) for research on input markets was awarded to the University of Wisconsin Land Tenure Center, representing the Consortium for Applied Research on Market Access (CARMA).

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#### ***(6) Farmer-to-Farmer***

The Farmer-to-Farmer (FTF) Program provides funding for U S farmers and agricultural professionals who volunteer their time to conduct short-term training to host country farmers, agribusinesses, and agricultural organizations. These FTF volunteers are individuals who have domestic careers, farms, and agribusinesses and who want to participate in development efforts.

FTF volunteers have consulted at policy levels of host governments, for example in Russia, a FTF volunteer assisted in drafting the existing law that governs cooperatives. FTF volunteers have also worked at the grass roots level. Four FTF volunteers assigned to a farmer association in Moldova assisted with the privatization of a state farm which the Moldovan President and Minister of Agriculture called "a model for all collective farms in Moldova to follow."

The program is implemented by six grantees. These include Agricultural Cooperative Development International/Volunteers in Overseas Cooperative Assistance (ACDI/VOCA), Citizens Network for Foreign Affairs (CNFA), Land O'Lakes, Winrock International, Partners of the Americas, and the Peace Corps. FTF volunteers have served in New Independent States (about 2000 volunteers) and in 54 other countries worldwide (900 volunteers). These include 21 other countries in Africa, 10 countries in Asia and the Near East, 19 countries in Latin America and the Caribbean, and four countries in Eastern Europe.

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### ***(7) Food for Peace Program***

Public Law 480 (P L 480), known as "Food for Peace," is a food aid and market development program focused on the needs of developing countries and is aimed at establishing a U S presence in such markets and supporting their economic growth. P L 480 provides commodities under three authorities or "titles."

The Title I program is operated by the U S Department of Agriculture (USDA). This Title combines interest rates below prevailing market rates and long-term payment provisions (up to 30 years). It can provide for repayment in local currencies at USDA's discretion. These local funds can be used to support market development and agricultural development and research.

The Title II and III programs are operated by U S Agency for International Development (USAID). These two titles are donation, or grant, food aid authorities. The primary focus of Title II is on humanitarian feeding activities, including emergency needs. Title II donations can be made directly to the government through private voluntary organizations or through international food organizations such as the U N's World Food Program. In the case of Title III, the focus is on supporting economic growth in least developed countries.

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***(8) Postharvest Collaborative Agribusiness Support Program (CASP)***

CASP was designed to provide USAID field missions with access to broad postharvest expertise from the U S public and private sectors. The program is a collaborative effort involving four institutions which participated in separate predecessor projects, including the Postharvest Institute for Perishables, University of Idaho, International Soybean Program, University of Illinois, Food and Feed Grain Institute, Kansas State University, and the Seed Technology Laboratory at Mississippi State University.

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***(9) Sharing U S Technology to Aid in the Improvement of Nutrition (SUSTAIN)***

SUSTAIN provides access to U S business and scientific expertise to improve the quality, safety, and availability of food in Central America, Africa, and Asia. Technical assistance, training, and needs assessments are conducted by technical specialists from U S foods companies, universities, and professional associations who donate their time and expertise. SUSTAIN conducts its activities in collaboration with USAID missions and local organizations. It is supported under the Food Technology and Enterprise Project in the Office of Health and Nutrition, Global Bureau (USAID/G/PHN/HN). Sustain also receives support from the U S Department of Agriculture and cash and in-kind donations.

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***(10) USAID Commodity Import Program***

Under the Commodity Import Program (CIP), USAID makes dollars available to Egypt and Mozambique on a loan or grant basis to pay for essential commodity imports from the United States. The CIP finances a variety of goods, including agricultural goods, construction and transportation equipment, fertilizer, chemicals, raw materials, semi-finished products and foodstuffs. CIP funds are allocated by the recipient government among its importers in the public and private sector.

Public sector procurements are normally conducted using formal bidding procedures, while purchases by the private sector are through regular commercial channels. CIP opportunities are widely advertised in the *Commerce Business Daily* and USAID's *Procurement Information Bulletin* (PIB) to ensure maximum competition. Transactions are handled directly between American and foreign importers, but must meet the requirements of USAID Regulation 1 to be eligible for payment from USAID funds.

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### ***(11) 1997 Dairy Directive June 1997-June 2000***

A part of the 1997 Dairy Directive, the "Accelerating Rural Economic Growth in the West Bank: Improving Markets, Technology, Support Structures, and Employment Opportunities for Sheep and Goat Producers" project was designed to improve the overall profitability of dairy sheep and goat production in the West Bank. This is done by

- increasing the quantity and quality of milk and meat
- developing organizations that will further stimulate the sector's economic growth through regional cooperation
- creating a policy environment conducive for investment and growth
- strengthening domestic and export marketing activities

Project activities will consist of two components: 1) to strengthen already existing extension service to deliver information and training to 2,000 sheep and goat producers directly and to additionally indirectly increase the marketability of their products and 2) to form district and regional sheep and goat producer associations which will sustain effective business and marketing support to the industry beyond the life of the project.

Land O'Lakes, in partnership with American Near East Refugee Aid (ANERA) and Mid-East Peace Fleece, Inc., is improving small ruminant production output and marketing potential by assisting and institutionalizing animal husbandry and the nutrition and processing skills of shepherds and family members reliant on a small, ruminant-based economy. Land O'Lakes and ANERA encourage Israeli-based livestock organizations and agribusinesses in extending expertise and business opportunities across the border to improve the health of the industry on a regional basis.

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### ***(12) Assistance to the New Agricultural Settlers at Wadi El Saayda (AFRICARE)***

AFRICARE was awarded this grant in May 1996. The goal of this project is to improve the quality of life of the Egyptian people who are settling on reclaimed desert land. The purpose of the project is to increase agricultural production and expand social benefits by establishing viable farming communities on reclaimed desert lands at Wadi El Saayda in Aswan Governorate in Upper Egypt. In the process of establishing viable communities, an effort will be made to create models or prototypes which can be used in other reclamation projects.

AFRICARE will provide support in four areas

- Agricultural Production
- Marketing and Post Harvest Practices
- Farmer Organization and Support
- Information and Training

The immediate beneficiaries of the project will be the 700 graduates and landless farmers who settle in the already constructed villages in the wadi with its 5000 feddans of cultivated land. By the end of the project, their per capita income is expected to equal the per capita income of the country. The settlers will also benefit from improved living conditions. In addition, the immediate family members of these settlers will receive direct benefits even though they may not reside permanently at the wadi site. Other direct beneficiaries will be the residents in the nearby towns and cities. The introduction and expansion of additional crops in the area and eventual availability of processed foods should have a positive impact on the local markets.

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### ***(13) Low Income Farm Households Responding to Agricultural Reform (AGREFORM)***

This grant is managed by CARE International and was initiated in May 1996. Small farmers have been unable to compete in the changing environment of the agricultural reform, due to their lack of access to agricultural technologies and markets. AGREFORM is designed to equip small farm households with improved crop and livestock technologies and wider access to national markets. This will be accomplished through a strategy that both directly links community selected innovative farmers to sources of agricultural information and further enhances the local availability of market and livestock information. AGREFORM will participate with 4,800 community selected innovative farmers to facilitate the transfer of technical and marketing information. AGREFORM will further seek ways to enhance local information sources through the strengthening of local and national marketing groups for small farmers, and in the enhancement of local livestock information services for small livestock producers. Through farmer to farmer diffusion, small farm households will benefit from an increased access to current technologies and market prices. By the end of the project, 29,000 small farm households from 25 districts in Qena, Sohag and Fayoum Governorates will have increased their real incomes by an average of 25% as a result of accessing new markets and technologies.

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### ***(14) Global Technology Network (GTN)***

GTN focuses on identifying targeted international business opportunities in health, environment, agriculture, and communications and information technologies. Opportunities from this program are identified by an in-country network of technical representatives and then reviewed by GTN staff in Washington, DC. The investment opportunity/trade leads are electronically matched with U.S. firms registered in the sector databases. Trade lead information is then broadcast faxed to the appropriate U.S. companies.

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## USAID Regional and Bilateral Programs.

# AFRICA

## Africa Regional Projects

### ***(1) Policy, Analysis, Research and Technical Support (PARTS)***

PARTS increases the use of information and analysis by African decision makers and by USAID's Africa Bureau in designing and implementing agricultural and natural resource (ANR) policies, programs, and projects. The project supports (1) research and analysis in priority ANR areas, (2) ANR networks and innovative research, and (3) dissemination of research findings. The project supports the efforts of four agricultural networks - one each in the potato, bean, root crop, and agroforestry sector - with the aim of transferring management of the networks, currently in the hands of international agricultural research centers, to national agricultural research systems over a 3-year period.

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**(2) The *Africa Agribusiness Development Program*** a component of PARTS. The program promotes economic growth through the promotion of agri-businesses by providing technical assistance to field missions in project design and evaluation, and strategy development, and by developing seminars and training programs for small entrepreneurs.

