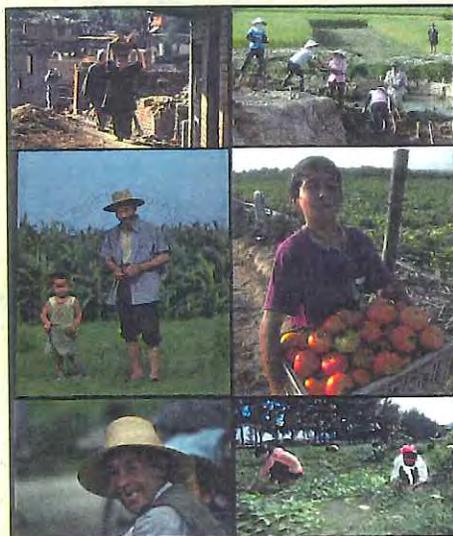


USERS' GUIDE

**Bureau for Global Programs,
Field Support and Research**



**A Guide to the People, Programs, Projects
and Partners of The Center for Economic
Growth and Agricultural Development**

(Fiscal Year 2001)



U.S. Agency for International Development

USERS' GUIDE

**A Guide to the People, Programs, Projects and Partners of
The Center for Economic Growth
and Agricultural Development**

U. S. Agency for International Development

Fiscal Year 2001



Current as of January 2001

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INTRODUCTION

Center for Economic Growth and Agricultural Development

Economic growth, in general, translates into overall improvements in the economic and social well being of people in developing countries. Better incomes result in increased food consumption and, often, diets of better quality; greater opportunities for micro and small enterprises to flourish; and significant contributions to improvements in health, education, mortality and morbidity rates. Growth brings increased trade flows and opens markets to U.S. exports. Agricultural development is the engine for economic growth in many countries. Widespread increases in agricultural productivity not only result in larger food supplies but in increased rural incomes. These support growth in local trade and off-farm employment as well as improved rural-urban linkages.

USAID Missions around the world support activities, which contribute to the realization of these goals. The Global Bureau's Center for Economic Growth and Agricultural Development (G/EGAD) supports Missions in their efforts but also directly funds and manages activities which contribute to the development of: economic policy and institutions which underpin global economic growth; technologies which translate science into increased productivity; financial systems which provide credit to micro-entrepreneurs and small businesses; and business linkages which permit American firms to transfer technology and know-how directly to their counterparts in developing and transitional countries.

G/EGAD financial and personnel resources are focused on meeting the needs and concerns of missions and developing countries through implementing programs to:

- build or strengthen the policy, legal and institutional underpinnings for the operation of **competitive markets** (EGAD/EM & EGAD/BD);
- support more rapid and enhanced **agricultural development and food security** (EGAD/AFS); and
- expand **access to economic opportunity for the rural and urban poor** and increase the equitableness of such access (EGAD/MD, EGAD/DC & EGAD/BD).

G/EGAD programs and resources are also instrumental in support of other Agency objectives, such as **sustainable natural resource management, strengthened rule of law, and sustainable reduction in child mortality** (through improved nutrition). G/EGAD staff are continually looking for new development approaches by: designing and implementing new, flexible contract and grant mechanisms for technical leadership and field support; spending a large number of person-months on TDY in support of our field support and research agendas; and undertaking key inter-agency and multilateral leadership and policy development tasks.

**OFFICE OF EMERGING MARKETS
(G/EGAD/EM)**

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http://www.inside.usaid.gov/economic_growth/egad/em

INTRODUCTION

Office of Emerging Markets

G/EGAD/EM has one Strategic Objective "Appropriate and functioning economic policies, market reforms, and institutions are developed to accelerate economic growth in emerging markets and priority countries," which focuses on supporting Missions and the Agency as a whole in achieving five outcomes, or Intermediate Results (IRs):

- Increased **privatization** of economic assets and improvements in competitive market environments (IR 3.1)
- Increasingly liquid, transparent, and rationalized **financial markets** (IR 3.2)
- Increased economic stability and **structural reforms** (IR 3.3)
- Increased application of **legal, institutional and regulatory reforms** for competitive markets (IR 3.4)
- Increased **trade, investment,** and generally enhanced business environment (IR 3.5)

The Office manages one major "project" -- Support for Economic Growth and Institutional Reform (SEGIR), 936-4212. Technical assistance may be accessed through Mission or Bureau "buy-ins" to existing contractual arrangements and through new diversified rosters of competitively-awarded IQC contractors under SEGIR.

The Office includes senior USDH technical officers available to collaborate with Missions, Bureaus and other Offices and Centers in analyzing economic and institutional reform issues in developing countries, transition economies and emerging market environments. The staff also provides information and analysis on cross-country experiences and best practices.

PRIVATIZATION COMPONENT

Office of Emerging Markets

Description: Seven consortia offer privatization-related services to USAID and host countries to design and implement privatization programs. The Privatization process encompasses a set of related functions necessary for accomplishing the transfer of state assets to private ownership and/or management. These activities involve (a) building "enabling" policy and institutional structures necessary for privatizing state assets through divestiture and public/private agreements, (b) designing and implementing specific privatization strategies appropriate for the manufacturing, services, financial, utilities and transport sectors, and (c) establishing a competitive post-privatization corporate environment through restructuring and adoption of sound corporate governance.

The IQCs were signed in June 1997 and are available through December 2002. A summary of the status of active and completed delivery orders, as well as corporate qualifications/past reference statements, may be obtained from the SEGIR CTO for this component of SEGIR, JohnCrihfield in EGAD/EM and from the USAID-EGAD INTRANET EM Homepage:
http://www.info.usaid.gov/economic_growth/egad/em

Means of Access: The seven prime contractors can be accessed through a Delivery Order written with one (or more) of the consortia. To initiate the process, the person in the Mission acting as the Delivery Order CTO should consult the information about the five SEGIR components in this Users' Guide and/or on the EM pages of USAID's internal website, select the component which seems most appropriate to use, then send the scope of work, with anticipated selection approach and estimated size of the buy-in to that SEGIR component's CTO in EGAD/EM, requesting approval for using the component. Once the component CTO's approval has been obtained, the Mission may proceed to final determination of the selection approach and then to selection of a SEGIR contractor. There are three different possible approaches for selection based on a process of review and fair consideration. 1) If the activity is under \$2 million, the selection can be based on the review and consideration of the corporate qualifications of all seven consortia. 2) An alternative selection procedure may be used for activities under \$2 million which may call for more specialized expertise, for which additional qualification statements and information on key personnel must be sought from each contractor in response to a Scope or Work. In either of these cases, your Mission's Delivery Order CTO for the activity must write a selection memorandum and submit it to your Mission's Contracting Officer for his or her approval and for the record. 3) For delivery orders above \$2 million, a "mini-competition" based on technical criteria is required. Your Mission's CO handles this competition by soliciting bids from all seven consortia. Selection is made by a technical panel.

1. **ABT ASSOCIATES, Inc.** Contract #PCE-1-00-97-00003-00. Contact: Carol Adoum; Phone (301) 718-3177 carol.adoum@abtassoc.com. Subcontractors: a) Baker & McKenzie, b) Bert Smith & Co., c) Coverdale, and d) Napolitan Associates.

2. **BARENTS GROUP, INC.** Contract #PCE-1-00-97-00037-00. Contact: Dimitri Plionis; Phone (202) 467- 2422; e-mail dplionis@barents.com. Subcontractors: a) Bracewell & Patterson, b) Parsons Power, c) HIID, d) Burson Maarsteller, e) Teleconsult, f) AED, and g) AMEX.

3. **BOOZ, ALLEN & HAMILTON** Contract #PCE-1-00-97-00013-00. Contact: Sally Everett; Phone (703) 902-4788; e-mail everett_sally@bah.com. Subcontractors: a) International Management and Communications Corporation (IMCC), b) Mendez England & Associates, c) Research Triangle Institute (RTI) and d) Soza & Company. Associates: a) Arnold & Porter, b) Employee Stock Ownership Plan Association (ESOP), c) Turnaround Management Association (TMA), d) Stewart

Information International (SII), f) American Society of Assessors (ASA), and d) the International Center for Economic Growth (ICEG).

4. **CARANA Corporation** Contract #PCE-1-00-97-00014-00. Contact: Eduardo Tugendhat; phone (703) 243-1700; e-mail eduardo.tugendhat@carana.com. Subcontractors: a) Hagler Bailly, b) Multinational Strategies Inc. (MSI), c) Coudert Brothers, d) East-West Management Institute (SOROS), f) BDO Seidman, and g) The PBN Company.

5. **CHEMONICS International, Inc.** Contract #PCE-1-00-97-00015-00. Contact: Suzanna Mudge; phone (202) 955-7475; e-mail smudge@chemonics.com. Subcontractors: a) Ernst & Young, b) Institute for Public Private Partnerships (IP3), c) K&M Engineering and Consulting Corporation, d) Ogilvy Adams & Rinehart, f) The Recovery Group, and g) ADB & Associates.

6. **DELOITTE TOUCHE TOHMATSU International** Contract #PCE-1-00-97-00016-00. Contact: Maribeth Murphy; phone (202) 879 5653; e-mail merimurphy@dtus.com. Subcontractors: a) Smith McCabe, b) ADB & Associates, c) American Bar Association (ABA), d) Brown University.

7. **INTERNATIONAL BUSINESS & TECHNICAL CONSULTANTS, Inc. (IBTCI)** Contract #PCE-1-00-97-00017-00. Contact: Patricio Crespo; phone (703) 749-0100; email pcrespo@ibtci.com. Subcontractors: a) The Academy for Educational Development, b) Bozell Sawyer Miller Group, c) Deloitte-Touche Tohmatsu, d) The International Law Institute, and e) K&M Engineering and Consulting Corporation.

USAID Contact:

John Carihfield, G/EGAD/EM, Room 2.11-110 RRB, U.S. Agency for International Development, Washington, D.C. 20523; Phone (202) 712-1288; Fax (202) 216-3025.

EM Homepage: http://www.info.usaid.gov/economic_growth/egad/em

LEGAL AND INSTITUTIONAL REFORM COMPONENT

Office of Emerging Markets

Description: The mechanisms for the Legal and Institutional Reform component of SEGIR includes five IQC prime awards, each with four to six subcontractors and other resource firms. Each firm will be allowed total buy-ins up to \$26 million over a five-year period. These contracts will expire February 2003. The services provided under this component are broadly defined to include activities which support the development of institutions, regulations and legislation which encourage a sound policy environment and build institutional structures to promote and sustain private sector development. This component is designed to provide service in those subject areas where economic growth and governance issues merge. The following is an illustrative, but not exhaustive, list of subject areas: a) alternative dispute resolution for commercial transactions; b) methods and analyses of anti-corruption; c) decentralization (fiscal federalism); d) institutional development supporting economic institutions; e) land title and collateralization; f) administrative efficiencies and public administration; g) legal environment for contract disputes and h) prudential supervision and institutional reform. The IQCs were signed in August 1997. A summary of the status of active and completed delivery orders, as well as background summaries, corporate qualifications/past reference statements, may be obtained from EGAD/EM, Grant Morrill (Acting CTO for this component of SEGIR), and they are available at the USAID-EGAD INTRANET Homepage.

Means of Access: The five prime contractors can be accessed through a Delivery Order written with one (or more) of the consortia. To initiate the process, the person in the Mission acting as the Delivery Order CTO should review the information in this Users' Guide about all five SEGIR components, choose the SEGIR component to which the activity seems best suited, and then send the scope of work with anticipated selection approach and estimated size of the buy-in to that SEGIR component's CTO in EGAD/EM, requesting approval for using this component of SEGIR. On receiving the component CTO's approval for using the component, the Mission can proceed with selection of a contractor. The five prime contractors can be reached through one of three approaches or tiers. Tier I and II allow delivery orders up to an amount of \$2 million. Tier I is used for missions that select one of the five contractors after reading all five background summaries: by reading all of the summaries the "fair competition" requirement is satisfied and only one contractor is contacted by the Mission's CO. A selection memo is written and provided to the Mission's CO who then negotiates a delivery order with the selected contractor. Under Tier II all five contractors are requested to provide CV's and timing for technical assistance based on a SOW provided to them by the mission. The mission selects the best offering from among the submitting firms and the CO negotiates a delivery order with that firm. In either of these cases, you must write a selection memorandum and submit it to your Mission's Contracting Officer for his or her approval and for the record. Finally, Tier III must be used for delivery orders above \$2 million, and for all mini-competitions based on technical criteria. Your Mission's CO handles this competition by soliciting all five contractors for bids on a SOW and a technical panel selects the winning bid based on the selection criteria.

The five Prime Contractors and their respective subcontractors for the LIR Component are the following:

1. **ARD/Checchi Joint Venture**, 1601 N. Kent St., Suite 800, Arlington, VA 22209, Contract #PCE-I-00-97-00038-00 [Multiplier = 2.0]. Contact: Joseph Grimes; phone (703) 807-5700; email jgrimes@ardinc.com; FAX (703) 807-0889. Subcontractors include: a) Management Systems International, b) Dean Dinwoodey Center, c) GWU Law School, d) New York City Bar, e) Multinational Strategies, Inc., f) The PBN Company, and g) the American Manufactures Export Group. Resources include: a) The American Arbitration Association, b) The Fletcher School of Law

and Diplomacy, c) The Southwestern Legal Foundation, d) The Association of American Law Schools, and e) Development Partnerships. ARD has expertise in institutional development, while Checchi has experience in the rule of law, administration of justice, and commercial, legal and regulatory reform.

2. **Chemonics International Inc.**, 1133 20th Street NW Suite 600, Wash, D.C. 20036; Contract #PCE-I-00-97-00039-00 [Multiplier = 2.15] Contact: Robert M. Buerghenthal; phone (202) 955-7468; rbuerghenthal@chemonics.com ; FAX #(202) 955-7540. Subcontractors include: a) Institute for Public and Private Partnerships, Inc., b) International Development Law Institute, c) International Center for Economic Growth, d) Ernst & Young, e) IDR Associates. Resources include: a) University of Wisconsin-Madison Law School, b) George Mason University School of Law, c) National Center for State Courts, d) Chadbourne & Parke, LLP, e) Morgan, Lewis & Bockius, f) The Asia Foundation, g) International Center for Not-for-Profit Law. This consortium has extensive experience in building solid legal and institutional frameworks for transition economies, including drafting commercial codes, developing public-private partnerships for infrastructure regulation, creating alternative dispute resolution mechanisms, and overhauling intellectual property regimes and other legislation to permit freer trade and World Trade Organization accession.

3. **Financial Markets International, Inc. (FMI)**, 7735 Old Georgetown Road, #310 Bethesda, MD 20814 USA Contract #PCE-I-00-97-00040-00 [Multiplier=2.10]. Contact: Robert D. Bond; phone (301) 215-7840; fmi-inc@mindspring.com; FAX #(301) 215-7838. Subcontractors: Gardiner, Kamy International, Inc. and East West Management Institute. FMI's work encompasses legal and regulatory infrastructure projects, exchange development services, private and public-sector market surveillance, institutional development, pension reform, employment restructuring, health-sector reform, and education and training initiatives. Comprised of Ph.D.'s, MBA's and JD's, FMI assists clients with the critical nexus of law and economics in capital markets.

4. **IRIS Center at University of Maryland**, 2105 Morrill Hall; College Park, MD 20742 Contract #PCE-I-00-97-00042-00 [Multiplier = 2.43]. Contact: Dr. Dennis Wood; phone (301) 405-3110; dennis@iris.econ.umd.edu; FAX (301) 405-3020. Subcontractors include: a) Development Alternatives, Inc. (D.A.I.), b) Georgetown University Law Center, c) Harvard Institute for International Development, d) International Law Institute, e) Louis Berger, Inc., f) Nathan Associates, g) University of Michigan Law School. The IRIS Center and the other members of its consortium have extensive experience in legal and institutional reform in over 130 countries for USAID, UNDP, the World Bank and private foundations. The IRIS program involves research, assistance in reform activities in developing and transition economies, and dissemination of ideas and lessons learned.

5. **Price Waterhouse LLC**, Contract #PCE-I-00-97-00052-00 [Multiplier = 2.3]. Contact: Robert E. Skidmore; phone (703) 516-8567; fax: (703) 741 1616; e-mail: robert.e.skidmore@us.pwcglobal.com. Subcontractors include: a) American Bar Association, b) Development Associates, Inc. (DA), c) Morgan, Lewis & Bockius LLP, d) Morrison & Foerster LLP, e) SRI International, f) Steptoe & Johnson LLP, g) The Urban Institute. Resource firms include: a) American Capital Strategies, b) International Management & Development Group, Ltd., c) J.E. Austin Associates, Inc., d) Rust International, Inc. Price Waterhouse LLC is joined by several firms with experience in the law, and in institutional development. These firms are some of America's largest and most important firms and together have offices or relationships in every part of the world

USAID Contact:

Grant Morrill, G/EGAD/EM, Room 2.11-120, RRB,U.S. Agency for International Development, Washington, D.C. 20523; Phone (202) 712-5625; Fax (202) 216-3025.

EM Homepage: http://www.usaid.gov/economic_growth/egad/em/emwelcome.htm

GENERAL BUSINESS, TRADE AND INVESTMENT COMPONENT (GBTI)

Office of Emerging Markets

Description: The GBTI component is comprised of a) six indefinite quantity contracts (IQCs) and b) the Emerging Market Development Advisers Program (EMDAP). These contracts will expire February 2004.