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### ***(3) Programs for Applied Development Research in the Sahel (PADRES)***

The PADRES project improves efforts of the Sahel Institute (INSAH) to identify policy-oriented research priorities in three technical areas (agricultural production, food security, and natural resource management), to coordinate research by Sahelian national agricultural research systems (NARS), and to disseminate the research. INSAH, the regional agricultural research coordinating institution, implements the project, which complements the Policy, Analysis, Research and Technical

Support (PARTS) project The project finances and supports four senior INSAH staff positions and supporting staff, and finances seminars, training programs, and research mini-grants for Sahelian scientists, as well as fora to strengthen linkages between researchers and research users The project works in nine Sahelian countries

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## **Eritrea**

### ***(4) Eritrea Rural Enterprise Investment Partnership (REIP)***

REIP focuses on developing numerous agribusiness and non-agricultural enterprises along a key growth corridor stretching from the far southwest of Eritrea to the port of Massawa on the Red Sea The main components of the program focus on strengthening the operations and increasing the outreach of the Commercial Bank of Eritrea, increasing agricultural exports to the Gulf States, improving input supply systems, post-harvest handling, storage and crop marketing, cooperative development, foreign investment promotion, and rural roads construction and maintenance

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## **Ethiopia**

### ***(5) Agricultural Input Supply Retailers Training Program***

The aim of the pilot training program for private sector input supply retailers is to enhance agricultural productivity through improved management of retail shops In partnership with SG2000, Commercial and Development Banks, and a variety of public and private sector firms including Pioneer Hi-Bred International, the training program focuses on four areas of the country and trains retailers in financial management, product handling, marketing, and business management The program trains over 45 input retail outlets to promote efficient input supply and marketing businesses in Ethiopia's private sector

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### ***(6) Increased Availability of Selected Domestically Produced Food Grain Crops***

According to the 1998 USAID Congressional Presentation (CP), the program aims to increase the availability of selected domestically produced food grain crops in Ethiopia through support to the government, the private sector and non-governmental organizations *(Please refer to the 1998 CP for additional information Internet address <http://www.info.usaid.gov/pubs/cp97/afr/cp-5.htm>)*

## **Ghana**

### ***(7) Trade and Investment Reform Program***

According to the 1998 USAID Congressional Presentation (CP), the Trade and Investment Program supports policy reform, technical assistance and training to improve the investment environment and technical capacity of Ghanaian enterprises. First, the policy reforms will focus on eliminating and revising regulations that adversely impact Ghana's international competitiveness in sectors that have the potential to contribute to exports such as horticultural and wood products, telecommunications and financial services. Second, technical assistance and training will help firms working throughout the export production and marketing chain to improve their managerial and operational skills as well as their ability to identify and penetrate viable markets. The latter is particularly important in benefiting smaller producers and thousands of microentrepreneurs that are playing an increasingly important role in supplying the larger exporters. Third, the program will enhance the sustainability of efforts now underway in Ghana's Central Region to support economic growth and generate revenues from tourism. Implementation will be through U.S. institutional contractors and grantees, as well as U.S. PVOs and local NGOs, which will be determined *(Please refer to the 1998 CP for additional information Internet address <http://www.info.usaid.gov/pubs/cp97/afr/cp-5.htm>)*

## **Guinea**

### ***(8) Guinea Agricultural Marketing Investment Project***

This project aims to stimulate private sector investment in agricultural marketing in Guinea by establishing (1) an Agricultural Marketing Foundation (AMF) aimed at increasing private sector domestic and export marketing, and (2) an Agricultural Marketing Loan Guarantee Fund (AMLGF) as a mechanism for providing credit for investment. The project provides \$6 million to establish the AMLGF, which will make available, mainly through commercial banks, short, medium, and long-term credit to private sector investors for agribusiness and agricultural export activities. The project also finances technical assistance and training by the African Project Development Facility to increase the capacity of the AMLGF and participating banks to review investment proposals for financial and technical viability. About 25-30 loan guarantees will be provided to create or revitalize 25-30 agricultural export enterprises, agribusinesses, and/or marketing support ventures. AMF and AMLGF activities are expected to create at least 500 new jobs in the agricultural production, marketing, and processing sub-sectors.

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### ***(9) Growth in Agricultural Markets***

According to the 1998 USAID Congressional Presentation (CP), the program aims to increase growth in agricultural markets by improving the current policy and regulatory environment, increasing efficiency of agricultural product transport, developing effective financial and investment services, and promoting product marketing (Please refer to the 1998 CP for additional information Internet address [http //www info usaid gov/pubs/cp97/afr/cp-5 htm](http://www.info.usaid.gov/pubs/cp97/afr/cp-5.htm))

## **Guinea-Bissau**

### ***(10) Trade and Investment Promotion Support (TIPS)***

The TIPS project promotes trade and investment in Guinea-Bissau The project, implemented by a number of public and private sector Guinean entities and a U S contractor, supports (1) policy dialogue and formulation, (2) legal and regulatory reform, (3) improved legal and administrative adjudication of conflicts, and (4) private sector interventions A private-public Presidential Commission develops trade and investment policies related to critical growth sectors, e g , rice, cashews, fruits and vegetables, and forest and fishery products, along with commerce and services to support the same The Commission also develops action plans, including budgets, to remove constraints to these policies The project will help to organize a Policy Analysis Unit to serve as the Commission's technical arm, provide specialists, short-term training, seminars, and workshops to support policy research and analysis and to develop public support for proposed policies, and support participation by trade associations in the policy dialogue process

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### ***(11) Agricultural Sector Assistance II***

The program provides \$15 million in non-project assistance to help the Government of Guinea-Bissau (GOGB) identify and remove specific policy bottlenecks to private agricultural sector growth A companion monitoring support project will assist in measuring and evaluating the effects on target areas as the program is implemented The program will continue to form an integral part of the broader macroeconomic reform program that the GOGB negotiates with the World Bank and International Monetary Fund

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## **Kenya**

**(12) *National Agricultural Research Project*** The project is part of a multi-donor effort to support developing new strains of seeds and farming techniques designed to increase food production for the East Africa market To that end, the project assists in strengthening the management of the Kenya Agricultural Research Institute (KARI) and the training of its researchers At KARI, researchers are responding to continued food shortages brought on by drought and poor rainfall by developing improved farming techniques, drought-resistant strains, and early maturity varieties of the most important food crops, such as maize, sorghum, and millet KARI is also helping to increase incomes in the cash crop sector by developing new varieties of flowers, fruits, and vegetables for the export markets

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### ***(13) Increase Commercialization of Smallholder Agriculture and Natural Resource Management***

According to the 1998 USAID Congressional Presentation (CP), USAID's strategic objective will result in 1) stronger and more competitive agricultural markets, 2) off-farm job opportunities for smallholders through microenterprise development and natural resource management related businesses, and 3) increased growth of non-traditional agricultural exports *(Please refer to the 1998 CP for additional information Internet address <http://www.info.usaid.gov/pubs/cp97/afr/cp-5.htm>)*

## **Madagascar**

### ***(14) Commercial Agricultural Promotion (MADCAP)***

The MADCAP project aims to increase production and domestic trade of off-season crops in two of Madagascar's six provinces. U.S. technical assistance is working with producers and producer associations, traders, agribusiness, agricultural input importers and NGOs involved in road maintenance and rehabilitation.

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## **Malawi**

### ***(15) Malawi Smallholder Agribusiness Development Project (SADP)***

The SADP project is a significant new approach to supporting smallholder agribusiness development by 1) improving smallholder access to better returns on agricultural sales and 2) supporting greater smallholder self-sufficiency through improved business know-how. SADP currently manages five Agribusiness Development Centers in areas of significant smallholder tobacco production. These centers facilitate the delivery of technical know-how and support services, and link smallholder groups to private sector business opportunities and services.

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### ***(16) Increased Agricultural Incomes on a Per Capita Basis***

According to the 1998 USAID Congressional Presentation (CP), the project aims to increase smallholder access to agricultural inputs, output markets, and cash crop production alternatives using policy dialogue and project assistance (Please refer to the 1998 CP for additional information Internet address [http //www info usaid gov/pubs/cp97/afr/cp-5 htm](http://www.info.usaid.gov/pubs/cp97/afr/cp-5.htm))

## **Mali**

### ***(17) Agribusiness and Marketing Support***

The project increases farmer and entrepreneur incomes in Mali's Haute Vallee (Region II) through the diversification of rural agri-based enterprise and marketing linkages. The project builds on the successes of the Operation Haute Vallee (OHV) and Haute Vallee Development (DHV) projects. Current OHV agribusiness activities, which are still in the initial stages of development, show a need to assist farmers, village associations, and agribusinesses in identifying economically promising crop diversification, rural enterprise, and marketing opportunities.

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### ***(18) Animal Productivity for Export (APEX)***

The APEX project aims to improve livestock production, and marketing processes in Mali within the context of natural resource management and to expand export markets in particular. The Ministry of Agriculture, Livestock, and the Environment (MAEE) implements the project with technical assistance from Washington State University and participation from a broad range of livestock associations and groups to ensure collaboration among producers, traders, and private and public agencies, all within a framework of action based on animal sector commodity networks. Many of the project's activities overlap both the marketing and production elements. These include extensive technology transfer and management workshops, seminars, and field days involving 500 livestock producers and marketing agents, with special attention to policy, marketing, and input supply studies, analyses, and assessments.

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### ***(19) Mali Strengthening Research Planning and Research on Commodities (SPARC)***

The SPARC project aims to strengthen the capacity of Mali's "Institut d'Economie Rurale (IER)" to develop and disseminate sustainable and productive technologies for small farmers. Texas A&M University and the International Service for National Agriculture Research implements the four project components: core research, research planning and management, researcher training, and institutional linkages. The project supports multidisciplinary research in priority areas of three core IER programs: (1) cereals and legumes, especially millet, sorghum, cowpeas, and food technology, (2) animal production, with a focus on animal nutrition, and (3) production systems and rural economy with respective emphases on farmer-oriented systems and socioeconomic research.

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***(20) Sustainable Economic Growth***

According to the 1998 USAID Congressional Presentation (CP) the project aims to increase the value-added of specific economic subsectors accomplished through increasing access to financial services and boosting Mali's competitiveness in producing and marketing cereals, livestock, and non-traditional products *(Please refer to the 1998 CP for additional information Internet address <http://www.info.usaid.gov/pubs/cp97/afr/cp-5.htm>)*

## **Senegal**

***(21) Senegal Natural Resources - Based Agricultural Research***

The research project supports efforts of the Senegalese Institute for Agricultural Research (ISRA) to generate natural resource-based technologies for increasing the sustainable production of millet, sorghum, corn, and rice. The project's five components are research grants, support for ISRA's Natural Resources Program, institutional linkages, technical assistance, and participant training.

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***(22) Senegal Rice Structural Adjustment***

The aim of the project is to increase the incomes of paddy rice farmers producing for Senegal's domestic market by the liberalizing rice marketing and processing policies. The project finances commodities, technical assistance, training, surveys, and studies to enable the Ministry of Agriculture's Unite de Politique Agricole (UPA) to monitor policy reforms in the rice sub-sector and initiate any corrective steps as necessary. The project also finances required audits and evaluation of the program.

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## **Uganda**

***(23) Uganda Agricultural Non-Traditional Export Promotion Program (ANEPP)***

The Commodity Import Program (CIP) promotes, diversifies, and expands non-traditional exports (NTEs) of agricultural products by Uganda's private sector. A total of \$12.5 million will be disbursed to the Bank of Uganda in two tranches for

financing private sector imports of items needed to increase NTEs - seed, raw jute or jute bags, steel for the manufacture of agricultural hand tools and farm implements, and packing materials for exported commodities. Other components include export policy analysis, post harvest handling loss reduction, short term training, and a small venture capital fund

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**(24) *Uganda Environmental Planning and Economic Development (EPED)***

ACDI/VOCA launched the 18-month first phase of the EPED project in July 1996. The project is an effort to build Masindi District's capacity to manage, monitor and protect its natural resources, including Murchison Falls National Park (MFNP). The project's purpose is to develop and test effective measures for the reduction of the root causes of encroachment and illicit use of protected area resources in MFNP and Bugungu and Karuma Game Reserves in Masindi District.

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**(25) *Uganda Heifer Project International (HPI)***

HPI has a small grant under the reintegration of demobilized veterans project which promotes female-directed, household level income generation activities, especially in-calf heifers for milk production. Goats, bees and other activities are also assisted on a demand basis. HPI also links with Land O'Lakes.

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**(26) *Uganda International Institute for Tropical Agriculture (IITA)***

The IITA is a multi-year local currency grant equivalent to \$1 million U.S., together with a USAID/Washington grant for regional agricultural research, supports research and extension (limited) of critical Ugandan basic food crops - bananas and cassava. IITA works closely with several NGOs and the government of Uganda in improving Ugandan basic food security.

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***(27) Uganda Investment in Developing Export Agriculture (IDEA)***

The purpose of IDEA is to increase production and marketing of selected non-traditional agricultural exports. IDEA provides direct assistance to producers, traders and exporters of NTEs using a vertically-integrated “commodity systems” approach. The project aims at expanding low value food crops (primarily maize and beans) and increasing production of high value crops (flowers, vegetables, spices, essential oils). Specific activities for achieving the objective include improving seed multiplication and distribution, establishing a commodity export information system, increasing farm and export value of export crops, strengthening associations, and strengthening sustained education and research support for NTE development.

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***(28) Uganda Land O’Lakes Dairy Cooperative Development***

Through the use of technical assistance and short term training, the project seeks to improve private sector producer skills in herd and farm management, processing and marketing of milk and dairy products, as well as producer and processor association management and growth. By forming cooperatives and associations the project seeks to enhance members competitiveness and buying power. The project works with cows and goats, and also sponsors a campaign to promote dairy consumption.

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***(29) Uganda On-Farm Productivity Enhancement Program (OFPEP)***

OFPEP works to improve the productivity of traditional farming systems and increase food production among smallholder farmers in the Iganga, Tororo and Mokono districts. ACDI/VOCA is providing technical assistance and training to more than 300 farmer groups enlisting the cooperation of 15 local community-based organizations. Farmers choose the specific food crops to be targeted under the program, including cassava, maize, common broad-beans, sorghum and soybeans.

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***(30) Uganda Partnership for Enhanced Productivity (PEP)***

The PEP project in Uganda uses volunteer technical assistance activities to pursue four objectives: 1) assist in the strengthening of the Uganda Cooperative Bank/oilseed sectors linked to the food monetization program, 2) natural resources management with Peace Corps, the National Parks and the Action Plan for the Environment, 3) non-traditional export assistance to the Investment in the Development of Export Agriculture (IDEA) project, and 4) assistance to World Learning’s demobilization program.

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## **Zambia**

### ***(31) Zambia Agricultural Sector Liberalization Project (ASLP)***

The ASLP project aims to help the Government of Zambia (GRZ) to liberalize the country's agricultural sector. Program assistance consists of a cash grant of \$20 million tied to policy reforms to increase the production and marketing of selected food crops. Conditions precedent require the GRZ to (1) consolidate existing land-related legislation, (2) raise revenues from State-owned lands for use in financing rural infrastructure, and (3) develop market-oriented maize marketing and agricultural credit policies. Project assistance comprises two components. A Policy Management and Implementation component provides advisors to monitor and inform Zambian policymakers about agricultural sector activity and constraints, train personnel of the Ministry of Agriculture, Food, and Fisheries in market liberalization and private sector promotion, and possibly develop legislation for privatizing agricultural marketing enterprises and services. A Small Farmer Access to Resources component rehabilitates feeder roads, develops legislation to improve land access and tenure security, and increases the access of small farmers to agricultural credit. As counterpart, the GRZ contributes \$10 million to a revolving fund for commercial bank lending of maize marketing credit, and \$12.1 million from a Land Development Fund for rural infrastructure.

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## **Southern Africa**

### ***(32) Regional Activity to Promote Integration through Dialogue and Improved Policy Implementation (RAPID)***

The purpose of RAPID is to help implement policy agreements and protocols (including the Trade Protocol) that strengthen regional integration in southern Africa and to develop a broader consensus through deepening the understanding of the rationale for integration and increasing private sector input into policy decisions.

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**ASIA**

### ***(1) Regional Agribusiness Project (RAP)***

RAP provides USAID Missions in Asia and their agribusiness clients with technical support to increase the effectiveness of their agribusiness projects and programs. RAP promotes market transparency, marketing efficiency, and environmentally sustainable trade and cooperative venture development to raise employment and income levels in Asian countries. RAP assists U.S. firms in contacting and working with Asian agribusiness firms in sourcing products, marketing agreements, technology transfer, licensing, investment and other forms of joint venture. RAP is establishing a clearinghouse with the essential data and information needed for developing exports in USAID-assisted countries. The project also publishes Market Asia, a quarterly magazine available to U.S. and Asian agribusiness firms focusing on new products and agribusiness issues such as integrated pest management, and trade regulations.

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## **India**

### ***(2) Agricultural Commercialization and Enterprise (ACE)***

The purpose of this project is to improve the investment environment for private agribusiness in India's horticultural sector. The project, to be implemented primarily by the Bombay-based Industrial Credit and Investment Corporation of India (ICIC), will provide investment capital and related technical and advisory assistance. USAID has given ICIC funds to provide over 25 capital loans averaging \$400,000 to agribusiness entrepreneurs for innovative projects in areas such as product handling, transportation, packing/packaging, trading, and marketing. The project will finance 15 trade and investment tours for Indian horticultural entrepreneurs to visit U.S. firms and for U.S. business persons to visit India.

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## **Indonesia**

### ***(3) Agribusiness Development Project (ADP)***

The Indonesia ADP project will help Indonesian private not-for-profit agribusiness producers and trade organizations provide services to their members, and also provide policy input to the Indonesian government. In the process, these organizations will be linked with the U.S. agribusiness sub-sector. Two agribusiness product lines have been selected for initial emphasis: fisheries and horticulture. Other product lines such as livestock and estate crops will be added depending on available resources. The project funds initial visits of potential joint venture partners (both U.S. and Indonesian) as well as attendance at trade shows.

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#### ***(4) Agricultural and Rural Sector Support Program***

This program is designed to support policy changes in Indonesia aimed at increasing rural unemployment and incomes during a serious fiscal crisis precipitated by a drastic decline in the price of oil, Indonesia's major export. Funds and technical assistance are focused on the following areas of continuing policy concern: agricultural diversification, internal and external trade liberalization, promotion of free markets through improved fiscal and monetary tools, and training of economic managers. Also anticipated is funding for technical assistance in the areas of small business development, promotion of private trade associations, and poverty alleviation. Assistance will be provided to both the public and private sectors, with special emphasis on support to private institutions involved in policy formulation and implementation.

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## **Philippines**

#### ***(5) Agribusiness System Assistance Program (ASAP)***

Philippines ASAP supports sustained private sector-led growth in the Philippines' agribusiness system. The program aims to improve the environment for private sector investment in agribusiness activities linked to a more efficient small farm production sector. ASAP has a policy reform and a market development component. One of the market development activities seeks to increase linkages between primary producers and traders of local agribusiness through greater access to agro-processing technologies and joint ventures with U.S. firms. The project will provide partial funding to U.S. agribusiness firms interested in going to the Philippines on a selling mission.