(a) General Business/Trade & Investment (GBTI)

Description: This IQC mechanism covers a wide range of activities in each of the following areas: (1) GENERAL BUSINESS DEVELOPMENT (strategies, activity design, institutional development, partnering, donor coordination, electronic technology applications, business environment analysis, legal and regulatory environment, credit, equity capital, financial intermediation, transfer of state-owned assets to the private sector), (2) TRADE (trade policy analysis, trade laws/regulatory reform, tariffs and non-tariff trade barriers, trade competitiveness, trade complementarities, investment climate surveys, trade and investment promotion strategy, forward and backward trade linkages, trade and investment institutional development, World Trade Organization (WTO) accession/compliance, trade agreements, regional and global economic integration, preferential trade programs, firm-level assistance to enhance trade, customs procedure and documentation reform, electronic trade, trade finance and insurance, and tourism), and (3) INVESTMENT (investment policy, investment codes, investment tax regimes, foreign direct investment, investment in privatization, programs, investment linkages/targeting, institutional development, transfer of technologies and management skills). A summary of the status of active and completed delivery orders, as well as corporate qualifications/past reference statements are available at the USAID-EGAD INTRANET Homepage:
http://www.usaid.gov/economic_growth/egad/em/emwelcome.htm.

Means of Access: The six prime contractors can be accessed through a Delivery Order written with one (or more) of the consortia. To initiate the process, the person in the Mission acting as the Delivery Order CTO should review the information in this Users' Guide and/or on the EM pages of the internal USAID web site about all five SEGIR components, choose the SEGIR component to which the activity seems best suited, then send the scope of work with anticipated selection approach and estimated size of the buy-in to that SEGIR component's CTO in EGAD/EM, requesting approval for using this component of SEGIR. On receiving the component CTO's approval for using the component, the Mission can proceed to selection of a contractor. In doing so it must use one of three different possible approaches for selection based on a process of review and fair consideration. 1) If the activity is under \$2 million, the selection can be based on the review and consideration of the corporate qualifications of all six consortia. 2) Alternatively, selection may be used for activities under \$2 million which may call for more specialized expertise, for which additional qualification statements and information on key personnel must be sought from each contractor in response to a Scope of Work. In either of these cases, a selection memorandum is to be written by the Delivery Order CTO and submitted to the Mission's Contracting Officer for his or her review and approval and for the record. 3) For delivery orders above \$2 million, a "mini-competition" based on technical criteria is required. The CO handles this competition by soliciting bids from all six consortia. These contracts will expire August 2003. Selection is to be made by a technical panel. The six prime contractors accessible under GBTI, along with their sub-contractors include:

1. **BARENTS GROUP, LLP**, Contract No. PCE-I-00-98-00012-00; Project Manager: Carol Swan, Phone: (703) 747 3222 Fax: (703) 747-3849 e-mail: cswan@kpmg.com Subcontractors: ACDI/VOCA, AMEX International, Inc., Arthur D. Little, Inc., Bracewell & Patterson, LLP, ICF Kaiser International, Inc., International Technology Investment, LTD (ITI), IRIS Center at the University of Maryland, OTC, Inc., Overseas Strategic Consulting Ltd, Titus Austin, Inc., Team Technology, Weideman Associates, Inc. Resource Institutions: Babson School of Executive Education, Innovative Ventures, Inc., Maxwell Stamp, Inc., Midwest, Universities Consortium for International Activities, Inc. (MUCIA), Southwestern Pennsylvania Industrial Resource Center.

2. **BOOZ ALLEN & HAMILTON**, Contract No. PCE-I-00-98-00013-00; Project Manager: Mark Belcher; Phone: (703) 917-2385; Fax: (703) 902-3021; E-mail: belcher_mark@bah.com. Subcontractors: Cargill Technical Services (CTS), Development Associates, Inc., IMCC, Institute for Public-Private Partnerships (IP3), Labat Anderson Incorporated, Louis Berger International, Inc., Mendez England & Associates. Access Groups: Arent Fox Kinter Plotkin & Kahn, PLLC, Chamber of Commerce of the United States of America, DAH Consulting, Inc., Dewey Ballantine, LLP, EDIN Training and Consulting, Institute of International Commercial Law, Pace University School of Law, National Association of State Development Agencies, Small Enterprise Assistance Funds, The Management Edge, Inc.

3. **CARANA CORPORATION**, Contract No. PCE-I-00-98-00014-00; Project Manager: Byron Battle; Phone: (703) 243-1700; Fax: (703) 243-0471; E-mail: bbattle@carana.com. Subcontractors: Abt Associates, ADB & Associates, Ltd, East-West Management Institute, Multinational Strategies, Inc., Price Waterhouse, LLP, PADCO, Inc., Sibley International Corporation.

4. **CHEMONICS INTERNATIONAL, INC.**, Contract No. PCE-I-00-98-00015-00; Project Manager: Peter Bittner; Phone: (202) 955-3361; Fax: (202) 955-7540; E-mail: pbittner@chemonics.com. Subcontractors: Arthur Anderson, LLP, Crimson Capital Corporation, Innovation Associates, IGI International, Inc., International Business Initiatives, International Law Institute, Intrados Consulting Group, Kenan Institute of Private Enterprise, Prime International, Inc., Sigma One Corporation, Smith, Bucklin & Associates, Taylor-Dejongh, Inc. Access Groups: Development Programs Ltd., DevTech Systems, Inc., Dewey Ballantine LLP, IEC Strategies, Innovation Associates, International Council of Management Consulting Institutes, Opportunities Industrialization Centers International (OICI), Oracle Corporation, Oregon Small Business Development Center Network, Inter-American Group.

5. **NATHAN ASSOCIATES INC. and MANAGEMENT SYSTEMS INTERNATIONAL, INC.** (Joint Venture), Contract No. PCE-I-00-98-00016-00; Project Manager: Michael Unger; Phone: (703) 5116-7700; Fax: (703) 351-6162; Email: munger@NathanAssoc.com. Subcontractors: AG International Consulting Corporation, Associates for International Resources and Development, Checchi and Company Consulting, Inc., Deloitte Touche Tohmatsu International, First Washington Associates, Ltd., J.E. Austin Associates, Inc., Pangaea Partners, The Recovery Group. Resource Organizations: American Association of Executives, Center for Economic Policy Research, Stanford University, Hogan & Hartson, LLP, Monitor Company, Strategic Environmental Associates.

6. **PRICEWATERHOUSECOOPERS**, Contract No. PCE-I-00-98-00017-00; Project Manager: Sydney Lewis; Phone: (703) 516-8593; Fax: (703) 465-6659; E-mail: sydney.a.lewis@us.pwcglobal.com. Subcontractors: A.P. Gross and Company, AgLand, Center for International Private Enterprise (CIPE), Development Alternatives (DAI), Foundation for Enterprise Development (FED), MetaMetrics, SRI International, The Services Group (TSG), Development Informatics, International Development Professionals.

Each of the six SEGIR/GBTI IQCs has a five-year term of performance, has a maximum ordering limitation of \$85 million with an option to increase this ceiling by 25% which can be exercised by the cognizant USAID/W Contracting Officer. There are no duration or dollar value limitations for task orders except for being maintained within the above contract terms, however, it is desired that task orders be performance/results based and the dollar value and term would reflect that which can be reasonably scoped in such fashion.

(b) Emerging Market Development Advisers Program (EMDAP).

Description: EMDAP (formerly FMDAP) places second year U.S. Master of Business Administration (MBA) students in host-country businesses for 10 months to provide general management technical assistance. The Advisers are given a pre-departure briefing in Washington, D.C., which covers country-specific, U.S. foreign policy, and business development topics. While in-country, the Advisers work in mid-level management positions, keep contact with their U.S. university mentors (usually heads of International Management departments), and write case studies on issues of the Advisers' choosing on the challenges of conducting business in a developing country. The case studies are published, together with a compendium of "lessons learned" which can be utilized by U.S. and host-country universities. Finally, the Advisers participate in a post-assignment debriefing in Washington, D.C., with USAID/W officials to discuss U.S. business opportunities, country-specific policy issues and the incorporation of "lessons learned" into the Advisers' U.S. educational institutions.

Means of Access: The EMDAP is implemented through a Cooperative Agreement with the Institute of International Education (IIE). CA #: PCE-A-00-00-00042-00. Contact: Leslie B. Anderson, EMDAP Program Director or Candida Mannozi, EMDAP Program Officer, Institute of International Education, 1400 K Street, N.W., Washington, D.C. 20005-2403; Phone (202) 898-0600; Fax: (202) 326 7698; e-mail: cmannozi@iie.org. Mission funding provided through field support transfers to EGAD/EM for the EMDAP CA or through incremental funding via a MAARD.

USAID Contact:

Grant Morrill, G/EGAD/EM, Room 2.11-120 RRB, U.S. Agency for International Development, Washington, DC 20523; Phone: (202) 712-5557; Fax: (202) 216-3025; e-mail: gmorrill@usaid.gov.

EM Homepage: http://www.usaid.gov/economic_growth/egad/em/emwelcome.htm

FINANCIAL SECTOR COMPONENT

Office of Emerging Markets

Description: The financial sector component consists of multiple IQCs and a U.S. Securities and Exchange Commission interagency agreement. A full and open competition awarded six 5-year IQCs under SEGIR's Financial Sector Component. The IQCs are intended to provide long- and short-term technical assistance and training in the broad arena of the financial sector, ranging from micro-finance to derivative products. Main areas of TA include capital market development, central and commercial bank reform, public finance policy, municipal finance, and pension reform.

These contracts have been extended through January 2003. The Consortia include the following:

1. **ABT Associates:** Project Manager Michele Laird; Tel. 301 215 5929, e-mail: michele_laird@abtassoc.com. Subcontractors and Resource Groups: Arthur Anderson, Booz-Allen, Hamilton, Coker Baxastow Associates, Glendale Global Management, IMCC, IPC, Baker-McKenzie, Taylor-DeJongh, Inc., Bert Smith & Company, Coverdale & Napolitan Associates.
2. **Barents Group:** Project Manager Jim Hightower; Tel. 703 747 3855, e-mail: jhightower@barents.com. Subcontractors and Resource Groups: Bracewell and Patterson, Harvard Institute for International Development, OTC Inc., Titus Austin, Inc., Innovation Ventures, Carana Corp., EFA Software Services, Institute for Public/Private Partnerships, Kleinman International Consultants, Linklaters & Paines, Overseas Strategic Consulting
3. **Chemonics:** Project Manager Deborah Caul, Tel. 202 955 7452, e-mail: dcaul@chemonics.com. Subcontractors and Resource Groups: Crimson Capital, Intrados Consulting, Taylor-DeJongh, Bankworld, Inc., Caledonian Associates, Inc., Georgia State University, Hill & Knowlton, Inc., Ingress Associates, Int'l Devlp. Professionals, J.E. Austin Associates, Ohio State University, Parker, Whitfield & Company, Shorebank Advisory Group, The Urban Institute, World Council of Credit Unions.
4. **Deloitte, Touche, Tohmatsu:** Project Manager Teresa Mastrangelo, Tel. 202-879-5644, e-mail: tmastrangelo@dtus.com. Subcontractors and Resource Groups: ADB & Associates, The Aries Group, First Washington Associates, Nathan Associates, Planning & Development Collaboration International, Roop Management
5. **Development Alternatives:** Project Manager Daniel Hogan, Tel. 301 718 8266, email dan_hogan@dai.com. Subcontractors and Resource Groups: American Bankers Association, Bank of America, Chicago Board of Trade, Development Informatics, Dickerson-Knight, Inc., Economic Innovation International Inc., IRIS Center-University of Maryland, MAS International, NY Institute of Finance, Pangaea Partners Ltd., PriceCoopersWaterhouse
6. **FMI, Inc:** Project Manager Robert Bond, Tel. 301 215 7840, e-mail: fmi-inc@mindspring.com. Subcontractors and Resource Groups: AG Int'l Consulting, Technical Support Services, University of Pennsylvania-Wharton School, Morgan Stanley Dean Whitter, Options Clearing Corporation, NY Stock Exchange, University of Georgia.

Means of Access: The six prime contractors can be accessed through a Delivery Order written with one (or more) of the consortia. To initiate the process, the person in the Mission acting as the Delivery Order CTO should review the information in this Users' Guide and/or on the EM pages of the internal USAID web site about all five SEGIR components, choose the SEGIR component to which the activity seems best suited, then send the cope of work with anticipated selection approach and estimated size of the buy-in to that SEGIR component's CTO in EGAD/EM, requesting approval for using this component of SEGIR. On receiving the component CTO's approval for using the component, the Mission can proceed to selection of a contractor. In doing

so it must use one of three different possible procedures for selection based on a process of review and fair consideration. 1) If the activity is under \$2 million, the selection can be based on the review and consideration of the corporate qualifications of all six consortia. 2) Alternatively, selection may be used for activities under \$2 million which may call for more specialized expertise, for which additional qualification statements and information on key personnel must be sought from each contractor in response to a Scope of Work. In either of these cases, a selection memorandum is to be written by the Delivery Order CTO and submitted to the Mission's Contracting Officer for his or her review and approval and for the record. 3) For delivery orders above \$2 million, a "mini-competition" based on technical criteria is required. The CO handles this competition by soliciting bids from all six consortia. These contracts will expire August 2003. Selection is to be made by a technical panel.

USAID Contact:

John Carihfield, G/EGAD/EM, Room 2.11-110 RRB, US Agency for International Development, Washington, DC 20523; Phone (202) 712-1288; Fax (202) 216-3025.

MACROECONOMIC POLICY, POVERTY ALLEVIATION AND ECONOMIC INSTITUTIONS AND ANALYSES COMPONENT

Office of Emerging Markets

This component consists of: (a) the SEGIR IQC mechanism **Macroeconomic Policy, Poverty Alleviation, and Economic and Institutional Analysis Component** (which for short may be referred to as the "SEGIR Economic Policy Component") comprising four IQCs ; and (b) the Economists Working Paper Series (there are 10 in the series so far) and Research Notes, as well as papers from the now completed Consulting Assistance on Economic Reform (CAER) II mechanisms and other now-ended research activities.

a) The Macroeconomic Policy, Poverty Alleviation and Economic Institutions and Analyses Component

Description: This IQC mechanism consists of four IQCs. A full and open competition awarded four 5-year IQCs under SEGIR's Macroeconomic Policy, Poverty Alleviation and Economic Institutions and Analyses . The IQCs are intended to provide long- and short-term technical and advisory services, training, and research in the following areas: (1) monetary policy, banking and central bank operations; (2) fiscal policy; (3) trade and exchange rate policy; (4) national income accounting, strategic development planning, and the collection and analysis of aggregate economic performance data; (5) macroeconomic policy coordination/integration; labor market analysis and policy; (6) poverty measurement and analysis (7) other macroeconomic or sectoral policy areas, including areas such as USAID strategic planning documents, pension reform. pricing/subsidy policy, economic literacy, and the economics of environmental policies.

These 5-year contracts were awarded in June 2000 and have a completion date of June 19, 2005. The component has an overall ceiling of \$75,000,000. The Consortia include:

1. **BARENTS GROUP,LLP**, Contract No. PCE-I-00-00-00014-00; Project Manager: Harvey Galper, Phone: (703) 747 3228 Fax: (703) 747-3849, e-mail: hgalper@kpmg.com. Subcontractors: Abt Associates, Inc., ACDI/VOCA, Amex International, ICF Consulting, Inc. International Technology Investment, Ltd., IRIS Center, Overseas Strategic Consulting, Ltd., and The Services Group.
2. **DEVELOPMENT ALTERNATIVES**, Contract No. PCE-I-00-00-00015-00: Project Manager Peter Davis, Tel. (301) 718 8218, e-mail: peter_davis@dai.com. Subcontractors: Booz-Allen & Hamilton, Inc., Boston Institute for Developing Economies, Ltd., DEVTECH Systems, Inc., Rand, and Training Resources Group, Inc.
3. **LOUIS BERGER GROUP, INC.**, Contract No. PCE-I-00-00-00012-00; Project Manager Scott Thomas, Phone (202) 331 7775, Fax: (202) 293 0787, e-mail: stthomas@louisberger.com. Subcontractors: Clapp and Mayne, Inc., Duke University's Center for International Development Research, and Pangaea Partners.
4. **NATHAN ASSOCIATES INC**, Contract No. PCE-I-00-00-00013-00; Project Manager: John Varley; Phone: (703) 516-7801; Fax: (703) 351-6162; e-mail: jvarley@nathanassoc.com. Subcontractors: Checchi & Company Consulting, Inc., Bankworld, Inc., Antonia D'Ancona Bodnar and Associates, Financial Markets International, Inc., International Center for Economic Growth, J.E. Austin Associates, Management Systems International, The Americas Group International Consulting Corporation, WEFA, and Weidemann Associates, Inc.

Means of Access: The four prime contractors can be accessed through a Delivery Order written with one (or more) of the consortia. Approval of the scope of work must first be obtained from the CTO component manager in EGAD/EM (see below). There are three different possible

approaches for selection based on a process of review and fair consideration. (1) If the activity is under \$2 million, the selection can be based on the review and consideration of the past performance and experience statements (available on the EM web pages of the internal USAID web site) of all four consortia. (2) Alternatively, for activities under \$2 million which may call for more specialized expertise, selection will require that the Mission request additional qualification statements and information on key personnel must be sought from each contractor in response to a Scope of Work. In either of these cases, a selection memorandum is written and submitted to the Mission's Contracting Officer for his or her approval and for the record. (3) For delivery orders above \$2 million, a "mini-competition" based on technical criteria is required. Selection is to be made by a technical panel. The mini-competition approach is also to be used, even for delivery orders below \$2 million if technical approach would be a determining factor on which contract to order against or if a requirement necessitates the CTO for the activity for which the services are being ordered to consider cost/price information to determine which contract to order against.