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## **Sri Lanka**

#### ***(6) Sri Lanka Technology Initiative for the Private Sector (TIPS)***

The Sri Lanka TIPS program is specifically designed to offer U.S. businesses a variety of business services which will

result in long-term profitable, commercial relationships with private sector firms in Sri Lanka. The program hopes to offer U.S. companies opportunities to sell equipment, locate raw materials, offer consulting services, locate regional markets, transfer technology and information, and identify potential business partners. The TIPS office in the United States gathers industry information, arranges meetings, transfers samples and facilitates business discussions between United States and Sri Lankan companies. The program covers agribusiness as well as other sectors. To date, Sri Lanka TIPS's agribusiness activities have been in the specialty food and food processing sub-sector.

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## ***CENTRAL AND EASTERN EUROPE***

### **Albania**

#### ***(1) Agriculture Development Program***

The project assists in restructuring the Albanian fertilizer production and distribution systems to achieve full privatization in terms of industrial organization and complete integration with external markets. The key elements of the project included financing the importation, distribution, and sale of fertilizer and the provision of long-term and short-term advisory services for agricultural structural adjustment. Sub-components to the project included 1) privatization of agricultural inputs and marketing systems, 2) development of a fertilizer supply strategy, and 3) development of an economically and environmentally sound production system. This project may be extended for an additional year.

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#### ***(2) Support for Agricultural Restructuring (SARA)***

The SARA project provides assistance on agricultural policy, research and extension reform, agricultural university reform,

land markets, and sustainable agricultural and agribusiness management processes. The project will provide long- and short-term technical assistance and training in the form of policy assistance to the Ministry of Agriculture and Food, organization assistance to the agricultural research institutions, privatization and business training to private agribusinesses and curriculum development and other technical assistance to the Agricultural University of Tirana.

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## **Hungary**

### ***(3) American Cooperative Enterprise Center (ACE)***

ACE was a component of the larger joint USAID-USDA project Restructuring Agriculture and Agribusiness Project being implemented by the Cooperative Business International (CBI). USAID funding ended in 1996 but the program is still privately carried out by CBI in Hungary. ACE is designed to increase the efficiency and effectiveness of the production and agribusiness, particularly cooperatives, sectors of the agricultural economies of CEE. The objectives are 1) to increase production of agricultural enterprises (cooperatively owned and controlled) by providing training, technical assistance, and developing joint ventures and trade with U.S. cooperatives, 2) to assist CEE's agricultural sector in restructuring and upgrading, and in modernizing its business management and technology, and 3) to assist CEE in broadening and modernizing its delivery of consumer services.

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**In Hungary**        **Janof Nevai**  
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### ***(4) Restructuring Agriculture and Agribusiness (RAAPS)***

This project is a sub-component of USAID's RAAPS. The purpose of the project is to improve and strengthen the ability of Hungarian entrepreneurs and governments to operate an open market system in the agricultural sector. Technical assistance and training is provided to the private agribusiness sector, including cooperatives, to develop those skills needed to operate a for-profit business, and to the Hungarian government to establish institutions and policies necessary for the operation of an open market system in the agricultural sector. The program has leveraged U.S. funds in the past by encouraging the participation of U.S. agribusiness and private individuals in the delivery of technical assistance and

training

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## Latin America and the Caribbean

### ***(1) Agricultural and Natural Resources Management Technical Services (LAC TECH II)***

LAC TECH II provides advisory services in the areas of agricultural policy, rural finance, rural enterprise, food security, natural resources management, institutional development, plant quarantine, and resources tenure in the Latin America and the Caribbean. High priority is given to strategy formulation, project design and evaluation, sector assessments, and technical training workshops. This program is implemented with the assistance of the U.S. Department of Agriculture and contractors Chemonics International and the University of Wisconsin's Land Tenure Center.

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## Guyana

### ***(2) Agriculture Sector Reform Project***

The purpose of this project is to assist the Government of Guyana in implementing agriculture sector reforms leading to enhanced food security. The project also supports the implementation of the PL480 Title III Program. Although the Title III Program has ended, some local currency is still available to support development projects and activities. Activities under the project to date have included support for tax and trade reforms, institutional reforms and local currency to support rehabilitation of the agricultural infrastructure including sea defenses, drainage and irrigation and farm to market roads.

The present focus is on helping to ensure the sustainability of the infrastructure through assistance in policies relating to cost recovery for the maintenance and operation of drainage and irrigation. Planned activities until the end of the project in November include an assessment of agencies and systems and training programs for local government officials and agency personnel involved in cost recovery, operation, and maintenance.

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## Honduras

### *(4) Small Farmer Agribusiness Development Project*

The purpose of this project is to support the development of profitable, well-capitalized farmer-owned agribusinesses that provide input, supply, processing, and marketing services to all farmers, including small farmers, members and non-members, alike

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Tel 504-369-320  
Honduras

## Nicaragua

### *(3) Private Agricultural Services*

The purpose of this project is to strengthen private agricultural producer organizations (PAO's) in Nicaragua and to rapidly expand assistance to small farmers, agricultural cooperatives, and privatized agricultural commissions. The project consists of three components

- *Cooperative Support*—providing cooperative member farmers with technical assistance, information, and training in non-traditional agricultural exports (NTAE) and basic grain production technology, NTAE marketing and cooperative agribusiness management
- *Production and Marketing Services*—production oriented training activities, field research, and technical assistance for the privatized coffee, cotton, and cattle commissions
- *Institutional Strengthening and Integration*—technical assistance and training for the privatized commissions, the Union of Agricultural Producers of Nicaragua, the Nicaraguan Union of Agriculturalists, and the Nicaraguan Association of Producers of Nontraditional Exports

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# NEAR EAST

## Egypt

### *(1) Agricultural Policy Reform Program*

USAID is working with several Government of Egypt (GOE) ministries led by the Ministry of Agriculture and Land Reclamation, to remove remaining policy barriers to private enterprise in agriculture, to create a liberal, competitive marketing system, and to stimulate sustainable agricultural growth. The release of cash transfers supporting the sector will be linked to GOE performance toward established policy reform benchmarks including

- Reform of price and marketing policies in cotton, rice, sugarcane, livestock, and fertilizer
- Privatization of marketing, processing, and distribution functions
- Increased efficiency of public investment in research, land and water development and improvement of the sustainability of agricultural investment
- Removal of general consumer subsidies
- Establishment of a targeted food security program
- Reduced negative environmental impacts of agricultural growth

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                              Datex, Inc —**Ali Kamel**  
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### *(2) Agricultural Technology Utilization and Transfer (ATUT)*

The latest addition to USAID agricultural sector support involves horticulture and food crop research. ATUT will (1) identify and transfer to the private sector new horticultural production, post-harvesting, and marketing technologies, and (2) develop a carefully focused collaborative strategic research program aimed at resolving the major constraints to increased productivity of four staple food crops: rice, corn, wheat, and fava beans.

Horticulture activities are aimed at a select number of specific high-value crops for export. Technical assistance includes trips, seminars and training courses for participating farmers and adaptive collaborative research grants based on private sector demands. The active participation of the private sector in setting the research agenda, reviewing research grants, and approving horticultural technology transfer activities is a key element of this initiative. Studies will be aimed at identifying new marketing activities, new commodities for export, and the analysis of constraints to increasing horticultural exports.

Food crops activities include strategic collaborative research grants involving international centers of excellence and U.S. universities. Research will focus on the highest priority problems associated with rice, wheat, corn, and fava beans to support Egypt's food security needs and on-farm water management.

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### *(3) Technical Assistance for the Agricultural Policy Reform Program (TA/APRP)*

USAID will provide the Government of Egypt (GOE) with technical assistance to develop carry out, monitor and evaluate key elements of reforms associated with the Agricultural Policy Reform Program Since the reform program proposed for APRP is technically complex six units/activities are being established for technical assistance support These involve a Program Management Unit, a Reform Design and Implementation Unit a Monitoring Verification and Evaluation Unit, a Food Security Research Unit a Water Policy and Advisory Unit, and Water Policy Activities

TA/APRP tasks have included conducting policy studies, proposing approaches (including pilot activities to solve identified policy problems) evaluating progress toward carrying out policy reforms, establishing institutional mechanisms to support the policy process, and conducting training to meet identified needs

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## **Morocco**

### ***(4) Agribusiness Promotion Project***

The Morocco Agribusiness Promotion Project (MAP) was a five-year project funded by USAID to increase Moroccan private agribusiness capacity to produce and market demand-driven, value-added products, increase Moroccan exports through product diversification, and promote U S equipment, technology, and agricultural inputs Assistance will focus on the following sub-sectors fresh and processed fruits and vegetables, spices and oils, olives and olive oil, cut flowers, grapes, raisins, and wines The project will establish a \$2 million fund to provide cost-sharing (50-50) financing to help firms (Moroccan, U S , or joint-venture) develop new products and/or markets Funding will be provided on a competitive basis up to a maximum of \$100,000 per activity The USAID funding grant ended in July 1996 The project is currently demand driven by the Moroccan private sector

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## **New Independent States of the Former Soviet Union (NIS)**

### ***(1) Food Systems Restructuring Project***

The project focuses on creating efficient NIS systems for providing inputs to agriculture and for processing and distributing NIS agricultural products The project seeks to energize NIS private sector activity by supporting the involvement of private U S agribusiness companies and cooperatives in this area

To manage the agribusiness component, USAID has awarded grants to the following agribusiness associations Agricultural Cooperative Development International, and the Citizens Network for Foreign Affairs By engaging these agribusiness associations as intermediaries, USAID can better access a range of medium and large scale U S firms to help establish and expand NIS business ventures The following outlines work being done under each association

#### **(a) Agricultural Cooperative Development International (ACDI)**

ACDI is conducting Rapid Business Opportunity Assessments (RBOAs) to identify specific projects and clients and serve as the base for potential projects. The RBOAs will assess the business potential and infrastructure in the target republics and conduct a preliminary identification of potential NIS agribusiness partnerships. ACDI will also canvass U.S. firms which have an interest in joint venture partnerships based on experience with similar product profiles, commodities, and experience in the area. ACDI will seek to fund activities focused on processing and marketing, technical troubleshooting, operation and management training, business/strategic plans and product profiling, and targeted training at U.S. agribusiness. The association's primary focus will be in the Central Asian Republics.

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**(b) Citizens Network for Foreign Affairs (CNFA)**

CNFA will implement the Agribusiness Partnerships II Program. APII will expand the impact of the original program in Ukraine, Moldova and Belarus to advance the emergence and development of private, diversified, market-driven food and agricultural systems by empowering private farmers and entrepreneurs. Fundamentally, the APII program is designed to foster the development of a set of private sector Western NIS (W/NIS) small businesses and micro-enterprises which will be alternatives to state owned firms. These W/NIS businesses together will produce important sectoral results and thereby lead the development of restructured, market-driven, effective food systems for the W/NIS countries. In a unique public-private sector partnership, the program leverages \$116 million in resources and investment from U.S. agribusinesses with a \$30 million grant from USAID. The principal operational mechanism of APII will be Development Contracts under which eligible U.S. or W/NIS agribusinesses agree to undertake a program of significant development activities with local partners, such as local private farmers or local agribusinesses. Currently, the maximum amount for a Development Contract is \$500,000.

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**(2) Market Oriented Farm Support Activity (MOFSA)**

The overall goal of this 20 month project is to help enable private reorganized farms and other agribusinesses within the Vologda oblast to function productively and profitably in a market-based system while contributing to increased rural employment and income. The project's strategic objectives include (1) improving the effectiveness of selected social benefits and services in rural areas of the Vologda oblast, (2) accelerating the development and growth of private agribusiness enterprises necessary to service private farms, and (3) establishing a robust market-oriented financial sector in Vologda, particularly via private and cooperative-based structures operating on market terms.

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## IV. USAID PROCUREMENT

### What Does USAID Purchase?

**Technical Assistance** includes contracts for managerial and technical services in projects developed by USAID field missions in collaboration with foreign host governments and other international donors. USAID has identified priority areas that are the focus of its efforts to promote sustainable development. These include protecting the environment, promoting health and stabilizing population growth, building democracy, and encouraging broad-based economic growth. Development activities address disease, food supply, climate change, rapid population growth, mass migrations, and depletion of environmental quality or biodiversity, among other areas.

**Commodities** are purchased by USAID to fulfill project requirements, including medical supplies and equipment, vehicles, computer hardware, software, and accessories, agricultural inputs, and environmental equipment.

**Training** includes academic or professional training, short and long-term, which is a part of the implementation of USAID projects.

### How Does USAID Advertise Procurement Opportunities?

**Commerce Business Daily (CBD)** The CBD includes advertisements for all USAID commodity procurements, technical assistance, and training contract opportunities with a value greater than \$25,000, as well as other government procurement opportunities, contract awards, subcontracting leads, and sales of surplus property.

- Internet [http://www.info.usaid.gov/procurement\\_bus\\_opp/procurement/announce/cbd/](http://www.info.usaid.gov/procurement_bus_opp/procurement/announce/cbd/) or <http://cbdnet.gpo.gov/index.html>
- To receive USAID advertisements via E-mail: Send the message "subscribe USAID-CBD-L your name" to [listproc@info.usaid.gov](mailto:listproc@info.usaid.gov) (For example: "subscribe USAID-CBD-L Jane Smith")
- Subscriptions of the print version are available from the U.S. Government Printing Office at (202) 512-1800. The U.S. Department of Commerce at (202) 482-0632 has a list of companies marketing the electronic version. The annual subscription cost is \$324.00 for first-class mail and \$275.00 for second-class mail. A six-month trial subscription costs \$162.00 for first-class mail, and \$137.50 for second-class mail.

**Procurement Information Bulletin (PIB)** The PIB is a free biweekly USAID publication which provides information on USAID-financed commodity procurements with a value greater than \$25,000. These procurements include Invitations for Bids, Requests for Quotations, announcements of pre-qualification questionnaire availability, and other general information.

- Internet: [http://www.info.usaid.gov/procurement\\_bus\\_opp/procurement/announce/pib](http://www.info.usaid.gov/procurement_bus_opp/procurement/announce/pib)
- To receive the PIB via E-mail: Send the message "subscribe PIB-L your name" to [listproc@info.usaid.gov](mailto:listproc@info.usaid.gov)
- To receive the print version: Tel: (703) 875-1300 or Fax: (202) 875-1119

To receive USAID press releases via email, send the message "usaid\_press" to [listproc@info.usaid.gov](mailto:listproc@info.usaid.gov)

## Additional Sources of USAID Information

USAID's Public Information Center (PIC) answers inquiries of a general nature Tel (202) 647-1850

The Center for Development Information and Evaluation (CDIE) serves as the institutional memory for the U S Agency for International Development CDIE maintains a database of over 90,000 USAID-funded programs and project documents CDIE also provides interested individuals and organizations outside USAID with access to its database Please contact CDIE through the Development Evaluation Center to order specific documents or through the Development Information Center for general information

The Development Experience Clearinghouse (DEC) is the repository of USAID's database on USAID-funded programs and projects If you know the identification number of the document you would like to obtain, you may order it directly from the DEC The document identification begins with the letters PN- or PD- There is a charge for some publications The address for the clearinghouse is 1611 N Kent Street, Suite 200, Arlington, VA 22209-2111 Tel (703) 351-4006, Fax (703) 351-4039, E-mail docorder@disc mhs compuserve com

The Development Information Center maintains reference materials and microfiche access to USAID documents To view documents or get ordering information for USAID publications, contact the Development Information Center, formerly known as the AID Library Reference librarians assist customers Monday through Friday, 10 00 a m - 4 00 p m The Center is located at 1601 N Kent Street, Room 105, Rosslyn, Virginia The mailing address is PPC/CDIE/DI, SA-18, Room 105, USAID, Washington, DC 20523-1801 Tel (703) 875-4818, Fax (703) 875-5269

The Congressional Presentation (CP) provides a projected programmatic and budgetary overview of USAID activities by country and region for the coming fiscal year The Fiscal Year 1998 USAID Congressional Presentation may be viewed on the USAID web-site at <http://www.info.usaid.gov/pubs/cp98> The 1997 and 1998 Congressional Presentations may be purchased from the National Technical Information Service at (703) 487-4650 or (800) 553-6847

	<u>Paper Copy</u>	<u>Microfiche</u>
FY 1997 Statistical Annex (PB-97-156095)	\$49 00	\$19 50
FY 1998 Summary Tables (PB-97-156087)	\$21 50	\$10 00
FY 1998 Main Volume (PB-97-156038)	\$47 00	\$19 50
FY 1998 Annex I-Africa (PB-97-156046)	\$57 00	\$21 50
FY 1998 Annex II-Asia & Near East (PB-97-156053)	\$47 00	\$19 50
FY 1998 Annex III-Europe & New Independent States (PB-97-156061)	\$57 00	\$21 50
FY 1998 Annex IV-Latin America & Caribbean (PB-97-156079)	\$47 00	\$19 50

The USAID *Contracts and Grants and Cooperative Agreements with Universities, Firms and Non-Profit Institutions for Fiscal Year 1995* or "Yellow Book" can be accessed and searched via the USAID web-site at [http://www.info.usaid.gov/ftp\\_data/pub/op/yellow\\_book/](http://www.info.usaid.gov/ftp_data/pub/op/yellow_book/)

The *Guide to Doing Business with USAID A Manual for US Businesses Including US Small Business and Disadvantaged Enterprises* includes a general description of the organization of USAID and USAID procurement process Copies can be obtained by telephoning the Office of Small and Disadvantaged Business Utilization at (703) 875-1551 or the Center for Trade and Investment Services at (800) 872-4348

*Voluntary Foreign Aid Programs* lists activity descriptions of non-governmental organizations administering USAID projects To order this publication, contact Ms Mary Newton, Registrar, USAID, Bureau for Humanitarian Response, Private and Voluntary Cooperation at Tel (703) 351-0207 or Fax (703) 351-0212

## V. OTHER U.S. GOVERNMENT PROGRAMS

### U.S. DEPARTMENT OF AGRICULTURE

#### Foreign Agricultural Service (FAS):

The FAS is an agency of the U S Department of Agriculture that represents the diverse interests of U S farmers and the food and agricultural sector abroad It also collects, analyzes, and disseminates information about global supply and demand, trade trends, and emerging market opportunities FAS seeks improved market access for U S products and implements programs designed to build new markets and to maintain the competitive position of U S products in the global marketplace Promotional activities are carried out chiefly in cooperation with non-profit agricultural trade associations and firms which agree to plan, manage, and contribute staff resources and funds to support these activities The largest of FAS promotional programs are the Market Development Cooperator and Market Promotion (MPP) programs FAS collects global crop and livestock production data and import/export information provided by the attache service, U S agricultural traders, remote sensing systems, and other sources

#### **(a) USDA/FAS Food Industries Division**

The Food Industries Divisions' programs of professional development, technical cooperation, and trade and investment promotion focus primarily on non-farm agribusinesses related to the food and fiber system fertilizer, feed, seed, equipment and chemicals, food processing, packaging, wholesaling and retailing, and the wood, fiber and other product processing and distribution businesses Areas include