A statement of work, illustrative budget and indication of the Mission's anticipated choice of selection tier should be sent to the SEGIR Economic Policy Component CTO, James Elliott, of EGAD/EM, for review and approval of the statement of work for use under this component. Missions initiating buy-in (task order) requests are requested to keep the SEGIR Economic Policy Component CTO informed of awards of delivery orders and modifications so that EM can fulfil its responsibility of tracking cumulative total commitments relative to the Component's overall funding ceiling. Missions are encouraged to consult the Component's CTO early on in the procurement process. Once the Mission has obtained the component CTO's approval for using the Economic Policy component, the Mission staff person responsible for the activity (the Delivery Order CTO) should consult with the Mission CO and write and submit a selection memorandum to the Mission's CO concerning the choice of selection tier and selection procedure to be followed.

USAID Contact:

James Elliott, G/EGAD/EM, Room 2.11-111 RRB, U.S. Agency for International Development, Washington, D.C. 20523, Phone (202) 712-0403, Fax (202) 216-3025, email address: jelliott@usaid.gov
EM Homepage: http://www.inside.usaid.gov/economic_growth/egad/em

b) The Economists Working Paper Series and Research Notes

Description: These are published occasionally and are available on the Emerging Markets (EM) web pages, as well as, by request to the editor, in hard copy. There are 12 in the series so far. USAID economists are invited and encouraged to submit manuscripts for consideration for publication in the Economists Working Paper Series. For details see the EM web pages on the internal USAID web site or contact the editor of the Working Papers, James Elliott, G/EGAD/EM, Room 2.11-111 RRB, U.S. Agency for International Development, Washington, D.C. 20523, Phone (202) 712-0403, Fax (202) 216-3025.

Other research output available on the EM web pages includes the output of the now completed CAER (Consulting Assistance in Economic Reform) project. Although now completed, the CAER activity yielded a rich harvest of studies still of current interest and likely to be so for some time to come (some 88 CAER working papers on a wide range of economic growth related topics) and a virtual development conference. Both the papers and the conference can be accessed on the EM web pages of the USAID internal web site. For details on these, and information about other research output from other recently completed and no longer operational, EM-managed economic growth activities such as the one with IRIS, please contact Orest Koropecky, G/EGAD/EM, Room 2.11-113 RRB, U.S. Agency for International Development, Washington, D.C. 20523, Phone (202) 712-5516, Fax (202) 216-3025.

DIRECTORY

Office of Emerging Markets

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**OFFICE OF AGRICULTURE AND
FOOD SECURITY
(G/EGAD/AFS)**

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INTRODUCTION

Office of Agriculture and Food Security

The Office of Agriculture and Food Security provides analytical, technical and program assistance for Agency global, regional and country-based agricultural programs. The current (FY 1996-2003) Strategic Objective toward which AFS' efforts are directed is "Improved food availability, economic growth and conservation of natural resources through agricultural development." AFS addresses this objective and assists in meeting the world's ever-changing and -increasing food, feed, fiber and fuel needs, through three primary intermediate results (IRs):

- The development and adoption of sustainable technologies and policies that enhance food availability;
- The development and adoption of policies and technologies that improve food access and agribusiness opportunities; and
- The development and adoption of technologies, policies and practices that enhance the long-term conservation of agricultural resources.

These three IRs reflect the fact that Agency's food security, economic growth/poverty alleviation and natural resource conservation goals are inextricably inter-twined and mutually dependent.

Agricultural development is a keystone for general economic development and the conservation of natural resources in most LDCs, as well as for poverty and hunger reduction. By increasing food production and improving marketing efficiency, food supplies are increased and food prices are reduced. The result is increased incomes for producers and increased purchasing power for consumers. Moreover, the process stimulates general economic development, which, in turn, expands both employment and the demand for agricultural products. Increased income, in turn, is the key factor in alleviating food insecurity over the medium term.

Agricultural development is dependent on many factors, but two of the most important are improved technologies and policies, both of which are within the Office of Agriculture and Food Security's (AFS) manageable interest. These technologies and policies are largely derived from, or based on, research to find new and better ways of addressing specific constraints. Therefore, AFS places major emphasis on supporting a wide range of applied research activities in and for developing countries. Adoption requires that research must be followed by development or outreach activities, involving both the public and private sectors.

AFS seeks to multiply the financial and human resources at its disposal by working closely with other USAID offices, bureaus and missions, as well as a number of outside groups. For instance, AFS collaborates with: more than 40 other donors in sponsoring the Consultative Group on International Agricultural Research (CGIAR), which supports 16 international research centers; dozens of U.S. colleges and universities and developing nation institutions through its Collaborative Research Support Program (CRSP); and additional institutions and the private sector through other mechanisms.

AFS is organized in three Divisions, roughly corresponding to the three IRs: (1) Sustainable technologies; (2) Agricultural Enterprise and Market Development; and (3) Policy and Multilateral Resources.

SORGHUM AND MILLET CRSP (INTSORMIL)

Office of Agriculture and Food Security (Sustainable Technology Division)

Description: The Sorghum/Millet CRSP is a U.S.-LDC collaborative research network which enhances the ability of U.S. and LDC institutions to alleviate constraints to sorghum and millet production, marketing and utilization through the development of appropriate and sustainable technology. The Sorghum/Millet CRSP works collaboratively with scientists at national research institutions in the ecogeographic zones of East, West and Southern Africa, Latin America and Asia. The collaborating U.S. institutions are: Kansas State University, University of Illinois, Mississippi State University, University of Nebraska, Purdue University, Texas A&M University, and the USDA/ARS. Major program components are sorghum and millet agronomy, breeding, biotechnology, economics, entomology, food quality and utilization, pathology, physiology, and resource management.

Some major accomplishments of the Sorghum/Millet CRSP are: (1) Development of improved sorghum and millet varieties, hybrids and germplasm with higher human food quality traits, striga resistance, drought tolerance, bird resistance and insect and disease resistance; (2) Development of improved tillage programs, crop residue practices, and water harvesting techniques; (3) Development of insect and disease management programs; (4) Establishment of small food quality and utilization laboratories; (5) Identification of sorghum root exudate which stimulates striga germination and rapid laboratory striga screening methods; (6) Development of alternative food uses; and, (7) Development of a forage sorghum with 20% higher digestibility, and (8) Training of over 700 LDC scientists to the MS and Ph.D. levels in relevant aspects of sorghum and millet improvement.

In addition, this CRSP is capable of designing, implementing and managing degree training programs, managing collaborative research activities, enhancing research capability of LDC institutions and designing baseline data surveys.

Means of Access: Regional Bureaus, Missions, and other offices may access this agreement directly with the Management Entity at the University of Nebraska or through G/EGAD/AFS to the Sorghum/Millet CRSP (grant # LAG-G-00-96-90009-00) via field support Transfers of Obligating Authority (TOAs) and/or MAARDs to support the core program. Current Agreement End Date: FY 2001. Contact: Dr. John M. Yohe, INTSORMIL, Univ. of Nebraska, 113 Biochemistry Hall, Lincoln, NE 68583-0748. Phone: (402) 472-6032; Fax: (402) 472-7978; Internet: srmlcrsp@unl.edu.

USAID Contact:

Dr. John Swanson, G/EGAD/AFS/PP, Room 2.11-06, Washington, DC 20523-2110, Phone (202) 712-5602. Fax (202) 216-3010. Internet: jswanson@usaid.gov.

BEAN/COWPEA CRSP

Office of Agriculture and Food Security Sustainable Technology Division

Description: The Bean/Cowpea CRSP is conducting research on the major constraints to bean and cowpea production and utilization. These include: (1) disease and insects; (2) growth and development stresses; (3) sustainable agriculture; (4) socio-cultural factors; (5) storage, food preparation and nutrition; and (6) farming systems. Short-term and degree training programs, workshops and seminars are also components of this CRSP. The role of women as producers, processors and consumers as well as in research and training is also the focus of the project.

Major accomplishments include: (1) dramatic increases in cowpea production in Senegal, (2) germplasm collection and evaluation of major bean and cowpea strains, (3) new varieties with increased yield and multiple disease resistance and insect resistance, (4) low-cost seed storage technologies, (5) collection of parasites to be used in biological control of insect pests, (6) new bean varieties with improved nitrogen fixation capacity, (7) non-race specific rust resistance, (8) new varieties with improved nutritional value and reduced firewood/fuel requirements and, (9) new bean and cowpea processing technologies for value-added food products.

U.S. participating institutions include: Michigan State University, Purdue University, University of Georgia, Oregon State University, University of California-Riverside, University of California-Davis, University of Idaho, University of Minnesota, University of Nebraska-Lincoln, University of Puerto Rico, Washington State University, North Dakota State University and Auburn University.

Means of Access: Regional Bureaus, Missions, and other offices may access this agreement directly with the Management Entity at Michigan State University or through G/EGAD/AFS to the Bean/Cowpea CRSP (grant # DAN-G-SS-86-00008-00) via field support Transfer of Obligor Authority (TOA), OYB transfers, or MAARDs to support the core program. Current Agreement End Date: FY 2002. Contact: Dr. Irv Widders, 200 Center for International Programs, Michigan State University, East Lansing, MI 48824-1035, Phone (517)-355-4693; Fax: (517) 432-1073.

USAID Contact:

Dr. Jiryis Oweis, G/EGAD/AFS/PP, Room 2.11-80, Washington DC 20523, Phone (202) 712-1367; Fax: (202) 216-3010.

SOIL MANAGEMENT CRSP

Office of Agriculture and Food Security Sustainable Technology Division

Description: The Soil Management Collaborative Research Support Program (SM CRSP) aims to eliminate soil-related bottlenecks that stand in the way of sustainable development. It makes the critical assumption that perverse policies, slow rates of technology adoption and impediments to acquisition and application of scientific knowledge continue to be bottlenecks to the development process.

In addition, the SM CRSP concentrates on bottlenecks for which it has comparative advantage in eliminating. This comparative advantage resides in the participating institutions' ready access to scientific knowledge, technology inventories and their capacity to synthesize knowledge-based products that enable users to make informed decisions about policy reform and technology adoption. In this way, users are allowed to exercise choice from a number of options in the way bottlenecks are eliminated or circumvented. The collaborating host-countries add to this comparative advantage by incorporating local knowledge into CRSP products, and by serving as potential customers whose role is to evaluate knowledge products for accuracy and user acceptability. The knowledge-based products developed by the Soil Management CRSP come in several forms. They can be packaged as decisions aids which provide alternative ways or trade-offs to overcome or circumvent bottlenecks (University of Florida, Montana State University, North Carolina State University), as a diagnostic procedure to detect links that threaten the sustainability of a green revolution cropping system (Cornell University), as prescriptions for policy makers and farm households on effective ways to conserve land on densely populated stepplands and protect downstream communities (Texas A&M University), and as a new formulation of an old product that renders benefits of biological nitrogen fixation affordable to low income households (NifTAL Center, University of Hawaii). A key characteristic of the knowledge-base products is their global applicability at the local level. They apply globally because they are based on fundamental principles that transcend political boundaries, and apply locally because local biophysical and socio-economic data are used to analyze site and user-specific situations.

In short, the SM CRSP is endeavoring to transform traditional agriculture from trial-and-error subsistence farming to knowledge-based enterprises. Traditional agriculture is not sustainable because it requires more land than in use now produce more food for more people. Knowledge-based agriculture on the other hand, offers hope that agricultural production can keep pace with demand without expanding the current cultivated land area.

Trained people are also needed to implement knowledge-based agriculture. To this end the SM CRSP offers host country students opportunities to participate in field research and earn advanced degrees in agriculture from participating U.S. universities.

The CRSP is collaborating with institutions and people in the following countries: Mali, Senegal, Malawi, Cape Verde, Gambia, Uganda, South Africa, Kenya, Ecuador, Peru, Honduras, Nicaragua, Haiti, India, Bangladesh, Nepal, and Philippines. Beneficiaries are national researchers/institutions; government policy makers, agribusiness, PVOs and NGOs and local farmers.

Means of Access: Regional Bureaus, Missions, and other offices may access this agreement for services of research and outreach directly with the Management Entity at University of Hawaii-Manoa (participating institutions: Cornell University, North Carolina State University, Montana State University, Texas A&M University, University of Florida) or through G/EGAD/AFS to the Soil Management CRSP (grant # LAG-G-00-97-00002-00) via field support Transfers of Obligating Authority (TOAs), OYB transfers, or MAARDs to support the core program. Current Agreement End Date: FY 2001. Contact: Dr. Goro Uehara, University of Hawaii at Manoa, 2500 Dole Street, Krauss 22, Honolulu, Hawaii 96822, Phone (808) 956-6593; Fax: (808) 956-2711, E-mail: goro@hawaii.edu.

USAID Contact:

Dr. Charles Sloger, G/EGAD/AFS/SD, Room 2.11-081 RRB, Washington, DC 20523-2110, Phone (202) 712-1902; Fax: (202) 216-3010, E-mail: csloger@usaid.gov

POND DYNAMICS/AQUACULTURE CRSP

Office of Agriculture and Food Security Sustainable Technology Division

Description: The mission of the Pond Dynamics/Aquaculture Collaborative Research Support Program (PD/A CRSP) is to raise small farmers' incomes, to increase consumers' welfare by enhancing fish farm productivity, to improve the well-being of the rural poor, and to conserve or enhance the natural resource base. To accomplish this, the PD/A CRSP has brought together the resources of developing country and U.S. institutions to conduct collaborative research, training and outreach activities which are intended to optimize the efficiency of aquaculture production systems, to develop economical and culturally appropriate aquaculture management strategies, to minimize the negative environmental impacts of aquaculture, to explore the socioeconomic issues associated with aquaculture development, and to disseminate scientific and technical information

The collaborating U.S. institutions are Auburn University, Ohio State University, Oregon State University, Southern Illinois University at Carbondale, University of Arizona, University of Arkansas at Pine Bluff, University of California at Davis, University of Delaware, University of Georgia, University of Hawaii, University of Michigan, University of Oklahoma, University of Texas and Florida International University. The collaborating host countries are Honduras, Peru, Mexico, Kenya, Philippines and Thailand.

In addition to the activities described above, this CRSP is capable of designing, implementing and managing degree training programs, managing collaborative research activities, enhancing research and training capabilities of developing country institutions, and designing/conducting baseline data surveys.

Means of Access: Regional Bureaus, Missions, and other offices may access this agreement directly with the Management Entity at Oregon State University or through G/EGAD/AFS to the Pond Dynamics/Aquaculture CRSP (grant # LAG-G-00-96-90015-00) via field support Transfers of Obligating Authority (TOAs) and/or MAARDs to support the core program. Current Agreement End Date: 7/31/2001. Contact: Dr. Hillary Egna, Office of International Research and Development, 400 Snell Hall, Oregon State University, Corvallis, OR 97331-1641; Phone: (503) 737-6415; Fax: (503) 737-3447; E-mail: egnah@@ucs.orst.edu.

USAID Contact:

Harry Rea, G/EGAD/AFS, Room 2.11-095, Washington, DC 20523-2110; Phone: (202) 712-0359; Fax: (202) 216-3010; E-mail: hrea@usaid.gov.

PEANUT CRSP, 936-4048

Office of Agriculture and Food Security Sustainable Technology Division

Description: The Peanut CRSP conducts research on the major constraints to peanut production and utilization, in both 14 host countries and the U.S. The research thrusts include: (1) food safety and nutrition; (2) crop production efficiency; (3) socio-economic constraints; (4) post-harvest processing and utilization; (5) training and information exchange. The Peanut CRSP coordinates complementary activities with the ICRISAT programs in Asia and Africa, IDRC and ACIAR in Asia and CARDI in the Caribbean. Degree training, non-degree training, short courses, and workshops prepare host country collaborators and stimulate technology transfer.

The recent major accomplishments include: (1) Food Safety and Human Nutrition- a vitamin A fortified peanut butter released in the Philippines now has 40% of the market, bringing health and improved vision to many children; aflatoxin is being managed in food industries in the Philippines resulting in large increase in production and export to expatriate communities; contributions of information on dietary aspects of cardiac and obesity epidemiology that have helped promote US peanut consumption (2) Production Efficiency- a released variety in Senegal provides farmers with 25% higher yields; release of early maturing rosette resistant varieties in Malawi; identification of a Bolivian cultivar resistant to Tomato Spotted Wilt Virus disease (TSWV) with parallel resistances to other fungal diseases of critical importance to the US peanut industry; development of improved production technologies in Bolivia; (3) Post-Harvest Processing- surveyed consumer preferences and established the market potential for peanut products in Bulgaria; established pilot plant facilities to allow industry to develop and market peanut products in Eastern-Europe;(4) Human resource development- short courses on peanut processing technologies have been conducted for 52 participants in the USA, Philippines, India and Africa; 19 students have had graduate degree training (5) established web-sites for informal information and report exchange between scientists; (6) conducted (with ICRISAT and CIRAD-CA) regional workshops in West Africa.

Means of Access: Regional Bureaus, Missions, and other offices may access this agreement for services directly with the Management Entity at University of Georgia or through G/EGAD/AFS to the Peanut CRSP (grant # LAG-G-00-96-90013-00) via field support Transfers of Obligating Authority (TOAs) and/or MAARDs to support the core program. Current Agreement End Date: FY 2000 (Upon the successful extension of this CRSP the estimated completion date will be FY 2005). Contact: Dr. J.H. "Tim" Williams, University of Georgia, Georgia Experiment Station, Griffin, GA 30223-1797, Phone (404) 228-7312; Fax: (404) 228-7270. Email:crspgrf@griffin.peachnet.edu

USAID Contact:

Dr. Terry Hardt, G/EGAD/AFS/PP, Room 2.11-092 RRB, Washington, DC 20523, Phone (202) 712-1412; Fax: (202) 216-3010.

INTEGRATED PEST MANAGEMENT (IPM) CRSP, 936-4196

Office of Agriculture and Food Security Sustainable Technology Division

Description: The Integrated Pest Management Collaborative Research Support Program (IPM CRSP) makes available the U.S. agricultural research network to the international agricultural research and development community in an effort to make important contributions to the resolution of difficult, persistent constraints to the adoption of integrated pest management (IPM). The goal of the IPM CRSP is to improve the well being of farmers in developing countries by increasing their capacity to produce, utilize and market agricultural commodities through cost-effective and environmentally sustainable methods. The objectives of the IPM CRSP are to develop improved IPM technologies and institutional changes that will reduce crop losses, increase farmer income, reduce pesticide use, reduce pesticide residues on export products, improve IPM research and educational program capabilities, improve the ability to detect and monitor pests, and increase the involvement of women in IPM decision making and program design. Among other reasons, the adoption of IPM is important because: 1) high value horticultural export crops receive relatively high chemical inputs that can result in chemical residue on the products, a primary reason why such crops may not be accepted by importing countries, and 2) transitional systems are particularly vulnerable to pest damage as many such systems occur on "marginal" land.

Cooperating U.S. institutions include: Virginia Polytechnic Institute and State University, University of Georgia, Ohio State University, University of California-Davis, University of Maryland-Eastern Shore, North Carolina A & T, Lincoln University of Missouri, Purdue University, Montana State University, Pennsylvania State University, and the U.S. Department of Agriculture. The collaborating host- countries for research and implementation are Ecuador, Guatemala, Jamaica, Philippines, Bangladesh, Uganda, Mali and Albania.

Means of Access: Funds are available in this grant for providing IPM related technical assistance to Missions. It is expected that most TA activities supported by the IPM CRSP will involve cost sharing by the requesting Mission. In addition, Regional Bureaus, Missions, and other offices may access this agreement for technical assistance directly with the Management Entity at Virginia Polytechnic Institute and State University or through G/EGAD/AFS to the Integrated Pest Management CRSP (grant # LAG-G-00-93-00053-00) via Managed Org'ed funds, OYB transfers, or MAARDs to support the core program. Current Agreement End Date: FY 2002. Contact: Dr. S.K. DeDatta, Principal Investigator, or Dr. Brhane Gebrekidan, Program Director, IPM CRSP, Office of International Research and Development, 1060 Litton Reaves Hall, Virginia Polytechnic Institute and State University, Blacksburg, VA. Phone 540/231-6338, Fax 540-231-3519

USAID Contact:

Harry Rea, G/EGAD/AFS, Room 2.11-095, Washington, DC 20523-2110; Phone: (202) 712-0359; Fax: (202) 216-3010; E-mail: hrea@usaid.gov.

UNIVERSITY/INTERNATIONAL AGRICULTURAL RESEARCH CENTERS LINKAGES (UNIARCL) PROGRAM 936-4225

Office of Agriculture and Food Security Sustainable Technology Division

Description: This institutional linkage program was launched in 1998 in support of the Africa Food Security Initiative. The competitive research grant programs emphasize partnerships between U.S. universities and the International Agricultural Research Centers (IARCs) to address key problems affecting food security in Africa. The three-year grants were made to seven U.S. institutions of higher education, enabling them to complement IARC technical staff capabilities or facilities. The program deepens U.S. scientists' involvement in international issues and develops long-term working relationships with their counterparts in Africa to solve hunger problems.

The universities, the IARC partners and the programs are as follows:

1. **Auburn University/International Center for Living Aquatic Resources Management.**

Breeding enhancement of Tropical Aquaculture Species.

This program will genetically enhance Nile Tilapia, the most widespread farmed Tilapia in sub-Saharan Africa. The collaborative research work will develop simple, non-invasive tests for physiological parameters (e.g. stage of sexual maturity, reproductive capacity, food conversion efficiency and stress tolerance), and genetic marker development for these traits that can subsequently enhance breeding schemes for tropical species.

University contact: Dr. Zhan Jiang (John)
Phone: (334) 844-4786
Fax: (334) 844-9206

USAID Contact: Dr. Jiryis Oweis, G/EGAD/AFS
Phone: (202) 712-1367
Fax: (202) 216-3010

2. **Clemson University/International Center for Tropical Agriculture.**

Development of tools for isolating and cloning Cassava genes for resistance to African Cassava Mosaic virus and White Flies.

This research program seeks to accomplish maintenance and handling of a representative Cassava BAC libraries, production and distribution of high density hybridization filters, and DNA tools for library screening and sequencing of important and relevant BAC contiguous DNA.

University contact: Dr. Rod A. Wing
Phone: (864) 656-7288
Fax: (864) 656-4293

USAID Contact: Dr. Jiryis Oweis, G/EGAD/AFS
Phone: (202) 712-1367
Fax: (202) 216-3010

3. Kansas State University/International Center for Insect Physiology and Ecology.

Monitoring parasitoids.

The research program seeks to develop a monoclonal (antibody-based diagnostic EITSA kit that would be simple, easy to use and inexpensive for reliable identification and monitoring of *C. fluipes* (raised on *Chilo Partellus*) in targeted areas of Africa. The proposed ELISA method of identification would be useful to biocontrol practitioners throughout the tropical and sub-tropical areas of the world.

University Contact: Dr. Sonny Ramaswamy
Phone: (785) 532-6154
Fax: (785) 532-6232

USAID Contact: Dr. Jiryis Oweis, G/EGAD/AFS
Phone: (202) 712-1367
Fax: (202) 216-3010

4. University of Minnesota/International Plant Genetic Resource Institute.

Banana Streak virus.

This research program seeks to arrive at a fuller understanding of the role of integrated BSU sequences in causing viral leaf streak disease development in bananas and plantains so that plant breeders producing improved genotypes for use in sub-Saharan Africa and elsewhere will have the necessary tools to avoid the problem of BSU occurrence in the new hybrid.

University Contact: Dr. Ben Lockhart
Phone: (612) 625-5785
Fax: (612) 625-9728

USAID Contact: Dr. Jiryis Oweis, G/EGAD/AFS
Phone: (202) 712-1367
Fax: (202) 216-3010

5. Texas A&M University/International Center for Insect physiology and Ecology (ICIPE).

Biosystematics of African Fruit Flies and their Parasitoids.

This program will facilitate the development of expertise to deal directly with the problem of pest identification, crucial to ICIPE's newly developed African Fruit Fly Initiative. Similarly, the program will provide ICIPE with expertise in parasitoids systematic needed to facilitate the Medfly biological control program in which ICIPE has played an integral part over the last two years.

University Contact: Dr. Robert A. Wharton
Phones: (409) 845-9719
Fax: (409) 845-7977

USAID Contact: Dr. Jiryis Oweis, G/EGAD/AFS
Phones: (202) 712-1367
Fax: (202) 216-3010

6. Texas A&M University/International Crops Research Institute for Semi-Arid Tropics.

Genetic Diversity to stabilize Production of Pearl Millet.

Genetic diversity in fungal plant pathogens that attack pearl millet is an important constraint preventing stable food production in Africa. The research program will seek to develop rapid and accurate DNA-based tests that will define the population structure and pathotypes of *Sclerospora graminicola*, the causal agent of downy mildew in pearl millet.

University Contact: Dr. Clint Magill
Phone: (409) 845-8250
Fax: (409) 845-4683

USAID Contact: Dr. Jiryis Oweis, G/EGAD/AFS
Phone: (202) 712-1367
Fax: (202) 216-3010

7. Tuskegee University/International Potato Center

Sweet Potato Weevils

This research program seeks to enhance the productivity of sweet potato in sub-Saharan Africa by developing cultivars with high resistance to weevils and by identifying and incorporating the insecticidal toxin genes.

University Contact: Dr. C.S. Prakash
Phone: (334) 727-8023
Fax: (334) 727-8067

USAID Contact: Dr. Jiryis Oweis, G/EGAD/AFS
Phone: (202) 712-1367
Fax: (202) 216-3010

8. Washington State University/International Livestock Research Institute.

Babesiosis, caused by the parasite Babesia bovis, is one of the four economically most important tick-borne pathogens that inhibit ruminant productivity in large parts of Africa.

The research seeks to develop improved vaccines against babesiosis using DNA transfection. The ability to transfect the *B. bovis* and eventually use knockouts, dominant negative mutant genes and directed overexpression, is an important approach to identifying candidate vaccine antigens and molecules involved in virulence.

University Contact: Dr. Guy Palmer
Phone: (509) 335-6033
Fax: (509) 335-8529

USAID Contact: Dr. Jiryis Oweis, G/EGAD/AFS
Phone: (202) 712-1367
Fax: (202) 216-3010

INTERNATIONAL AGRICULTURAL RESEARCH CENTERS (IARCS), 936-4111

Office of Agriculture and Food Security Policy and Multilateral Resources Division

Description: This project provides support for special projects with the international agricultural research centers (IARCs), which includes centers associated with the Consultative Group on Agricultural Research (CGIAR) and non-CGIAR centers. Activities focus primarily on the following four areas, but are not restricted to these: food security, crises relief and mitigation, natural resource management, and improved nutrition. This project also includes funding for a RSSA with USDA for five professional staff, the Scientific Liaison Officers Program, and other liaison and management activities.

Means of Access: Regional Bureaus, Missions and other offices of USAID may access these projects directly through agreements with individual IARCs and/or through field support transfers of obligating authority (TOA) to G/EGAD/AFS. For the latter, G/EGAD/AFS uses a Chapter 5 Public International Organization (PIO) grant with the World Bank's CGIAR Secretariat. The CGIAR Secretariat passes the money directly, with no overhead, to the recipient IARC. There are several advantages to this grant mechanism:

- The Mission or Regional Bureau is able to remain fully in control of project implementation and can deal directly with the IARC involved. Alternatively, G/EGAD/AFS can handle these management responsibilities for the Mission or Regional Bureau, if needed.
- G/EGAD/AFS is responsible for the administrative paperwork, which is minimal with the PIO grant mechanism.
- Field support transfer of obligating authority funds can still remain in the Mission's own OYB preventing the appearance of a reduced OYB.

USAID Contact

Carole Levin G/EGAD/AFS/PMR, Room 2.11-084 RRB Washington, DC 20523
Phone: 202/712-1906; Fax: 202/216-3010; e-mail: clevin@usaid.gov

CONSULTATIVE GROUP ON INTERNATIONAL AGRICULTURAL RESEARCH (CGIAR), 936-4111.88

Description: The CGIAR Project provides core institutional support to the research agenda of each the following 16 international agricultural research centers (IARCs) associated with the CGIAR:

- International Center for Tropical Agriculture (CIAT)
- Center for International Forestry Research (CIFOR)
- International Center for the Improvement of Maize and Wheat (CIMMYT)
- International Potato Center (CIP)
- International Center for Agricultural Research in the Dry Areas (ICARDA)
- International Center for Living Aquatic Resource Management (ICLARM)
- International Center for Research on Agroforestry (ICRAF)
- International Crops Research Institute for the Semi-Arid Tropics (ICRISAT)
- International Food Policy Research Institute (IFPRI)
- International Institute of Tropical Agriculture (IITA)
- International Livestock Research Institute (ILRI)
- International Plant Genetic Resources Institute (IPGRI)
- International Rice Research Institute (IRRI)
- International Service for National Agricultural Research (ISNAR)
- International Water Management Institute (IWMI)
- West African Rice Development Research Association (WARDA)

The CGIAR, established in 1971, is an informal association of 58 public and private sector members that support the 16 international agricultural research centers. The World Bank, the Food and Agricultural Organization of the United Nations, and the United Nations Development Program are cosponsors of the CGIAR. The United States, primarily USAID, is the third largest CGIAR donor.

The mission of the CGIAR centers is to contribute to food security and poverty eradication in developing countries through research, partnerships, capacity building, and policy support, promoting sustainable agricultural development based on the environmentally sound management of natural resources.

Means of Access: Regional Bureaus, Missions and other offices of USAID may also access the CGIAR centers directly through agreements with individual IARCs and/or through managed-org transfers to G/EGAD/AFS. For the latter, G/EGAD/AFS uses a single Chapter 5 Public International Organization (PIO) grant with the World Bank's CGIAR Secretariat. The CGIAR Secretariat passes the money directly, with no overhead, to the recipient IARC. There are several advantages to this streamlined grant mechanism. G/EGAD/AFS is responsible for the administrative paperwork, which is minimal, while the Mission or Regional Bureau can deal directly with the IARC, if desired, or let G/EGAD/AFS handle this. Managed-org funds can still remain in the Mission's own OYB preventing the appearance of a reduced OYB.

USAID Contact

Robert Bertram G/EGAD/AFS/PMR, RRB Room 2.11-004 Washington, DC 20523
Phone: 202-712-5064, Fax: 202-216-3010, E-mail: rbertram@usaid.gov

SUSTAINABLE AGRICULTURE AND NATURAL RESOURCE MANAGEMENT (SANREM) CRSP, 936-4198

Office of Agriculture and Food Security Policy and Multilateral Resources Division

Description: The project enhances the ability of developing countries to improve the welfare of their growing populations by sustaining both agricultural production and environmental quality. The project has three components: (1) a Collaborative Research Support Program (CRSP) to support innovative, integrated systems-based research to maintain the environment and promote a greater understanding and integration of agricultural production systems with the socio-economic-political environment; (2) Research Support Grants to access and incorporate research results on aspects of sustainability currently under investigation but external to the CRSP; and (3) an Information Management System to support knowledge and network building activities. The research activities are being implemented by a consortium of U.S. universities, the U.S. Department of Agriculture, three members of the International Agricultural Research Centers network, three international PVOs, 15 cooperating country research/extension institutions and over a dozen local PVO/NGO organizations.

SANREM's mission is to support natural resource decision maker from local to global levels providing them with access to appropriate data, tools and methods to analyze the data and information, and enhanced individual and institutional capacity to make decisions. Using the participatory research, interdisciplinary teams, inter-institutional collaboration, and emphasis on landscape scale interactions, the SANREM CRSP has developed an interactive process for outlining and implementing a sustainable agriculture research agenda. SANREM operates in four regions globally (Southeast Asia, West Africa, the Andes, and the United States). Over 600 researchers and professionals have increased their research skills through training and workshops on a variety of issues, including indicators of sustainability, participatory methodologies, GIS, gender analysis, statistics, and proposal writing. Several community-based organizations have been formed to provide data, which informs the community and influences local policy. Participatory and collaborative approaches have been adopted at host country partner institutions. National research institutions are adopting interdisciplinary, intersectoral and participatory approaches and integrating them in their strategic plans in the Philippines, Mali, and Ecuador. Local governments in the Philippines, Ecuador, and Burkina Faso are also seeking and using research outputs to inform and guide decisions on water quality and environmental issues.

Means of Access: Regional Bureaus, Missions, and other offices may access services through grant, cooperative agreement, or contract directly with the Management Entity at the University of Georgia or through G/EGAD/AFS to the SANREM CRSP (grant # PCE-A-00-98-00019-00) via Transfers of Obligating Authority (TOAs) and/or MAARDs. Current Agreement End Date: FY 2002. Contact: Dr. Carlos Perez, the University of Georgia, SANREM CRSP, 1422 Experiment Station Road, Watkinsville, GA 30677, Phone (706) 769-3792; Fax (706) 769-1471.

USAID Contact:

Dr. Kathleen Walker, G/EGAD/AFS/ST, Room 2.11, RRB, Washington, DC 20523-2110, Phone: (202) 712-1116; Fax: (202) 216-3010 or Phone: (202) 712-1116.

AGRICULTURAL POLICY DEVELOPMENT PROJECT (APD), 936-4201

Office of Agriculture and Food Security Policy and Multilateral Resources Division

Description: The purpose of the APD indefinite quantity contract (IQC) is to help bureaus, missions, and host-country decision-makers address issues concerning agricultural policies, especially those relating to trade reform, market performance, food equity, and agricultural sustainability. It provides a mechanism for helping host countries accelerate agricultural growth, stimulate job creation, and reduce poverty. It strengthens national agricultural organizations and works with policymakers to help them better understand, define, and act on critical priorities for achieving sustainable and equitable growth. Principal themes of the APD Project include: 1) efficient agricultural marketing systems; 2) food equity and agricultural sustainability; 3) increased employment and poverty reduction; and 4) sustained economic growth. The APD Project is broad in scope and can provide services in virtually all aspects of agricultural policy analysis, formulation, debate, dialogue, and implementation. Some of the possible activities include: 1) strategic planning and design; 2) policy analysis and reform; 3) marketing and trade policy; 4) institutional capacity building; 5) data management; 6) performance monitoring; 7) information sharing; and 8) training. APD is particularly desirable for medium-sized projects ranging from one to two years in length.