**Cochran Fellowship Program** Since 1984, this program has made funds available to train agriculturists from lower income countries for two weeks to six months in the United States Training programs are arranged with universities, federal agencies, commodity and product groups, associations, and agribusinesses

**Professional Development Program** This program encourages the cooperation of U S universities and other public and private organizations to arrange and manage educational and training programs for agricultural scientists and administrators and agribusiness managers from developing and middle income countries These participants are sponsored by the Food and Agricultural Organization, United Nations Development Programme, Multilateral Development Banks and host country governments In addition, this program implements programs on behalf of the USAID

**The Trade and Investment Program** This program assists U S private and public sector involvement in the agricultural and agribusiness development in Latin America and the Caribbean, Africa, Asia, the Near East, and Eastern Europe The Program promotes trade and investment through the organization of agribusiness development missions, participation in trade shows, and technical assistance related to marketing, grades and standards, and quality control An associated Agribusiness Information Center responds to inquires from both U S and foreign agribusiness and trade interests

<b>Contact</b>	<b>Food Industries Division</b>
	USDA/FAS/ICD/Food Industries Division
	1400 Independence Avenues, S W
	Room 3243 - South Building
	Washington, D C 20250-1036
	Tel (202) 690-1339
	Fax (202) 690-3982

## **(b) Export Promotional Programs**

**Emerging Markets Program** USDA's Emerging Markets Program (EMP) aims to expand overseas markets for U S agricultural products, equipment, and services, and to share expertise in order to help develop the food and rural business systems of emerging democracies. The range of activities undertaken includes agricultural sector assessments, joint venture assessments, and project work in areas ranging from wholesale market development, market news and market information systems, commodity exchange and trading rule development, poultry and dairy improvement, introduction of uniform grades and standards, resident policy advisers, agricultural marketing, and trade missions in both directions. Countries must meet the following criteria: (1) per capita GDP under \$8,533, (2) population of over 1 million, and (3) positive economic indicators.

**Contact**                    **Emerging Markets Office**  
Room 6506 South Agriculture Building  
14th & Independence Avenues, SW  
Washington, D C 20250-1000  
Tel (202)720-0368, Fax (202)690-4369

**Trade Assistance and Promotion Office (TAPO)** Exporters interested in programs and services provided by the USDA's Foreign Agricultural Service (FAS) may contact the Trade Assistance and Promotion Office (TAPO). The TAPO is the first point of contact for persons who need information on foreign markets for agricultural products. TAPO staff can provide basic export counseling and direct you to the appropriate USDA offices to answer your specific technical questions on exporting. The staff can provide country and commodity specific Foreign Market Information Reports, which focus on best market prospects and contain contact information on distributors and importers.

**Contact**                    **Market Specialist**  
Trade Assistance and Promotion Office  
Room 4939-South Building  
U S Department of Agriculture  
Washington, D C 20250-1000  
Tel (202) 720-7420, Fax (202) 690-4374

**Market Access Program (MAP)/ Foreign Market Development Program (FMD)** USDA operates two export promotional programs, the Market Access Program (MAP) and the Foreign Market Development Program (FMD), which is also referred to as the Cooperator Program. These programs are designed to encourage the development, maintenance and expansion of commercial export markets for U S agricultural commodities and products. Activities for MAP focus primarily on consumer promotions, while FMD activities focus on market research, trade servicing and technical assistance to foreign importers, government officials, distributors and consumers. The costs of both programs are shared between USDA and producer-funded nonprofit agricultural trade associations. In the case of MAP, private companies may also receive cost share assistance up to 50 percent.

The MAP provides support in the form of either Commodity Credit Corporation (CCC) cash to partially reimburse program participants' costs of conducting approved activities in foreign markets. The program is announced annually in a Federal Register notice that describes the application requirements and submission deadline and the criteria considered by USDA in allocating funds.

**Contact**                    **Ms Denise Feters**  
Marketing Operations Staff  
U S Department of Agriculture  
14th and Independence Ave , S W  
Washington, D C 20250-1000  
Tel (202) 720-5521  
Fax (202) 720-9361

**Agribusiness Linkage Program** The Agribusiness Linkage Program (AgLink) promotes U S trade activities with the NIS, Poland and the Baltics. AgLink establishes the initial link between small and medium-sized U S businesses and

comparable overseas businesses by identifying appropriate matching firms. The program also provides financial and administrative support for U.S. visits to the overseas company, and for training of the overseas manager in the U.S. company.

USDA selects and screens applicants from overseas agribusinesses, focusing on small and medium-sized privatized companies with entrepreneurial managers or owners. U.S. companies submit an application to USDA describing their international interests and proposing an on-the-job training experience for the overseas manager. The two-month practical training focuses on equipping the overseas manager with the skills needed to manage a business successfully in a market economy.

<b>Contact</b>	<b>Ms Melanie Palmer</b> AgLink Program USDA/FAS/ICD/RSED 14th & Independence Ave., S.W. Room 3222 Washington, D.C. 20250-1084 Tel (202) 690-3893 Fax (202) 690-0892 Email <a href="mailto:flanley@fas.usda.gov">flanley@fas.usda.gov</a>
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**AgExport Connections** The *AgExport Action Kit*, provides information which can help put U.S. exporters in touch quickly and directly with foreign importers of food and agricultural products.

***Trade Leads*** are inquiries from foreign buyers sent daily to USDA by the Foreign Agricultural Service's 80 overseas offices. They are made available daily on electronic bulletin boards, several times a week in the Journal of Commerce, and weekly on the AgExport fax polling system. Fees vary.

***Buyer Alert*** is a weekly overseas newsletter which can introduce your food and agricultural products to foreign buyers at no charge. Buyer Alert is electronically transmitted from Washington to Foreign Agricultural Service attaches and trade officers who distribute it within their countries of responsibility.

***Foreign Buyer Lists*** may be used to match products to prospective buyers worldwide. The database contains over 18,000 foreign firms covering 70 countries and over 235 food and agricultural commodities. Lists are processed by either specific commodity or specific country and cost \$15 each.

***U.S. Supplier Lists*** may be used to source food and agricultural products for export. Over 6,500 names are contained in this database, which is distributed worldwide to FAS overseas offices. Listings are available by commodity and cost \$15 each.

***Market Briefs*** provide market reports by country and product category.

***Trade Shows*** are exhibitions for food and agricultural products.

<b>Contact</b>	<b>AgExport Connections</b> Mr. Karl Hampton Tel (202) 720-7103 Fax (202) 690-4374 Hotline (202) 720-7420
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### **(c) USDA/FAS/Commodity Credit Corporation**

**Export Subsidy Programs** USDA operates four export subsidy programs. The Export Enhancement Program (EEP), the Sunflowerseed Oil Assistance Program (SOAP), the Cottonseed Oil Assistance Program (COAP), and the Dairy Export Incentive Program (DEIP). These programs permit USDA to use either Commodity Credit Corporation (CCC) - owned commodities, generic certificates redeemable for CCC-owned commodities, or cash as export bonuses to allow U.S.

commodities to come in world markets against the subsidized exports of other countries. Sales under these four programs are made by the U S private sector at prevailing world market prices

**Contacts**            **Mr Mark Rowse**  
U S Department of Agriculture  
SOAP, COAP, DEIP  
Commodity Credit Corporation  
14th & Independence Ave , S W #4519S  
Washington, D C 20250-1000  
Tel (202) 720-5540  
Fax (202) 720-0938

**Mr Jim Warden**  
U S Department of Agriculture  
Export Enhancement Program  
Commodity Credit Corporation  
14th & Independence Ave , S W #4519S  
Washington, D C 20250-1000  
Tel (202) 720-2150  
Fax (202) 720-0938

**Export Credit Guarantee Program**    USDA's two export credit guarantee programs differ primarily in the length of the credit periods they cover. One program covers loans with credit terms of six months up to three years. This program is known as the Export Credit Guarantee Program (GSM-102). Covered commodities include a broad assortment of U S agricultural products ranging from almonds through feed grains to wheat and wood products.

The second program operated by USDA covers loans made for over three but not more than 10 years. This program is known as the Intermediate Export Credit Guarantee Program (GSM-103). It is used in promoting exports of U S agricultural products where particular circumstances make a longer term appropriate.

**Contact**            **Mr Richard Godsey**  
Commodity Credit Corporation  
U S Department of Agriculture  
14th and Independence Ave , S W  
Washington, D C 20250-1000  
Tel (202) 720-3224  
Fax (202) 720-2949

## **Agricultural Research Service (ARS):**

### **(a) USDA/ARS/National Agricultural Library**

The National Agricultural Library (NAL) is the foremost agricultural library in the world. It acquires books, journals, maps, audio-visuals, oral histories, and microcomputer software related to the field of agriculture. The library also produces the "Bibliography of Agriculture" and the AGRICOLA database. Tours of NAL are available by appointment.