The Prime Contractor for APD is **Abt Associates Inc.**, which has had extensive experience in managing large complex international projects. Abt has particular strength in strategic planning and priority setting. Sub-Contractors are:

- **Agricultural Development Consultants, Inc. (AGRIDEC)** which specializes in research, extension, and training with experience working with governments to develop policies that encourage private sector and small farmer seed production and marketing and stimulate development of the fishery sector and coastal areas;
- **Associates for International Resources and Development (AIRD)** which specializes in identifying and measuring the impacts of policy and institutional constraints in agriculture with a particular strength in public economic policy, econometric modeling, and trade negotiations;
- **Development Alternatives, Inc. (DAI)** which specializes in linking financial and credit policies to small and medium enterprise promotion and development, taking a market driven, systems approach to agribusiness expansion;
- **The International Resources Group (IRG)** which is a preeminent institute on environmental assessments and natural resources policy particularly in relation to the rural sector;
- **The International Food Policy Research Institute (IFPRI)** which offers a vast set of economic and agricultural data and the ability to use state of the art data collection technologies to analyze issues of food security, hunger agricultural technologies, and sustainable development;

- **Michigan State University (MSU)** which, based on its long experience in African food security, assists countries with policy and institutional reform, capacity development, and training supported by strong research;
- **Purdue University** which offers special expertise in trade, agricultural marketing and policy analysis with particular strength in trade models and agri-business.

Means of Access: Missions, and other offices can access this IQC through a buy-in to contract #PCE-I-00-99-00033-00. Interested parties are requested to submit a task order including scope of work, service labor requirements, and budgetary information to the Project Officer (CTO); it is desirable that the CTO be consulted prior to submitting the request. While the USAID/W CTO clears task orders, bureaus and missions have full autonomy for the negotiation, execution, and administration of their respective orders within the overall terms of the basic IQC. For assistance on the contract management side, contact Mark Walther in M/OP/B. The PACD for APD is 9/02; if this should present a problem, please contact the CTO to review options.

The prime point of contact for APD is Dr. Sarah Gavian, Abt Associates, 4800 Montgomery Lane, Suite 600, Bethesda, Maryland 20814. Phone: (301) 347-5397. Fax: (301) 652-3839. E-Mail: sarah_gavian@abtassoc.com

USAID Contact:

Ralph Cummings, G/EGAD/AFS, 2.11-071 RRB, Washington, DC 20521. Phone: (202) 712-5567. Fax: (202) 216-3010. Internet: rcummings@USAID.gov

FOOD SECURITY II, 936-5439

Office of Agriculture and Food Security Policy and Multilateral Resources Division

Description: This follow-on to the highly successful Food Security in Africa project builds on a foundation of research, networking, training and policy dialogue. The overall research perspective is to ensure household access to increased food supplies. The project: (1) expands and improves the knowledge base on policy-relevant food security issues; (2) ensures timely and effective communication of project-generated findings to decision makers; (3) develops and applies monitoring procedures to assess the people-level impact of food security strategies and project activities; and (4) strengthens local capacities for food security policy research, analysis, and monitoring. Demand for project services has been exceptionally high.

Project activities have been linked to important policy changes in several nations and throughout the region. Issues successfully addressed in country-level research have included: targeting and management/monetization of food aid, particularly in Mozambique and West Africa; design of improved agricultural information systems, particularly in Mali, Ethiopia, Mozambique; and Rwanda; improvement of sectoral policies to mitigate impacts on household food security of agricultural incentives, particularly with rice imports and cereals marketing in Mali, maize processing and marketing in Kenya, Zimbabwe, and Mali, and inputs provision in Senegal. Cross-country analyses have examined: strategies for mitigating food sector instability, with particular emphasis on improved uses of food aid in Mozambique and strategic cereals stocks in Mali; factors affecting trends in real food and cash crop prices in Mozambique, Zimbabwe, Ghana, and most of the Sahelian countries; and factors affecting farmer incentives to invest in soil conservation and input use packages, particularly in Burkina Faso, Mali, and Senegal. Evaluators concluded the results of the first cooperative agreement to be "outstanding." Most respondents praised the good communication prevailing in their relationships with MSU. They recognized MSU's strategy of fostering a team approach for all research. The open communications approach was recognized as helping significantly to improve working relationships among National Agricultural Research System (NARS) social and technical scientists.

Means of Access: Regional Bureaus, Missions, and other offices may access services directly with the Management Entity at Michigan State University or through G/EGAD/AFS to the Food Security II (cooperative agreement # PCE-A-00-97-00044-00) via Field Support Transfers of Obligating Authority, OYB transfers, or MAARDs. Current Agreement End Date: 9/30/2002. Contact: Dr. Michael T. Weber, Michigan State University, Dept. of Agricultural Economics, East Lansing, MI 48824-1039, Phone (517) 353-8639; Fax (517) 336-1800.

USAID Contact:

Dr. Ralph W. Cummings, Jr., G/EGAD/AFS/MPRM, Room 2.11-071 RRB, Washington, DC 20523-0214, Phone (202) 712-5567; Fax: (202) 216-3010

GLOBAL LIVESTOCK CRSP, 931-1328

Office of Agriculture and Food Security Agricultural Enterprise and Market Access Division

Description: The Global Livestock CRSP is a multidisciplinary program that researches the biological, socioeconomic, and policy areas of the livestock sector in three regions: East Africa, Latin America, and the Central Asian Republics. The University of California-Davis is the grantee and subgrants to Utah State University, the University of Wisconsin, Colorado State University, Texas A&M University, the University of California-Davis and the University of California-Los Angeles. Linkages have been established with more than one national agency within each country, and between U.S. and LDC institutions. Research focuses on: GIS modeling tools to predict regional trends in rangeland production (CAR); early warning systems for monitoring nutrition and livestock health (East Africa); improving pastoral risk management (East Africa); integrated modeling systems for balancing ecosystem integrity (East Africa); the role of animal source foods in childhood cognitive development (East Africa); and livestock-natural resource interfaces (Latin America).

Recent accomplishments include:

- Livestock Early Warning Systems in East Africa – fine-tuning analytical tools, establishing monitoring and reporting procedures, testing monitoring techniques, verifying that tools reflect biological reality, capacity building of the zonal teams, establishment of communication infrastructures and making the necessary links from the local to the international level to link with existing early warning infrastructures;
 - ◆ MOU between Texas Agricultural Experiment Station will establish monitoring laboratory at a KARI research center – KARI has committed lab space, personnel and their salaries as well as support utilities; lab will be used for regional training of NARs scientists
 - ◆ Other labs established in Ethiopia, Tanzania, and Uganda
 - ◆ Project leveraged \$1.464 million from other sources such as USAID-ILRI SPAN Funds, Rockefeller Foundation FAO-WAICENT, SANREM CRSP, Texas Agricultural Experiment Station, USDA Natural Resource Conservation Service, OFDA, CIMMYT, NOAA, and DOD

- Pastoral Risk Management in East Africa – completed portfolio analysis based on risks and returns to cattle and holding assets as simple savings accounts in local banks
 - ◆ Documented major risks perceived and coping strategies used by (Gugi) pastoralists and agropastoralists -- demonstrated a variation in risk perception according to wealth class and gender; traditional sharing and reciprocity institutions were losing importance due to internal and external factors that increased pressure on resources; and reliance on food aid is an expectation among the population
 - ◆ Prevalence of food insecurity illustrates dysfunction of the traditional production systems in the face of growing populations and challenge of ecological and economic shocks
 - ◆ Analyzed livestock price data for northern Kenya – results indicated high variability and risk in weekly prices for livestock in those markets which provides significant disincentives for sellers and traders. Future work will estimate the level of investment government should make in herd health programs.

- Integrated Modeling and Assessment for Ecosystem Integrity in East Africa – developing an integrated modeling and assessment system (IMAS) that integrates computer modeling, geographic information systems, remote sensing, and field studies
 - ◆ Field and modeling studies of rangeland condition, livestock nutrition, and pastoral land use provide information to assess disease, competition, and complementarity between pastoralists and wildlife for forage, water, and other resources
 - ◆ Conducted field research on land use, health and nutrition of Masai pastoralists and processes of livelihood diversification in Ngorongoro Conservation Area and Loliondo District (Tanzania) – analyses suggest that prime motivating factor involved in diversification of livelihood strategies, especially adoption of cultivation is to reduce number of livestock sold to provide a pastoral family with non-livestock foods and other necessities
 - ◆ Rapid field assessment protocol being developed to assess interactions between pastoralists and wildlife using ground sampling on a spatial grid, monitoring along transects with fine-scale spatial interactions between livestock and wildlife useful to monitor shifts in security situations in pastoral areas
 - ◆ Studies of pastoralists document land use changes which will have consequent negative impacts on existing biodiversity and pastoral strategies of mobility – declining vegetation cover, formation of erosional sites, abandonment of cropping fields, declining water availability, and wildlife reduction in number and species diversity are outcomes of recent land use changes, settlement of pastoralists, expanding cultivation and changing climatic conditions within the study area

- Role of Animal Source Foods for East African Children – controlled school feeding intervention study in twelve rural Kenya schools comprising 525 first and second grade children included careful and quantitative preparation of three different types of feedings, anthropometric measurements, analyses of blood samples for micronutrient analyses and baseline data on second cohort
 - ◆ A streamlined data management system was established – analyses of baseline data revealed that a third of the children are moderately malnourished, there is a high prevalence of anemia and endemic malaria as well as widespread micronutrient deficiencies

- Livestock-Natural Resource Interfaces – Latin America – working in forested mountainous areas of Latin America to improve conservation of natural forests and watersheds
 - ◆ Strategy is to promote sustainable land use and livestock management at household, community and regional levels
 - ◆ Study recommendations emphasize diversification of economic strategies including possible emphasis on smaller livestock, rather than cattle, and production alternatives such as agro-forestry/farm woodlots
 - ◆ Bio-physical/land use work identified several potential key indicators of land use, soil quality, vegetation changes, etc., for community planning

- Impacts of Economic Reform on Central Asian Livestock Sector – to understand new emerging forms of farm organization and the economic and legal contexts of formation; and to develop technical options that increase the productivity of the livestock sector
 - ◆ Extensive studies evaluated new forms of farm organization with considerable variation in physical assets, farm membership, decision-making structure, access to markets and credit, and relationships to government and to other farm units

- ◆ Depressed national economies limit market opportunities; infant banking sectors do not provide adequate credit options – demonstrated by weak consumer demand for value-added meat and dairy products
 - ◆ Marketing of animal products being studied at the farm level and at processor-to-retailer level – much of livestock and meat marketing and processing sector in Almaty region of Kazakhstan is fragmented industry
 - ◆ Number one constraint to efficient marketing performance is decline in livestock numbers which reflect impacts of transition from large, state farms to smaller farms, withdrawal of certain agricultural subsidies and depressed economic conditions
- Rangeland Conservation Tools for Central Asia -- three subprojects (GIS and Basic Resources, Range Forage and Carbon Flux, and Animal Production)
- ◆ GIS and Basic Resources – main activity is creation of a GIS for Kazakhstan, Turkmenistan, and Uzbekistan
 - GIS database for Kazakhstan expanded significantly by incorporating a large time series of weather information and several remote sensing layers – weather and remote sensing layers currently being tested to determine different approaches to perform spatial extrapolations of forage productivity, CO₂ flux, and risk associated with weather and land form.
 - ◆ Range Forage and Carbon Flux – main objectives to quantify annual net primary production and assess role of Central Asian rangelands in the global carbon budget
 - collected data from all three countries sent electronically to Utah State and South Dakota State universities for evaluation – relationships between micrometeorological characteristics and rates of CO₂ flux will be used to develop predictive models of CO₂ flux for each site
 - ◆ Animal Production – data analysis confirmed most of livestock production in Kazakhstan takes place at subsistence level and is most limited by availability of forages during winter and early spring
 - Marketing studies focused on collection of information about preliminary attempts to identify major economic issues

Means of Access: Regional Bureaus, Missions, and other offices may access services through grant, cooperative agreement, or contract directly with the Management Entity at the University of California, Davis or through G/EGAD/AFS to Global Livestock CRSP (grant # PCE-G-00-98-00036-00) via Field support transfers of obligating authority, or MAARDs to support the core program. Current Agreement End Date: 9/30/2002. Contact: Dr. Montague Demment, SR CRSP Office, University of California, Davis, Davis, CA 95616. Phone (916) 752-1721; Fax: (916) 752-7523.

USAID Contact: Joyce Turk, G/EGAD/AFS/AEMD, 2.11-082 RRB, Washington, DC 20523-2110, Phone (202) 712-1424; Fax (202) 216-3010.

**IMPROVED ANIMAL VACCINES THROUGH BIOTECHNOLOGY:
PHASE II (RECOMBINANT RINDERPEST VACCINE
DEVELOPMENT), 936-4178**

**Office of Agriculture and Food Security
Agricultural Enterprise and Market Access Division**

Description: More than 30 countries are involved in the current Pan African Rinderpest Campaign. The severity of the epidemic in the past and remaining "hot spots" of endemic disease require continued attention to vaccination campaigns. This project has funded the development of a recombinant vaccine which does not require refrigeration, is stable in UV light, is easily delivered to the field, easier and more cost-effective to produce, and more efficacious than the conventional vaccine which requires refrigeration. The new vaccine has been successfully tested on cattle held in containment at Plum Island, New York and on cattle held in containment in Kenya and has been approved by USDA/APHIS for biosafety and environmental expanded field testing in Kenya.

In addition, the project has trained a number of African scientists in molecular biology applications to develop a safe, efficacious, and inexpensive recombinant vaccine and rapid diagnostic kits for rinderpest that address the logistical problems that led to the failure of the last (JP/15) campaign. In addition, it has developed a unique molecular diagnostics, which will be used to distinguish between animals vaccinated with the recombinant vaccine and those that are naturally infected.

Means of Access: Direct access for services may be obtained through the University of California, Davis for training in molecular biology at the doctoral or postdoctoral level, and technology transfer assistance. It is expected that a new three-year USAID/W cooperative agreement will be successfully approved for FY 2001. Contact: Dr. T.D. Yilma, Director, International Laboratory of Molecular Biology for Tropical Disease Agents, University of California Davis, CA 95616. Phone (530) 752-8306, fax (530) 752-1354.

USAID Contact:

Joyce Turk, G/EGAD/AFS/AEMD, Room 2.11-082 RRB, Washington, DC 20523-2110,
Phone (202) 712-1424; Fax (202) 216-3010.

AGRICULTURAL BIOTECHNOLOGY FOR SUSTAINABLE PRODUCTIVITY (ABSP), 936-4197

**Office of Agriculture and Food Security
Agricultural Enterprise and Market Access Division**

Description: Biotechnology offers a new set of tools for addressing traditional constraints to agriculture, encompassing techniques such as disease-free tissue culture propagation of plants, the use of molecular markers for selection in traditional breeding programs, and the genetic engineering of crops for disease resistance, improved nutrition, extended post-harvest shelf life, and other traits. Developing countries, however, are largely being bypassed by the biotechnology revolution due to lack of new technical training and laboratory infrastructure and, in many cases, the lack of a sufficient policy environment to encourage technology transfer and commercial trade and investment in biotechnology.

ABSP is focused on providing developing countries and transition economies with the tools of biotechnology for improving profitability and market opportunities in the agricultural sector. Through creative partnerships between the public and private sector, and through linking technology development with technology policy, ABSP supports technology development and establishment of a policy environment conducive to investment and technology transfer from the U.S. public and commercial biotechnology sector. The program is managed by Michigan State University, but is implemented by a unique and expanding consortium of commercial/private agricultural research institutions, including current or past work with Garst Seeds America, Pioneer Hi-Bred, DNA Plant Technologies, Inc., Seminis Seeds, Monsanto Corporation, Scripps Research Institute, the American Seed Trade Association, the Biotechnology Industry Organization; U.S. regulatory agencies (USDA/APHIS, EPA, PTO); and other U.S. universities (Cornell, University of Arizona, Texas A&M). ABSP is a ten year cooperative agreement. Mission and Bureau add-ons have been developed through MAARD's or separate agreements for USAID/Jakarta, USAID/Cairo, USAID/Rabat, RSSA, and the Africa Bureau.

Core support within the project currently covers the following areas: insect-resistant maize (genetically engineered), insect-resistant potato (genetically engineered), virus-resistant sweet potato; and virus-resistant cucurbits such as cucumber, squash or melons (both genetically engineered and traditionally bred). In addition, the project provides technical assistance and follow-up training for national and institutional biotechnology policy development in biosafety and intellectual property in cooperation with USDA/APHIS, Virginia Tech, Stanford Law School, and ISNAR.

Means of Access: Missions can access both private sector (commercial) or public sector product development capabilities through agreements with Michigan State University. The current G/EGAD/AFS cooperative agreement, # DAN-A-00-91-00126-00, with MSU runs through 6/30/2002 and receives field support via Transfers of Obligating Authority (TOAs) and/or MAARDs. A competitive bid follow-on to ABSP is currently under design. Contact: Dr. Catherine Ives, Room 324 Agriculture Hall, Institute for International Agriculture, Michigan State University, East Lansing, MI 48824-1325, Phone (517) 432-1641; Fax: (517) 353-1888.

USAID Contact:

Dr. Josette Lewis, EGAD/AFS/AEMD, Room 2.11-052 RRB, Washington, DC 20523-0214, Phone (202) 712-5592; Fax (202) 216-3579; Internet Email: jlewis@usaid.gov.

BROADENING ACCESS AND STRENGTHENING INPUT MARKET SYSTEMS (BASIS), 936-4213

**Office of Agriculture and Food Security
Agricultural Enterprise and Market Access Division**

Description: The BASIS program is designed to meet USAID bureau, mission and host country needs by providing research and/or technical assistance on the effectiveness and integration of markets for factors such as land/water, labor and financial capital. Improving the performance of factor markets and improving rural households' access to these markets boosts agricultural productivity and rural incomes. Enhancing market access and performance in these ways also contributes to broad-based and environmentally sustainable economic growth at the national level. BASIS provides a mechanism for better understanding factor markets and for developing and implementing programs to improve access, effectiveness and integration of these markets through two complementary components: (1) a collaborative research support program (CRSP) for long-term research; and (2) a indefinite quantity contract (IQC) for short, medium and longer-term technical assistance.