**Contact**            **National Agricultural Library**  
10301 Baltimore Boulevard  
Beltsville, MD 20705-2351  
Tel (301) 504-5755  
Fax (301) 504-7098

**Agricultural Trade and Marketing Information Center**    The Agricultural Trade and Marketing Information Center is part of the National Agricultural Library (NAL), located in Beltsville, MD. The Center provides information on

agribusiness, economic and trade developments in developing countries, trends and new market developments in food marketing, countertrade, trade in commodities, statistical data, and transportation of agricultural products Resources also include materials on trade legislation such as NAFTA, WTO, import licensing, trade policies, barriers, negotiations, protection of intellectual property rights, and joint venture activities

**Contact**            **Ms Mary Lassanyi, Coordinator**  
Agricultural Trade and Marketing Information Center  
National Agricultural Library  
10301 Baltimore Blvd  
Beltsville, MD 20705-2351  
Tel (301) 504-5509  
Fax (301) 504-6409

**Agriculture Network Information Center (AgNIC)** AgNIC is a prototype distributed on the Internet established to provide a focal point for Internet access to agriculture-related information, subject area experts, and other resources Agricultural information is defined to include basic, applied, and developmental research, extension services, and teaching activities related to food, agriculture, renewable natural resources, forestry, an relevant subsets of the physical and social sciences AgNIC provides an array of value-added services  
*AgDB*-is a database directory of quality agriculture-related databases, datasets, and information systems It is linked to more than 600 resources  
*Agricultural Calendar of Events (AgCal)* lists conferences, meetings and seminars and provides a repository for "information about" and "links to agricultural conferences"

**Contact**            **[http //www agnic org](http://www.agnic.org)**

## **Agricultural Marketing Service (AMS):**

### **(a) USDA/AMS/Transportation and Marketing**

**Shipper and Exporter Assistance** USDA's Shipper and Exporter Assistance (SEA) program provides new and experienced agricultural exporters with the information they need to get their products overseas, ontime, in good condition, and at the lowest cost New exporters and even experienced exporters can benefit from a variety of SEA-produced publications and videos SEA general information publications cover a wide array of transportation issues, including finding a freight forwarder, selecting transportation options, packaging, container loading, temperature management, and much more

Agricultural exports must meet the specific requirements and a realistic understanding of their transportation and distribution systems is a must SEA coordinates seminars to address these regional-specific requirements SEA provides market information such as a weekly newsletter covering developments affecting the transport of grain both in the domestic and international market place and a monthly ocean container freight bulletin SEA produces special reports on moving U S products to emerging markets Special reports cover issues such as packaging, refrigeration and container requirements, ocean carrier services and transshipment routings, shipping costs of top agricultural exports, foreign port operations and customs procedures, and internal distribution systems

**Contact**            **Shipper and Exporter Assistance**  
TMD, AMS  
U S Department of Agriculture  
Room 1217 South Building  
Washington, D C 20250  
Tel (202) 690-1304  
Fax (202) 690-1340  
Email [James\\_A\\_Caron@USDA.gov](mailto:James_A_Caron@USDA.gov)  
Web Site [http//www usda gov/ams](http://www.usda.gov/ams)  
Automated FAX delivery System (202) 690-1701

**(b) USDA/AMS/Market News**

AMS market news reports provide up-to-the-minute information on commodity prices, demand, movement, volume, and quality. The reports can be accessed through newspapers, television, and radio, printed reports mailed or faxed directly to the user, by telephone recorders, by electronic access through Sprint and the Internet, or by direct contact with USDA reports. Because this information is made so widely available, farmers and those who market agricultural products are better able to compete, ensuring consumers of a stable and reasonably priced food supply.

**Contact**

**Commodity divisions of the AMS**

**Fruits, Vegetables, and Specialty Crops Market News Branch**

Tel (202) 720-2745

Fax, (202) 720-0547

**Poultry and Eggs Market News Branch**

Tel (202) 720-6911

Fax (202) 720-2403

**Milk and Other Dairy Products Market News Branch**

Tel (202) 720-7461

Fax (202) 720-4844

**Cotton Market News Branch**

Tel (901) 384-3016

Fax (901) 384-3036

**Livestock, Meats, Grain, and Hay Market News Branch**

Tel (202) 720-6231

Fax (202) 690-3732

**Tobacco Market News Division**

Tel (202) 205-0489

Fax (202) 205-0099

**AgNews Flashfax Service:**

U S Department of Agriculture news releases, fact sheets on agency programs, and biographies for agency officials can be obtained from the AgNews Flashfax.

**Contact**

**(202) 690-3944** and follow the instructions

**U.S. DEPARTMENT OF COMMERCE**

The **Consortia of American Businesses in the Newly Independent States (CABNIS)** is a matching-grant program designed by the U S Department of Commerce to help U S firms, including multinationals as well as small and medium-sized businesses, strengthen their commercial presence in the NIS.

**Contact**

**1-800-872-8723**

The **American Agribusiness Equipment Consortium** (AgEquipment) has also received a CABNIS award to market U S agribusiness equipment and services to the NIS and assist with private sector development AgEquipment's sales plan also features the following elements participation in trade shows, financing assistance for NIS consumers sales services, business plan development, demonstration and display of members' equipment, brochures, and advertising Private sector development will include activities such as agribusiness education and training

**Contacts**            **Mr James Roberts**  
1120 Connecticut Avenue, N W  
Suite 431  
Washington, D C 20036  
Tel (202) 429-0500  
Fax (202) 429-0525

**Pavel Kopylov**  
P O Box 51  
Imaty  
80002 Kazakstan  
Tel 7-3272-30-1979  
Fax 7-3272-30-1823

### **International Trade Administration**

International Trade Specialists

**Fertilizer,**                    **Ms Emelia Arikaki**  
(202) 482-0131

**Farm Machinery,**        **Ms Mary Wiening**  
(202) 482-4708

## **VI. OTHER RESOURCES**

### **International Trade Centre (UNCTAD)**

The International Trade Center (ITC) maintains the Market News Service (MNS) under the Division of Product and Market Development Its assists developing countries maximize earnings from commodity exports It does this by transmitting current market information on commodities from key importing markets, providing technical assistance to developing countries, enabling them to upgrade their products to internationally accepted standards and to ensure that these are transported properly, and by helping link importers/exporters

**Contact**                    **Market News Service**  
International Trade Center, UNCTAD  
1211 Geneva 10  
Switzerland  
Tel 41-22-730-0111  
Fax 41-22-733-4439

# VII. Appendix

## I INTERNET RESOURCES

Following are useful Internet sites relating to agriculture and agribusiness. This list is compiled as a courtesy of CTIS and in no way connotes USAID's endorsement of the companies, organizations, or individuals listed herein.

### **U S Department of Agriculture (USDA)**

<http://www.usda.gov>

Guide to agricultural programs and services within the agency (Various options are listed below)

### **USDA Foreign Agricultural Service**

<http://www.usda.gov/fas>

Contains market research on various foreign markets for different agricultural commodities from grains to beef to fruit to beer, including U S imports and exports of agricultural products

### **USDA National Agricultural Statistics Service**

<http://www.usda.gov/nass>

Contains information on agricultural production in the U S

### **U S Animal and Plant Health Inspection Service**

<http://www.aphis.usda.gov/>

Contains regulations regarding the import of fresh fruits, vegetables and flowers into the U S

### **U S Department of Commerce (USDOC)**

<http://www.doc.gov>

Contains exporting information for countries worldwide and access to exporting programs of the U S government

### **International Trade Commission (ITC)**

<http://www.usitc.gov/>

Contains ITC reports, international economic reviews, harmonized tariff schedule for the U S and various trade resources

### **U S Food and Drug Administration**

<http://www.fda.gov/>

Provides regulations on food imports into the United States, especially processed foods

### **Agribusiness Information Center (AIC-INDIA)**

<http://www.milcom.com/ace/>

Provides a variety of technical and export market information and analyses on Indian hortibusiness, tradeshows in India and other information concerning the agribusiness sector in India

### **Global Agribusiness Information Network**

<http://www.milcom.com/fintrac>

AIC-India's partnership site providing additional horticultural market (including overseas price reports), postharvest and production information world-wide

### **Agribusiness Indonesia On-line**

<http://www.milcom.com/indoag>

Contains statistics on Indonesian agricultural production, trade, trade regulations and links to other agricultural sites in Asia. Site is in Bahasa Indonesia and English

**Asia Regional Agribusiness Project (RAP)**

[http //www milcom com/rap/rap.html](http://www.milcom.com/rap/rap.html)

Contains information of use to Asian producers and traders of agricultural products. Includes market information, list of world agricultural tradeshows, and an on-line index to *Market Asia*, a bimonthly magazine which focuses on products and markets of interest to Asian exporters.

**AgroInfo Americas**

[http //www agroinfo org](http://www.agroinfo.org)

Provides business information for countries in this hemisphere, trade data, access to free on-line agricultural periodicals, links to other agricultural sites and access to an agro-marketplace where one can list agricultural products they want to buy or sell.

**Inter-American Institute for Cooperation on Agriculture (Northern Regional Center)**

[http //www milcom com/iica](http://www.milcom.com/iica)

**Latin American Agribusiness Development Corp S A**

[http //www laadsa com/](http://www.laadsa.com/)

Provides loans to agricultural based businesses located in Latin America. Specializes in funding companies which export part or all of their production to international markets.

**International Agribusiness Marketing and Trade**

[http //mail ipt com/intlagmktg](http://mail.ipt.com/intlagmktg)

Provides agribusinesses with resource information related to conducting business internationally.

**Food and Agricultural Organization of the UN**

FAO World Agricultural Information Center

[http //www fao org/waicent/waicente.html](http://www.fao.org/waicent/waicente.html)

Contains information and facts on agriculture, fisheries, forestry and economics.

**The World Wide Web Virtual Library Agriculture**

[http //www nscu edu/cernag/cern.html](http://www.nscu.edu/cernag/cern.html)

Many links to other agricultural sites on the internet.