BASIS CRSP

The BASIS CRSP was competitively awarded in September 1996, to a consortium led by the University of Wisconsin-Madison. Research, supported through core funding and add-ons by missions and regional bureaus, has been carried out in four regions:

- Eastern Africa (Ethiopia, Kenya and Tanzania) – Water resource management policy and practices; Cross border trade; Factor market constraints to food security.
- Southern Africa (Malawi, Mozambique and Zimbabwe) – Water resource management policies; (South Africa, Namibia and Zimbabwe) – Land resource management policies; Land reform and resettlement policy (South Africa).
- Central America (El Salvador, Honduras and Nicaragua) – Financial market segmentation; Land market liberalization and access to land by the poor.
- Eastern Europe and Eurasia (Russia, Uzbekistan and Kyrgyzstan) – Land reform and farm restructuring; (Albania, Lithuania, Georgia, Moldova, Russia) Land privatization monitoring database.

In addition, a Global Research Agenda was identified and several small competitive grants were awarded to pursue special topics and work on factor market integration. The BASIS CRSP has a homepage on the World Wide Web (www.wisc.edu/lrc/basis.html) that provides links to full-text versions of regional reports as well as its newsletter, policy briefs and other activity documents.

Regional Bureaus, Mission and other offices are encouraged to make use of the research and policy briefs that are produced under BASIS. BASIS project work plans may also be expanded to fit a Mission or Bureau's programmatic needs through add-on arrangements.

Means of Access: Regional Bureaus, Missions, and other offices may access this agreement directly with the Management Entity at the University of Wisconsin-Madison or through G/EGAD/AFS via field support transfers of obligating authority, OYB transfers, or Buy-ins. The current BASIS CRSP cooperative agreement (#LAG-A-00-96-90016-00) ends 9/30/2001. The new cooperative agreement is planned to begin 10/01/2001. Contacts for the CRSP Management Entity: Dr. Michael Roth or Ms. Danielle Hartmann, Tel. 608/262.5538; Fax: 608/262.2141; Internet: basis-me@facstaff.wisc.edu.

BASIS IQCs

The two BASIS IQCs were competitively bid and awarded to two consortia in May 1998 with a five-year term of performance. Each BASIS IQC has a ceiling on task orders of \$12 million. The goal of the BASIS IQCs is to improve the accessibility, efficiency and integration of factor markets through technical assistance in order to improve market performance, alleviate poverty and thus contribute to broad-based, environmentally sustainable economic growth. BASIS focuses on these topics:

- Securing access to land and water resources, and developing markets for their exchange;
- Improving the coordination of labor demand and supply while increasing worker productivity and welfare; and
- Reducing transaction costs and broadening access to financial markets.

An illustrative list of technical assistance that may be provided under BASIS includes:

- Writing legislation and regulations to clarify resource use rights;
- Advising on policy related to resource use and agricultural inputs;
- Advising on policy related to resource use and agricultural input market development and restructuring;
- Designing and establishing registration systems;
- Initiating and supporting the development of community-based organizations;
- Establishing effective government (and non-government) institutions that govern, facilitate and /or regulate land/water, labor and financial markets;
- Establishing land, labor and/or financial market information systems;
- Conducting program evaluations, sector assessments and Mission strategy related to BASIS topic areas.

The two BASIS IQC consortia leads and their partners:

Associates in Rural Development (ARD)

ACDI/VOCA

Associates for International Resource and Development (AIRD)

Cornell University's Food and Nutrition Policy Program
International Law Institute
Purdue University
Rural Development Institute

Development Alternatives, Inc. (DAI)

International Resource Group
Winrock International
University of Wisconsin—Land Tenure Center
Ohio State University—Rural finance Program
Institute for Development Anthropology (IDA)
University of Minnesota-Agricultural Economics Department
Yale University—Economic Growth Center
Texas A&M University –Office of International agricultural Programs

Means of Access: Regional Bureaus, Missions, and other offices can access these IQCs through buy-ins to contract #LAG-I-00-98-00031-00 (ARD) and #LAG-I-00-98-00026-00 (DAI). Interested parties should prepare a task order scope of work, send a copy to the CTO for approval, and then negotiate directly with their Contracting Office. Competition can be based upon prior performance, cv review for key personnel or a full technical proposal. Contact for the IQCs: Dr. Bob Walter, Development Alternatives, Inc. Tel. 301/718.8240; Fax: 301/ 718.7968; Internet: bob_walter@dai.com and Dr. Henri Josserand, Associates for Rural Development, Tel. 802/658.3890; Fax: 802/658.4247; Internet: hjosserand@ardinc.com.

USAID Contact:

Lena Heron, G/EGAD/AFS, Room 2.11-064 RRB, Washington, D.C 20523-2110. Phone (202) 712-0391; Fax: (202) 216-3579; Internet: lheron@usaid.gov

RURAL AND AGRICULTURAL INCOMES WITH A SUSTAINABLE ENVIRONMENT (RAISE), 936-4224

Office of Agriculture and Food Security Agricultural Enterprise and Market Access Division

Description: RAISE is a partnership which two of USAID's Global Centers – Economic Growth & Agricultural Development (G/EGAD) and Environment (G/ENV) – have formed to help missions and bureaus devise and implement strategies and initiatives worldwide to promote sustainable, environmentally sound, employment, trade, investment and income opportunities. RAISE is dedicated to helping USAID to stimulate:

- Lasting and broad-based job creation and foreign exchange earnings by strengthening natural resource-based industries (NRBIs) such as agribusiness, tourism, forestry, agriculture and fisheries; and
- Community-based natural resource management (CBNRM) which must accompany any sustainable, environmentally sound economic growth and market development strategy.

RAISE offers over 30 high-powered environmental NGO, business community, consulting and university partners in three consortia, to address the full range of policy, business development and community action needs of USAID's various economic growth, agriculture and environment strategies. The three consortia can take on task orders up to four years in duration, and each has authority to undertake up to \$66.7 million in business through 2003.

You can turn to RAISE to undertake an Intermediate Results effort, a Results Package or activity, or simply to develop country or regional strategy, or design a new activity. Furthermore, you can use RAISE both to design, then implement, your activity without disqualifying the firms involved in the design, as long as both stages are done under RAISE.

SPECIAL CO-FINANCED INITIATIVES: Also, the three RAISE consortia have agreed to pool their various members' expertise in critical strategic areas to collaborate, and co-finance with some limited Global Bureau funds, state-of-the-art approaches to key growth-environment issues. Cross-cutting thematic working groups drawn from the three RAISE consortium "families" are now working on:

- tourism (both mainstream and ecotourism)
- livestock related land-management issues

These groups are developing for USAID, strategic public-private alliances with industry communities such as The World Travel and Tourism Council and the US and European Chocolate Manufacturers' Associations. Other TGs (Thematic Groups) will be organized to focus on issues such as carbon credit marketing, tree-crops (coffee and cocoa), desertification, and so on.

If you are interested in collaborating with RAISE in such a venture, please contact any of the RAISE managers identified below.

RAISE IN ON THE WEB AT: External: <http://www.raise.org>
Intranet: <http://inside.usaid.gov/G/EG/afs/raise/index.html>

Means of Access: Any USAID unit wishing to implement short- or long-term activities through RAISE simply prepares a task order scope of work, sends an information copy to the CTO, and can negotiate directly with the RAISE consortium of their choice through their own contracting officer.

The process of selection of one of the three contractors is based on a three-tiered system.

Tier 1: You may negotiate a task order with a single consortium for any activity under \$2 million, by reviewing past performance experience.

Tier 2: You may compete a task order among all three RAISE consortia based on a review of CVs of key personnel for activities up to \$2 million.

Tier 3: For all task orders above \$2 million you would specify selection criteria and solicit, at minimum, CVs for key personnel from all three consortia.

You can get more detail on task order selection on the website. These are the Contact names and numbers:

THE THREE RAISE CONSORTIA: (in alphabetical order, with leader's name is in bold)

Associates in Rural Development: Cargill Technical Services, Associates for International Resources and Development, CARANA Corp., A.P. Gross and Co., International Programs Consortium, Land O'Lakes, Purdue University, TechnoServe, Cargill Information Center, Geosys, Morocco Trade and Development Services, ValueAdd, Harbor and Coastal Center, University of Massachusetts.

Chemonics: CARE International, George Washington University Tourism Institute, Harza, International Fertilizer Development Center, International Food Policy Research Institute, International Technology Investment, Ltd., J.E. Austin Associates, MUCIA, Prime, International, Rodale Institute, Sigma One Corp., Texas A & M University, The Forest Management Trust, Tropical Agricultural Center for Research and Education, Marine Resources Assessment Group, National Cooperative Business Association, International Center for Research in Agroforestry, International Service for National Agricultural Research, Produce Marketing Association, Tennessee Valley Authority.

Development Alternatives, Inc.: Conservation International, Fintrac, Inc., Management Systems International, Michigan State University, Winrock International.

USAID MANAGERS:

James Dunn, CTO/Co-Manager RAISE, Agribusiness Expert, USAID Economic Growth and Agricultural Development Center (G/EGAD/AFS Tel: 202-712-1915
Fax: 202-216-0136. Internet: jdunn@usaid.gov

Alan R. Hurdus, Co-Manager of RAISE, USAID, Global Environment Center (G/ENV/ENR) Tel. 202-712-0218. Internet: alhurdus@usaid.gov

Robert E. Ford, Natural Resources Advisor, G/EGAD/AFS Tel. 202-712-5073. Internet: rford@usaid.gov

PARTNERSHIPS FOR FOOD INDUSTRY DEVELOPMENT (PFID)

Office of Agriculture and Food Security Agricultural Enterprise and Market Access Division

Description: PFID will assist developing and transition countries cope with the emerging requirements for international food trade under the World Trade Organization (WTO). It is a ten-year USAID-funded, university-led activity, designed by the Global Bureau's Office of Agriculture & Food Security. Core funding is \$1 million per year and with anticipated additional USAID geographical bureau and mission investment of \$2-4 million per year. Cooperative Agreements negotiated with two university-led consortia support field operations for food-industry development and trade, promoting prosperity, productivity and broad-based economic participation in USAID partner countries.

PFID partnerships will mobilize private and public sector expertise to **add value** and **meet safety and quality standards** in the production and distribution of food products for domestic and international markets.

PFID's approach is to assemble partnerships among universities, business associations and individual firms that will be recognized as "centers of excellence."

PFID's key theme is **"applying science."** The WTO Sanitary Phyto-Sanitary (SPS) Agreement mandates a science-based approach to setting standards for food products trade, and new food packaging and processing technologies continue to transform the industry.

PFID implementors collaborate with USAID Missions and Bureaus to help client countries apply strategies to increase food quality and export earnings by:

- Promoting a science-based legal, regulatory and policy framework for international trade in food products
- Global trade regime enhancements in food safety and quality under the SPS Agreement of the WTO
- National food codes and control systems improvements to reflect a science-based approach to ensuring safe food for domestic consumption and for export
- Adapting and applying food processing technologies and marketing systems to create value-added products or to improve their safety and quality for domestic and global markets, by addressing the following sub-industries:
 - Packing, storage and transportation to processors
 - Processing and packaging of fruits, vegetables, meat, fish, dairy products, specialty foods and beverage products using a variety of technologies
 - Food business development, through improved transportation and cold chain, as well as both retail and wholesale marketing

WHAT PFID INTENDS TO ACCOMPLISH

- Provide U.S. and foreign investors with the latest available technology and market information on food processing

- Improve and adapt available technology for promising food products
- Increase trade, both regionally and with the U.S., based on partnerships of U.S. and foreign entrepreneurs
- Improve the effectiveness of food safety systems developing and transition economy countries
- Make nutritious processed foods more available and at lower cost

AWARDEES

Two University-led partnerships have been awarded core funding to begin activities in 2001, for an initial period of 4 years.

Michigan State University, in partnership with the Produce Marketing Association and the International Food Policy Institute will focus on the Fruit and Vegetable sectors in a series of activities aimed at “Improving Quality and Safety Standards in a Global Marketplace”.

With host country partners, MSU core activities are about to begin in Guatemala, Kenya, South Africa and Bangladesh

Other MSU collaborators include the University of Fort Hare in the RSA, Bangladesh Institute of Development Studies, Universidad del Valle de Guatemala, Asociacion Gremial de Exportadores de Productores No Tradicionales (AGEXPRONT for short), Bio-Systems Quality Management Systems, Kenya, PMA, Asian Vegetable Research Development Center, CARE, TechnoServe, Several associations out of Guatemala and the Ministry of Agriculture in Guatemala, plus Kenya’s Agricultural Research Institute.

The proposal offers a systematic, nine-step approach to the delivery of products and services. Its goal is to promote economic growth, increasing the value (improved quality and safety) of fruits and vegetables for both export and domestic consumption; and increasing investments by U.S. and European private sector interests in the partner country food industries and attracting stakeholder investments in the host countries.

Louisiana State University, in partnership with the World Food Logistics Organization will focus on Meat, Poultry and Seafood in a series of activities aimed at “Developing Awareness, Support Systems, Networks and Best Practices for the Food Industry.”

LSU also collaborates with the World Laboratory (Ukraine) and the Institute of Animal Husbandry and Veterinary Medicine (Moldova). The program approach includes: 1) industry awareness, 2) support mechanisms, 3) post-harvest and processing technologies, 4) capacity building, and 5) business partnerships.

With host country partners, LSU core activities are about to begin in Ukraine and Moldova.

Together, these two partnerships provide a broad scope of assistance strategies to improve processing, handling, shipping and trade in processed products, and help USAID clients better meet the challenge of globalization.

Means of Access: Bureau Offices and Missions may consult with the AFS contacts below on scopes of work, and the mechanics of the “Leader-Associate” instrument. AFS’ cooperative agreement is the “leader” award; additional work can commission the same work in other countries (or more of the same work in targeted countries) via either grants or cooperative agreements, without further competition, directly with either university. Associate award negotiation and management responsibility belongs to the funding office or mission.

USAID Contact:

For further information, contact the USAID Office of Agriculture and Food Security (G/EGAD/AFS): Larry Paulson (lpaulson@usaid.gov, 202-712-1436) or Ivor Knight (iknight@usaid.gov, 202-712-1156)

INTERNATIONAL FERTILIZER DEVELOPMENT CENTER (IFDC), 936-4227

Office of Agriculture and Food Security Agricultural Enterprise and Market Access Division

Description: IFDC is a public, non-profit, international organization dedicated to conducting its work independently and in a scientifically sound basis. IFDC's goal is to increase agricultural productivity in a sustainable manner through the development and transfer of effective, environmentally sound plant nutrient technology and agricultural marketing expertise. IFDC provides: 1) support for policy analyses and reform and institutional capacity building to develop competitive markets for agricultural inputs and outputs; 2) tools and information for more efficient and environmentally sound management of plant nutrients; 3) recommendations and information to improve soil fertility and land productivity, particularly in Africa; 4) technical assistance and knowledge to enhance the efficiency and safety of plant nutrient production and supply; and 5) training in all areas of their work. IFDC has conducted technology transfer activities in more than 120 countries and has contributed to the development of human resources and institutional capacity building in 150 countries through 600 training programs. It is a clearinghouse of information on raw materials, processing, products, trade, supply, and demand.

IFDC's notable achievements include: (1) In Albania and Bangladesh IFDC has effectively linked agricultural production with economic development through the design and implementation of economic policies that promote the free market system and lead to increased employment, and overall economic growth; (2) in Bangladesh during 1998 more than 100,000 farmers increased their incomes by using more productive environmentally sound technologies and thirty-five policy reform initiatives were spearheaded by the project to facilitate agribusiness growth; (3) in Albania the local input dealer's association became self-sufficient, were provided credit lines totaling \$1.85 million for fertilizer importation and their Technology Transfer Centers and private extension service provided services to 75% of the estimated 400,000 small producers; (4) in collaboration with the African Center for Fertilizer Development and funded by IFAD, IFDC-Africa implemented on-farm trials in West Africa to validate research to restore soil fertility in Sub-Saharan Africa, including testing the efficiency of local phosphate rock on cereal yields; (5) in the Middle East IFDC determined that the local phosphate rock is 80% as efficient as high-cost water-soluble fertilizers to allow small farmers to produce canola competitively; (6) in 1998 IFDC conducted 8 group training programs for 206 persons in 52 countries.

Means of Access: Regional Bureaus, Missions, and other offices may access services directly with the Management Entity at Muscle Shoals, Alabama, IFDC. It is expected that a new award will be successfully approved for FY 2001 in which services may be obtained through G/EGAD/AFS to IFDC II (award # TBD) via Transfers of Obligating Authority (TOAs), and/or MAARDs to support the core programs. End date: 9/30/2003. Contact: Dr. Amit Roy, IFDC, PO Box 2040, Muscle Shoals, AL 35662. Phone (256) 381-6600.

USAID Contact:

James F. Dunn, G/EGAD/AFS/AEMD, 2.11-065 RRB, Washington, DC 20523-0214.
Phone (202) 712-0136, Fax (202) 216-3579.

DAIRY ENTERPRISE INITIATIVE, 936-4228

Office of Agriculture and Food Security Agricultural Enterprise and Market Access Division

Description: Grant proposals are reviewed by an Agency Technical Review Committee consisting of livestock, agribusiness and nutrition specialists representing the geographical and global bureaus. Criteria include, but are not limited to: demonstrated impact, integration with AID Mission strategic and policy objectives, demonstrated experience of proposers in international dairy development, leveraged funding, and reflection of dairy directive purpose.