**Agribusiness, Food Industry & Forestry Industry Associations on the Internet**

[http //www nal usda gov/atmic/pubs/agriassn htm](http://www.nal.usda.gov/atmic/pubs/agriassn.htm)

Compiled by the D C Reference Center, National Agricultural Library

## II USAID ENTERPRISE FUNDS

Established under the Support for Eastern European Democracy Act (SEED), the Enterprise Funds are mandated to promote private sector development in Central and Eastern Europe through equity investments, loans and other related services. Support is considered for wholly-owned indigenous investments, joint ventures with U S partners and, to a lesser extent, subsidiaries of U S companies. The Funds' mandate is to support small to medium-sized companies with investments and loans in the \$500,000 to \$2 million range. The amount will vary by fund.

**Contact**            **Albanian American Enterprise Fund**  
14 E 60th Street  
New York, NY 10022  
Tel (212) 758-8100  
Fax (212) 758-8957  
President and CEO Dominic Scaglione

**In Albania**  
**Mr David Gentry**  
Tirana Trade Center  
Rruga e duresit  
Tirana, Albania  
Tel 355-42-23516, 23519, 23632  
Fax 355-42-27829

**Baltic American Enterprise Fund**  
**Mr Brewster Campbell**  
1625 K Street, NW  
Suite 903  
Washington, DC 20036  
Tel (202) 835-0900  
Fax (202) 835-0955

**In the Baltics**  
**Mr Mark Beesley**  
Brivibas Stad 57-18  
Riga Latvia  
LV 1050  
Tel 371-1-310-215  
Fax 371-1-310-217

**Mr Michael Diedring**  
Maironio 1-319  
2600 Vilnius  
Lithuania  
Tel 370-2-627-488  
Fax 370-2-628-719

**Mr Paul Tumminia**  
Parnu mnt 20A  
EE0001  
Tallinn, Estonia  
Tel 37-2 451-565  
Fax 37-2 466-191

**Bulgarian American Enterprise Fund**

333 West Wacker Drive  
Suite 2080  
Chicago, IL 60606  
Tel (312) 629-2500  
Fax (312) 629-2929

**In Bulgaria**

3 Shipka Street  
Sofia 1504  
Bulgaria  
Tel 35-9-24-1862  
Fax 35-9-244-3018

**Slovak American Enterprise Fund**

1620 Eye Street, NW  
Suite 703  
Washington, DC 20006-4059  
Tel (202) 467-5480  
Fax (202) 467-5466

**In the Slovak Republic**

Mr Leighton Klevana  
Radlinskeho 27  
QUATTRO- P O Box 66/1  
810-05 Bratislava 15  
Slovak Republic  
Tel 42-7-326-544  
Fax 42-7-362-530

**Hungarian American Enterprise Fund**

**Mr Eriberto Scochmare**

666 Steamboat Road  
Greenwich, CT 06830  
Tel (203) 869-3114  
Fax (203) 869-3556

**In Hungary**

**Mr Charles Huebner, CEO**

East-West Building (6th Floor)  
Rakoczut 1-3  
1088 Budapest  
Tel 36-1-266-7175, 266-7230  
Fax 36-1- 266-7086

**Polish American Enterprise Fund**

535 Madison Avenue  
New York, NY 10022  
Tel (212) 339-8330  
Fax (212) 339-8359  
President and CEO Bob Faris

**In Poland**

Przedsiębiorczosci  
ul Nowy Swiat 6/12  
00 920 Warsaw  
Poland  
Tel 48-2-625-1921, 625-2017

Fax 48-2-625-7086

**Romanian American Enterprise Fund**

1800 Diagonal Road  
Suite 600  
Alexandria, VA 22314  
Tel (703) 684-4435  
Fax (703) 684-5485

**In Romania**

4 Vasile Conta Street  
Sector 2  
Bucharest, Romania  
Tel 40-1-210-0701  
Fax 40-1-210-0713

## **ENTERPRISE FUNDS FOR NIS COMPANIES**

USAID has established three enterprise funds to assist small and medium sized businesses in the NIS. The U S -Russia Investment Fund (TUSRIF), Central Asian-American Enterprise Fund (CAAEF) for Kazakstan, the Kyrgyz Republic, Tajikistan, Uzbekistan, and Turkmenistan, and Western NIS Enterprise Fund (WNISEF) for Ukraine, Belarus and Moldova. These funds were designed to take equity positions or make loans to privatized or privatizing enterprises in those countries. The enterprises may include American investors, and in certain instances, the funds may also support technical assistance and training related to their actual or potential investments and loans. Loans may be offered directly or in conjunction with commercial banks.

**The U S -Russia Investment Fund (TUSRIF)**, capitalized by USAID at \$440 million, offers financing and management support in the form of equity investments, loans, technical assistance, and training to Russian enterprises of all sizes. The Fund also operates a Small Business Lending Program through which it works with banks in Russia to provide debt financing to small enterprises in Russia. The Fund will consider investment proposals for businesses in any industry sector and has no strict minimum or maximum investment amount.

**Contact**

**The U S -Russia Investment Fund**

Laura Hoffman, CFO  
545 Fifth Avenue, Suite 300  
New York, NY 10017  
Tel (212) 818-0444, Fax (212) 818-0445

**In Russia**

Tsvetnoy Boulevard, 25/3, 5th Floor  
Moscow 103051 Russia  
Tel 7-095-960-3131, Fax 7-095-960-3132

**Amethyst Hotel 5A**

L Tolstovo Street  
Khabarovsk 680000 Russia  
Tel/Fax 7-4212-22-77-14

**Ul Beregovaya 10, 11<sup>th</sup> Floor**

Rostov-on-Don, 344007, Russia  
Tel 7-8632-59-86-92, Fax 7-8632-59-87-87

41 Lenin Prospect, 8<sup>th</sup> Floor  
Ekaterinburg, 620151, Russia  
Tel 7-3432-22-57-44, Fax 7-3432-22-62-44

57 Bolshaya Morskaya  
St Petersburg, Russia 19000  
Tel 7-812-325-8359, Fax 7-812-310-9274

The **Central Asian-American Enterprise Fund** was incorporated in July, 1994, capitalized with \$150 million from USAID. CAAEF's three primary activities provide direct investments and loans to qualified private enterprises, promote participation in joint ventures with international investors the world over who can introduce Western technologies, management skills, and financial resources to the region, and sponsor a small business lending program. The Fund's investments in Central Asian enterprises range from \$100,000-\$5 million, and target small and medium-sized enterprises active in fulfilling the demand for infrastructure development such as food processing, distribution, and transportation, and companies producing consumer goods and services.

**Contact**                    **Central Asian-American Enterprise Fund**  
1634 Eye Street, N W , Suite 200  
Washington, D C 20006  
Tel (202) 737-7000, Fax (202) 737-7077  
E-mail caaefbsh@sovam.com

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**In Bishkek**  
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Fax 7-3312-62-12-30  
E-mail caaefbis@sovam.com

**In Ashgabat**  
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E-mail caaefash@sovam.com

**In Dushanbe**  
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Dushanbe, Tajikistan 734024  
Tel 7-3772-21-70-20, 23-34-20  
Fax 7-3772-21-28-88  
dushanbe@caaef.tadjikistan.su

The **Western NIS Enterprise Fund**, capitalized with \$150 million from USAID, will make equity investments and offer technical assistance to promote new private companies and entrepreneurs in the NIS. Equity investments will be structured to generate long-term capital gains reflecting the underlying risks of the investment. Special emphasis will be given to the promotion of small and medium-sized enterprises and will target the sectors of agribusiness, construction, and furniture-making. In addition, the Small Business Loan Fund provides two loan programs for small businesses and entrepreneurs. Micro-loans from \$500 to \$5,000 are available for individual entrepreneurs and small groups, while loans up to \$100,000 are available for small businesses. Interest rates on loans will be at prevailing commercial market rates, taking into account the local market rates and the inherent risk in the project.

**Contact**                    **Western NIS Enterprise Fund**  
15 W 39th Street, 11th Floor  
New York, NY 10018  
Tel (212) 556-9320, Fax (212) 556-9321

**In Ukraine**  
Regina Business Center  
4 Muzeyny Pereulok, 3rd Floor  
250001 Kiev  
Tel 380-44-291-0280, Fax 380-44-291-0289

**In Moldova**  
169 Stefan cel Mare Street  
TIS Business Center  
2004 Chisinau  
Tel 373-2-625-220, Fax 373-2-625-853

### **III OVERSEAS PRIVATE INVESTMENT CORPORATION**

#### **Agribusiness Partners International**

Equity investments in agriculture, food firms, infrastructure projects, privatization, food storage and distribution facilities. Fund is active in Estonia, Latvia and Lithuania and the New Independent States.

**Contact**                    **Mr Robert Peyton**  
America First Companies  
1004 Farnam Street  
Omaha, NE 68102  
Tel (402) 444-1630  
Fax (402) 345-8966

#### **Poland Partners Fund**

This Fund focuses on seven high-growth sectors: pharmaceutical and personal care products, automotive after market, building supplies and home-improvement, financial services, franchised services, plastics molding, food-processing. Opportunities outside these areas that offer extraordinary returns will be considered selectively.

**Contact**                    **Mr Landon Butler**  
Landon Butler and Co  
1215 19<sup>th</sup> Street, NW  
Washington, DC 20036  
Tel (202) 293-7205  
Fax (202) 296-7844

**Ukraine Fund**

The fund is interested in equity investment in small and medium-sized existing private businesses and joint ventures  
Investments range from \$50,000-\$500,000 Targeted sectors include real estate, food processing, and distribution

**Contact**

**Margaret Daniels**  
Clafin Capital Management, Inc  
77 Franklin Street  
Boston, MA 02110  
Tel (617) 426-6505  
Fax (617) 482-0016

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