Total annual funding for grants varies depending on the level of the directive. In FY 99-00, the following grants were awarded:

- American Breeders Service and Heifer Project International – Kenya (\$2.7 million)
- Land O'Lakes – West Bank (\$2.5 million)
- Cooperative Resources International – Nicaragua (\$600,000)
- ACIDI/VOCA – Egypt (\$1.4 million)
- Partners of the Americas – Guyana (\$700,000)

In response to the House and Senate Foreign Appropriations language, the purpose of the dairy directive is to “help U.S. dairy producers and companies to prepare for more competitive international markets as U.S. subsidies decline.” The program has two objectives. The first objective is to help prepare the U.S. dairy industry for the post-GATT period when U.S. dairy products do not enjoy the same protections as they have today. European, New Zealand and other countries are utilizing their foreign assistance funds to position their industries in Eastern Europe, Africa and Latin America.

The second objective is to assist small dairy producers and struggling small and medium size emerging dairy plants provide better nutrition, higher quality and value-added dairy products to their consumers. The program also greatly increases cash incomes to small farmers and assists women farmers who are caretakers of dairy livestock and on-farm processors in most countries including the U.S.

Dairy directive projects have leveraged an estimated \$50 million plus in U.S. trade and investment in dairy sectors overseas by providing opportunities for contacts and business relationships which directly result in private transactions. The kinds of projects funded by the dairy directive have developed dairy businesses through farmer training, strengthening or forming producer associations, and creating private agricultural extension agents/entrepreneurs who are service providers. Project have established over 170 private artificial insemination businesses; trained over 7,000 dairy farmers in improved methods of management; established twenty dairy businesses and over 40 subsidiary business such as marketing agencies and milk transporters; sold US genetics and breeding supplies; and linked processors with producers.

Recent Accomplishments:

Projects have increased business confidence while contributing to household economic growth by assisting in privatization of the Kenyan dairy industry, improving productivity of dairy cattle, and increasing milk collection, processing and marketing. By training entrepreneurs and private agricultural agents who provide private extension service to dairy

farmers, the project has reduced national levels of fluid milk loss by developing milk collection schemes and milk cooling facilities. Micro loans to project-trained agribusiness entrepreneurs give smallholder farmers capital to invest in new or expanded operations. In addition, business management training, including writing business plans and accessing capital resources, links producers with processors in a system that enables both groups to realize the value of their interdependence. Without advertising, the inaugural agribusiness course was oversubscribed showing the demand for training and high rate of unemployment in agriculture. All training is sustainable as participants pay for training materials and accommodation.

Producers and processors now have access to inputs at internationally competitive prices. At the same time, regional trade in dairy products is becoming more evident. Cross-country commerce has begun to create a broader awareness of the value of a regional dairy business association. A regional business association has been established which will increase milk processing quality, product availability and profit margins through improved business practices, access to market information, and industry-led policy reform.

Means of Access: USAID Missions can access services through a direct agreement with the mentioned recipient entities. Grant #: Various. Contacts:

- Rolf Campbell, Land O'Lakes, P.O. Box 116, Minneapolis, MN 55440-0116, Phone (612) 481-2585, Fax (612) 481-2556; rcamp@ladolakes.com
- Jim Dawson, Agricultural Business Systems, 5209 Fairway Drive, Madison, WI 53711, Phone (608) 271-7847; Fax (608) 271-0234; jamesdawson@netzero.net
- Keith Heikes, Cooperative Resources International, 100 MBC Drive, Shawano, WI 54166, Phone (715) 526-7513, Fax (715) 526-3219, kheikes@crinet.com
- Jeanette Szoradi, ACDI/VOCA, 50 F Street, NW, Washington, DC 20001, Phone (202) 638-4661, Fax (202) 626-8726. jszoradi@acdivoca.org
- Anabella Bruch, Partners of the Americas, 1424 K Street, NW, #700, Washington, DC 20005, Phone (202) 628-3300, Fax (202) 628-3306, ab@partners.poa.com

USAID Contact:

Joyce Turk, G/EGAD/AFS/AEMD, Room 2.11-082 RRB, Washington, DC 20523, Phone (202) 712-1424; Fax: (202) 216-3010

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Office of Agriculture and Food Security

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| Josette Lewis | Biotechnology Advisor | 202/712-5592 |
| Larry Paulson | BIFAD Federal Officer | 202/712/1436 |
| Ernestine Mitchell | Prog. Operations Assistant | 202/712-5197 |
| Bhavani Pathak | Seed/Biotech Specialist (AAAS) | 202/712-4939 |
| Sebastian Heath | Livestock Specialist (AAAS) | 202/712-0462 |

**OFFICE OF MICROENTERPRISE
DEVELOPMENT
(G/EGAD/MD)**

Mailing Address:

G/EGAD/MD
Room 2.11-021 RRB
U.S. Agency for International Development
Washington, DC 20523-2110

INTRODUCTION

Office of MicroEnterprise Development

MD was created to be the main hub of technical resources, and the management unit for the main central funding mechanisms, called for in USAID's Microenterprise Initiative. The Microenterprise Initiative, launched in June 1994 and renewed in July 1997, is a set of policies, strategies and specific actions designed to make Microenterprise development a prominent part of USAID's economic growth strategy to bring poor, disadvantaged and marginalized groups into the mainstream of the economy. The Initiative took on added significance, forming the basis for the recently passed Microenterprise for self-reliance and International Anti-Corruption Act of 2000, which makes Microenterprise development an integral part of US foreign assistance. In most developing countries, Microenterprise offers a major avenue for poor people, especially women, to participate in the economy. As an important source of income and employment, the Microenterprise sector often employs a third or more of the labor force, especially where the formal sector is small.

The office addresses the fundamental development goals embraced by the Microenterprise Initiative:

- Assist poor people to increase their income and assets, thereby gaining the economic basis to improve their welfare.
- Increase the skill and productivity base of the economy, so that its growth capacity is enhanced.
- Facilitate the development of local organizations serving the microenterprise sector, organizations which become, in effect, institutions of economic democracy.

Among the specific aims sought by USAID are: reaching women and the very poor; achieving greater outreach and significant scale by microenterprise service providers; financial viability of financial services; cost-effectiveness of business development services; local institutional development and long-term viability; supportive policy and regulatory reforms; and generating performance and impact information that focuses on results.

OFFICE ACTIVITIES

Office of MicroEnterprise Development

The office manages six major activities under the Microenterprise Innovation Project, 940-0406: The three initial contracts -- MBP, AIMS, and MicroServe -- will come to an end in FY 01. A new umbrella technical services, research, and field support mechanism, which will permit Mission buy-ins, is currently being designed and is expected to be in place by the beginning of FY 02. The six MIP components are:

IMPLEMENTATION GRANT PROGRAM (IGP)

The purpose is to expand microenterprise service provision by increasing the financial viability of local institutions that provide financial services -- credit and savings -- and the cost-effectiveness of those institutions that provide business development services, such as training and marketing assistance. The IGP is a competitively-run grant program open to US and international organizations and other experienced organizations. Cooperative agreements are signed in response to a Request for Applications. Contacts: Liza Valenzuela/Barry Lennon.

THE PRIME FUND

A Mission co-financing grant fund designed to improve the quality and increase the quantity of Mission support to microenterprise programs. It supports high-quality microenterprise programs put forward by USAID missions. Funds are transferred to missions through a budget allowance. Contact: Marty Hanratty

MICROENTERPRISE BEST PRACTICES (MBP)

A training, research and information exchange component, MBP is designed to expand the knowledge base of the microenterprise field and to improve the design and implementation of USAID-supported projects. MBP consists of a core agenda and a sub-grant facility to encourage "best practices" in the field. MBP is contracted through DAI and involves a consortium of technical consultants and practitioners. No Mission field support is accepted. MBP ends in September 2001. Contact: Anicca Jansen.

ASSESSING THE IMPACT OF MICROENTERPRISE SERVICES (AIMS)

Contributes to USAID's understanding of how microenterprise services improve the businesses and welfare of microentrepreneurs, households and communities over time. Developed practitioner-led client assessment tools which are being used by MFIs throughout the world. This research, tools development, and training and technical assistance program is provided by MSI and involves a consortium of technical consultants, academics and PVO/NGO representatives. Mission buy-ins have been permitted. AIMS ends in September 2001. Contact: Monique Cohen

MICROSERVE

Increases the capacity of USAID Missions, Agency personnel and implementing organizations to undertake microenterprise programs. It provides short-term technical assistance to field missions and implementing organizations. There are two IQCs (Chemonics and Weidemann & Associates), involving consortia of technical consultants, academics and practitioners that can be accessed by Missions through buy-ins executed by the field contracting officer. The Chemonics IQC ends in March 2001 while the Weidemann IQC finishes in October 2001. Contact: Marty Hanratty

LINKAGE ACTIVITIES

Designed to foster greater involvement of other entities in microenterprise development by making microenterprise a more important part of USAID's economic growth strategy and increasing donor coordination. These activities include support to inter-donor activities, such as the Consultative Group to Assist the Poorest (CGAP), and collaboration with other USAID offices to leverage the role of microenterprise development in their programs. G/EGAD/MD also coordinates Microenterprise Results Reporting (MRR) for the agency and fosters communication on microenterprise issues through support to two microenterprise websites (<http://www.mip.org>) and (<http://www.mrreporting.org>). Contact: Elizabeth Hunt (MRR), Kate McKee (other linkage activities).

STAFF SUPPORT

Staff support to missions by G/EGAD/MD staff is available for any aspect of microenterprise development, through electronic or face-to-face consultation and field visits.

USAID Contact:

More detailed information about MicroEnterprise Initiative activities can be found at <http://www.mip.org>.

DIRECTORY

Office of MicroEnterprise Development

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| John Berry | Microfinance Advisor | |

**THE OFFICE OF BUSINESS DEVELOPMENT
(G/EGAD/BD)**

Mailing Address:

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U.S. Agency for International Development

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INTRODUCTION

Office for Business Development

Private sector businesses are often willing and able to tackle a number of the objectives that USAID pursues. The goal of the Business Development Office is to match companies to business opportunities that can contribute economic development in countries and abroad. This work is accomplished principally through the BD program known as **The Global Technology Network**. NGO partners International Executive Service Corps (IESC) and the Kenan Institute work with the Office in support of GTN along with the institutional contractor, Chemonics International.

GLOBAL TECHNOLOGY NETWORK (GTN) 940-0102

Office of Business Development

Description: The main program of the Office of Business Development is the Global Technology Network (GTN). The program purpose is to promote technology transfer and cooperation between small- and medium-sized US private sector firms and their counterparts and customers in developing and transitional economies.

GTN works as follows. GTN representatives in close to 40 countries actively seek out companies that could significantly improve their business by partnering with a US company or a company in certain participating countries. The GTN representatives focus on businesses in those sectors where private sector technology transfer is most likely to have a positive developmental impact, including agribusiness, environment and energy, health, and information technology. The representatives also focus primarily on small and medium sized firms. The representatives work with the interested company to fill out a short questionnaire in order to determine accurately the requirements of the company and then enter the relevant information in the form of a “trade lead” onto the GTN website (www.usgtn.org). At GTN headquarters in Washington, DC, a specialist will access the trade lead and match it against a list of close to 8,000 US companies that have registered to participate in GTN and to receive trade leads from overseas. Once the matches are made, an e-mail message is sent to each of the relevant U.S. firms describing the requirements of the overseas company and urging the U.S. firm to make direct contact and provide the required product and related information (and also inform GTN of his/her action). The GTN specialist and the in-country representative will then monitor the communication between the companies and assist in keeping the communications alive until a deal is made or until the effort is abandoned.

GTN works through a network of partners in the United States and priority developing countries. The partners that receive USAID financing to help manage GTN include Chemonics International (a business consulting firm with a direct contract); the International Executive Service Corps (IESC) (an NGO with a cooperative agreement); and the Kenan Institute, (a unit of the University of North Carolina Business School with a cooperative agreement). GTN works in close partnership with the U.S. Asia Environmental Partnership (US-AEP), the Eurasian-American Partnership for Environmentally Sustainable Economies (EcoLinks), and the African Trade and Investment Program (ATRIP). In each country where it works, GTN works through a local representative office or partners with local nonprofits and business support organizations to identify potential partnerships between US firms and local entities. Partners from the federal government include 17 US Export Assistance Centers, the U.S. Department of Commerce, the Small Business Administration, the U.S. Department of State, and the U. S. Department of Agriculture. Trade and investment promotion offices of 34 states have also signed on as partners. Included are Alaska, Arkansas, California, Colorado, Delaware, District of Columbia, Florida, Georgia, Hawaii, Idaho, Illinois, Iowa, Louisiana, Maine, Massachusetts, Maryland, Michigan, Minnesota, Missouri, Montana, Nevada, New Jersey, New York, North Carolina, Pennsylvania, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, and Wisconsin. Just recently, GTN signed its first agreement with a business-to-business e-commerce partner, MediProducts.com. Finally, a number of business associations are informal partners in GTN efforts to reach out to their membership.

Each of these partners play a role in nurturing relationships between companies in the US and the participating countries. The state trade and investment offices promote GTN in their states and help recruit companies to participate in GTN. Where an inadequate number of US companies is found in the existing GTN database to respond to a lead, GTN seeks out additional firms through the state offices and through IESC which maintains its own data base of more than 13,000 retired private sector executive volunteers and is in regular communications with these volunteers. Kenan often turns to US business associations to find interested companies. Chemonics is developing a more robust computer platform to improve the reliability of the database, of the matching process, and of the e-mail communications. MediProducts.com serves as a liaison and export agent for over 100 US companies specializing in refurbished medical equipment and related products. Resources can be brought to bear in the case where a trade lead needs to be rewritten in order to specify more carefully what is required. When the US company is relatively inexperienced in exporting, the state government office and/or the US Export Assistance Center (USEAC) nearby may help out. GTN can also administer a small travel grant program for US companies to facilitate their concluding a deal.

At the beginning of 2001, GTN is operating in the following countries:

- Africa: Botswana, Cote d'Ivoire, Ghana, Kenya, Madagascar, Mozambique, Nigeria, Namibia, Senegal, South Africa, Tanzania, Uganda, Zambia and Zimbabwe.
- Asia and the Near East: Hong Kong, India, Indonesia, Korea, Malaysia, Mongolia, Philippines, Singapore, Sri Lanka, Taiwan, Thailand, Vietnam, Egypt, Jordan, Morocco, and Tunisia.
- Latin America and the Caribbean: Mexico.
- Europe and Eurasia: Albania, Bosnia-Herzegovina, Bulgaria, Croatia, Czech Republic, Hungary, Kazakhstan, Macedonia, Montenegro, Poland, Romania, and the Russian Far East

Means of Access: U.S. firms can access GTN by phone (202) 933-7374, fax (202-955-3400), mail (1133 20th Street NW, Suite 600, Washington, DC 20036), e-mail (usgtn@usgtn.org), or on-line through the internet (www.usgtn.org). Firms in other participating countries can access GTN through the local representatives. The name and contact information for the various countries can be obtained through the contacts listed above.

Missions and other units can develop or expand a GTN program through a field support funds transfer provided to the Office of Business Development GTN Project Number 940-0102, or in consultation with the Office, through an add-on or a stand-alone agreement with BD partners/contractors. The Office can consider enhancements to the programs where GTN already has a presence as well as setting up a GTN gateway in other countries if funding is available. If interested, contact USAID Officer Joe Duncan, G/EGAD/BD, Room M.01-052, Ronald Reagan Building and International Trade Center, Washington, DC 20523-1000, phone (202- 712-0474), fax (202-216-3526), or e-mail (jduncan@usaid.gov).

ENTERPRISE WORKS WORLDWIDE (EWW) 940-0102

Office of Business Development

Description: Enterprise Works Worldwide generates economic growth and fights poverty in Africa, Asia, and Latin America through market-based development programs that promote profitable, environmentally sustainable microenterprises. By systematically improving production, processing and marketing, EnterpriseWorks helps small-scale farmers and manufacturers increase productivity, expand operations, form new regional and international business links, and ultimately capture more of the value of their products. EnterpriseWorks focuses on five program areas: Coffee and Tree Crops, Energy, Farming & Food Processing, Livestock, and Natural Products. The organization is currently active in Benin, Burkina Faso, Cote d'Ivoire, El Salvador, Guatemala, Haiti, Honduras, India, Indonesia, Mali, Nepal, Nicaragua, Niger, Philippines, Senegal, Tanzania, Uganda, and Zimbabwe.

Means of Access: This instrument is not designed to accept mission field support. Missions are encouraged to consider stand-alone grants/agreements with EnterpriseWorks for activities in their countries. (EnterpriseWorks also holds a Leader with Associates Agreement (LWA) with the Global Bureau through which all missions and bureaus can access EnterpriseWorks services for environmental projects that conserve globally significant biodiversity. EnterpriseWorks' program under the LWA contract mechanism focuses on enterprise-based biodiversity conservation programs that link community groups, the private sector, and government to address biodiversity conservation and economic development concerns simultaneously.) Services from the cooperative agreement can be accessed directly by contacting Bill O'Callaghan, Chief Financial Officer, EnterpriseWorks Worldwide, 1828 L Street, Suite, Washington, DC 20036; phone (202-293-4600); fax 202-293-4598; e-mail ocallaghanb@enterpriseworks.org or info@enterpriseworks.org or website (www.enterpriseworks.org).

USAID Contact:

Charles Santangelo, EGAD/BD, Room M.01.43, Ronald Reagan Building and International Trade Center, Washington, DC 20523-0229; phone (202-712-5181); fax (202-216-3526); or e-mail (csantangelo@usaid.gov).

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| Santangelo, Charles | E&E; EWW ,Kenan CTO | 712-5181 |
| Randall, Kristin | Africa Coord | 712-0469 |
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IESC

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**OFFICE OF DEVELOPMENT CREDIT
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INTRODUCTION

Office of Development Credit

This office manages the Micro and Small Enterprise Development (MSED) Program and the Agency's Development Credit Authority (DCA). DC provides a global technical resource specializing in the use of credit to support the development activities carried out by the Agency's missions and bureaus. In addition, the office offers training to direct hire staff and program partners which is designed to increase capacity of the agency and its overseas partners to provide needed access to credit for micro and small enterprises (MSEs). The staff is skilled in the use of credit, risk analysis, enterprise and corporate valuations and is knowledgeable in the application of various financial instruments and the use of credit funding for development activities. Specific objectives include:

- Promoting the use of loans and loan guarantees to mobilize private capital and increase the flow of credit and working capital to MSEs and other development partners in across USAID sectors and programs.
- The introduction of innovative financing mechanisms to private banks, microfinance institutions, and private sector led development efforts in USAID-assisted countries to broaden access to credit and financial resources.

THE DEVELOPMENT CREDIT AUTHORITY

Office of Development Credit

Description: The DCA operates in the following manner:

- DCA is a **mission-driven initiative**. As such, USAID's field missions identify, design, authorize, implement and monitor DCA projects.
- USAID instituted **distinct and separate filters for assessing the developmental soundness and creditworthiness** of DCA projects. USAID field missions are responsible for reviewing and authorizing DCA projects. The independent Credit Review Board in Washington periodically examines and approves DCA projects on financial and creditworthiness grounds.
- Each DCA project must be **financially viable** (i.e., it must have sufficient cash flows to meet all the operational costs and service all debt).
- USAID **shares risk** to the maximum extent possible. For non-sovereign projects, USAID aims to share no more than 50% of the risk on any given transaction and, in no case more than 80% of the risk.
- USAID serves as a **guarantor or lender of last resort**. As such, USAID will not provide financing for any project for which other sources of financing are available.

Financial Dimensions of DCA

- For FY 2001, USAID has available \$6.5 million of new DCA authority, of which \$5.0 million in DCA transfer authority, and \$1.5 million DCA appropriation earmarked for urban and environmental activities. In addition, \$1.9 million of FY 2000 DCA transfer authority is available to USAID Missions, which have FY 2000 carryover funds available. The experience of the Agency's credit programs to date demonstrates that with this amount of authority DCA would be able to mobilize approximately \$110 million in private funds to extend credit in this fiscal year. The FY 2002 budget request for DCA transfer authority is anticipated to be \$15 million.
- DCA provides **credit at or near market rates**, not at subsidized rates. In addition, DCA will charge risk based origination and utilization fees to borrowers.

Means of Access: More detailed information on DCA is available at the ODC website:

http://www.usaid.gov/G/EG/ci_home/ci_home1.htm

The regional relationship managers are as follows:

- Africa – John Wasielewski/Sean Jones
- Asia Near East – Judy Coker
- Europe/Eurasia – Sandra Goshgarian
- Latin America and Caribbean – Paul Sabatine

MICRO AND SMALL ENTERPRISE DEVELOPMENT PROGRAM

Office of Development Credit

Description: MSED uses loans and guarantees to encourage financial institutions -- including commercial banks, finance companies, insurance companies, leasing companies, and other specialized financial intermediaries -- to extend and expand credit to microentrepreneurs and small businesses. The primary financial instrument is the Micro and Small Business Loan Portfolio Guarantee (LPG). LPG provides loan guarantees of up to 50% of the principal loss on a portfolio of small business loans, and up to 70% of the principal loss for micro-loans, made by financial institutions in developing countries. The guarantees are combined with training to give banks needed skills in assessing small business and micro business credits, and to assist borrowers in preparing business plans to present to the banks.

MSED also uses direct loans and guarantees to provide capital for NGOs/PVOs engaged in small business and microenterprise lending, as well as to support other development activities, such as privatization, where intended to serve small and micro-borrowers. In particular, MSED has now provided a partial guarantee in South Africa, Zimbabwe and Indonesia for market-rate loans that banks offer to creditworthy NGOs/PVOs, which use the loan proceeds to on-lend to the micro sector.

Working closely with USAID field missions, the DC has achieved the following developmental impact:

- Catalyzed lending by financial institutions to small and micro businesses in more than 33 countries, leading to over \$150 million in new credit to micro and small business borrowers.
- Trained over 800 bankers in small business lending techniques in 16 countries.
- Generated almost 5,400 loans with a median size of \$488 when a Sri Lankan bank used its guarantee to expand the amount of credit available under its rural, microenterprise banking program.
- Established a bridge fund for ACCION International to support microenterprises throughout Latin America.
- Provided bond guarantees to banks in Latin America that focus on small and micro businesses to allow those banks to expand their lending activities.
- Supported the needs of entrepreneurs in South Africa by operating a \$27.0 million LPG program designed to mobilize credit for South Africans disadvantaged by apartheid.
- Expanded MSED's loan portfolio guarantee program in Moldova in support of Mission activities in the agricultural and commercial sectors.
- In FY 2000, five new countries were added to the MSED Program in support of Mission objectives and activities in agriculture, microfinance and small and medium sized businesses (SMEs). These countries include Ethiopia, Senegal, Bangladesh, Bulgaria and Moldova.

- Partnered with a private bank in Ethiopia to provide credit to agricultural cooperatives seeking to buy crops from member farmers, allowing the farmers to take advantage of more favorable market prices for their production and to access longer term credit for agricultural inputs.

Financial Dimensions of MSED

For FY 2001, USAID has a \$1.5 million new credit subsidy appropriation for the MSED Program. In addition, there remains \$1.2 million of FY 2000 appropriations carryover for MSED activities.

Means of Access: More detailed information on DCA is available at the ODC website:
http://www.usaid.gov/G/EG/ci_home/ci_home1.htm

The regional relationship managers are as follows:

- Africa – John Wasielewski/Sean Jones
- Asia Near East – Judy Coker
- Europe/Eurasia – Sandra Goshgarian
- Latin America and Caribbean – Paul Sabatine

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THE ISRAELI PROGRAMS STAFF (G/EGAD/DAA/IP)

Description: IP promotes increased science and technology cooperation among Middle East and developing countries, and the utilization of U.S. and Israeli technical expertise by developing countries. Three programs support this special strategic objective: the U.S.-Israel Cooperative Development and Research Program (CDR); the U.S.-Israel Cooperative Development Program (CDP); and the Middle East Regional Cooperation Program (MERC).

The CDR and MERC Programs award collaborative research grants on a competitive, peer reviewed basis. These programs forge links between Arab and Israeli scientific and technical institutions, and between scientists in developing countries and counterparts in the U.S. and Israel. The results of this science and technology cooperation have been numerous, including advances in saline and arid lands agriculture, improved irrigation and water management technology, development and use of biopesticides, detection and amelioration of livestock, fish and plant pathogens, preservation of natural resources, and added understanding of emerging infectious diseases. In addition, CDR and MERC grants have strengthened the capacity of institutions in developing countries to conduct their own research. MERC in particular has also promoted the Middle East Peace Process by its support of Arab-Israeli technical cooperation.

CDP provides U.S. funding to MASHAV, the development assistance unit of the Israeli Ministry of Foreign Affairs, to conduct the training of people from developing countries, both in Israel and on-site in the host countries, and to support Israeli technical consultants and demonstration farms in developing countries. CDP funded training includes a range of topics in agriculture, health, economic and social development, and business and municipal management skills. CDP has traditionally provided a core grant to the Government of Israel. However, MASHAV and USAID are presently developing a new partnership emphasizing relationships at the field level in which individual Missions are encouraged to consider utilization of MASHAV's services for projects in which Israeli expertise is deemed to be appropriate.

Means of Access: The CDR and MERC Programs generally accept only core funds from G and E&E Bureaus and Peace Process ESF core fund transfers from the Department of State. CDP accepts core funds from G and E&E Bureaus, and Field Support funds are also accepted. G/EGAD also encourages Mission bilateral agreements with MASHAV separate from the CDP core grant; for further information or to discuss alternative means of access, please contact the Program Manager at (202) 712-0465 or via e-mail at dobrien@usaid.gov.

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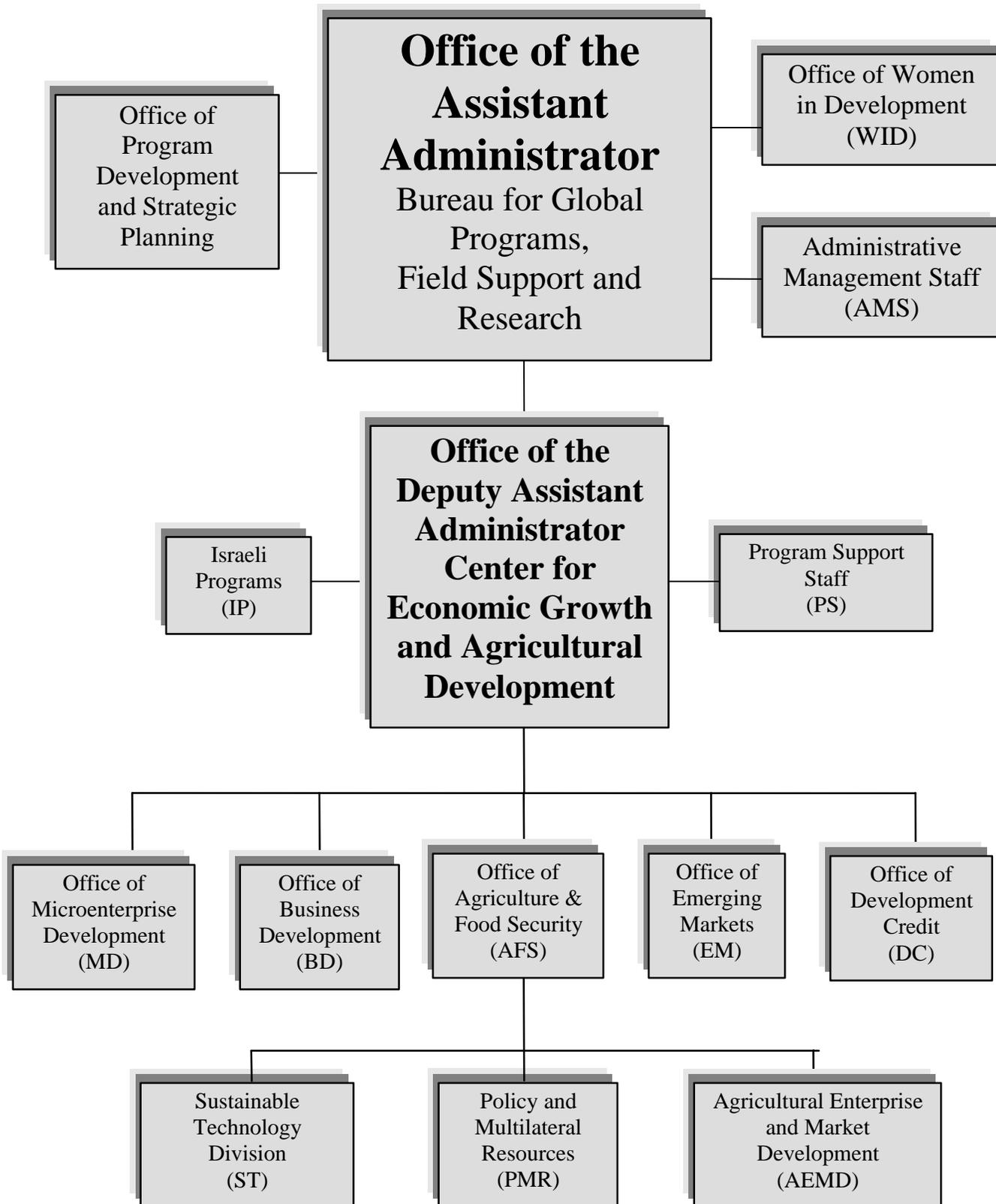
THE PROGRAM SUPPORT STAFF (G/EGAD/DAA/PS)

Description: Program Support (PS) coordinates strategic planning, budget and program processes, as well as overall management and program support for the Center. Duties include: preparing the Budget Justification (formally Congressional Presentation), Results Review and Resource Request, and Budget Planning Submission; providing program and project development support for G/EGAD offices; coordinating with the Office of Procurement (OP) and tracking of procurement and funding actions; coordinating and facilitating G/EGAD review of regional bureau and mission strategic planning activities and programs; and coordinating mission field support inputs to G/EGAD programs. PS also currently manages, on behalf of the Center, the Interagency Agreement with the Department of Treasury, FBA-West, under the Collaborative Administrative Support Unit (CASU) program. Through this program, support personnel are provided to assist the various EGAD offices conduct their program activities, as well as assist the technical needs of the Center as a whole. Finally, PS also oversees the work of the G/EGAD webmaster who continually updates the G/EGAD and individual program websites.

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| Terri Cottingham | Program Analyst (BD/EM) | (202) 712-5097 |
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| Blakeney, Mildred | APD&S, RSSA w/U.S. Dept of Agriculture | DAN-R-AG-91-00058-00 |
| | APD&S, PASA w/U.S. Dept of Agriculture | DAN-P-AG-91-00088-00 |
| | CASU Contract, U.S. Dept of Treasury, FBA | ECG-P-00-00-00001-00 |
| G/EGAD/DC | | |
| Goshgarian, Sandra | MSED | AEP-I-00-96-90020-00 |
| Pak, Karen | SEGIR/GBTI | PCE-I-00-98-00017-00, |
| | MSED | PCE-C-00-95-00007-00 |
| G/EGAD/BD | | |
| Duncan, Joe | IESC Business Develop. Ser. | PCE-A-00-98-00035-00 |
| Jesse, David | GTN-Chemonics | PCE-I-00-98-00015-00 |
| Santangelo, Charles | EnterpriseWorksWorldwide | PCE-A-00-98-00005-00 |
| | Kenan Institute | PCE-A-00-98-00032-00 |
| G/EGAD/AFS | CGIAR | |
| Bertram, Robert | Center for International Tropical Agriculture (CIAT) | New Umbrella Award PCE-G-00-00-00039-00 |
| | Center for International Forestry Research (CIFOR) | |
| | International Center for the Improvement of Maize and Wheat (CIMMYT) | |
| | International Potato Center (CIP) | |
| | International Center for Agricultural Research in the Dry Areas (ICARDA) | |
| | International Center for Research in Agroforestry (ICRAF) | |
| | International Center for the Living Aquatic Resources Management (ICLARM) | |
| | International Crops Research Institute on the Semi-Arid Tropics (ICRISAT) | |
| | International Food Policy Research Institute (IFPRI) | |
| | International Irrigation Management Institute (IIMI) | |
| | CGIAR/International Institute of Tropical Agriculture (IITA) | |
| | International Livestock Research Institute (ILRI) | |
| | International Plant Genetic Resources Institute (IPGRI) | |
| International Rice Research Institute (IRRI) | | |

| OFFICE/CTOs | Activity Name | |
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| Bertram, Robert | International Service for National Agricultural Research (ISNAR) | New Umbrella Award PCE-G-00-00-00039-00 |
| | CGIAR/West Africa Rice Development Association (WARDA) | |
| | Note: The proposal to have one umbrella award was issued this FY 2000 for the 16 CGIAR Centers. | |
| | IARCs/ RSSA agreement w/U.S. Dept of Agriculture | DAN-R-AG-90-00050-00 |
| Cummings, Ralph | Food Security II/Michigan State Univ | PCE-A-00-97-00044-00 |
| | APAP III / Agricultural Policy Development (APD) | PCE-I-00-99-00033-00 |
| Dunn, James | Partnerships for Food Industry Development (PFID) – LSU | PCE-A-00-01-00012-00 |
| | Partnerships for Food Industry Development (PFID) - MSU | TBD |
| | International Fertilizer Development Center (IFDC) | TBD |
| Ford, Robert E. | Rural Agriculture in/a Sustainable Environment (RAISE) / Chemonics International, Inc | PCE-I-00-99-00003 |
| | Rural Agriculture in/a Sustainable Environment (RAISE) / Development Alternatives, Inc (DAI) | PCE-I-00-99-00002 |
| | Rural Agriculture in/a Sustainable Environment (RAISE) / Associates in Rural Development (ARD) | PCE-I-00-99-00001 |
| Hardt, Terry | Peanut CRSP | LAG-G-00-96-90013-00 |
| Heron, Lena | Broadening Access and Strengthening Input Market Systems (BASIS) CRSP | LAG-A-00-96-90016-00 |
| | Broadening Access and Strengthening Input Market Systems (BASIS) IQC w/Associates in Rural Development (ARD) | LAG-I-00-98-00031-00 |
| | Broadening Access and Strengthening Input Market Systems (BASIS) IQC w/Development Alternatives, Inc. (DAI) | LAG-I-00-98-00026,00 |
| Levin, Carole G. | IARCs / Food Security & Crisis Mitigation - World Bank | LAG-G-00-93-00042-00 |
| Lewis, Josette O | Agriculture Biotechnology for Sustainable Productivity (ABSP) | DAN-A-00-91-00126-00 |
| Oweis, Jiryis | Bean/Cowpea CRSP | DAN-G-SS-86-00008-00 |
| | | |

| OFFICE/CTOs | Activity Name | | |
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| | UNIARCL | | |
| Oweis, Jiryis | UNIARCL / Washington State Univ-ILRI {Babesiosis} | PCE-G-00-98-00043-00 | |
| | UNIARCL / Auburn State Univ-ICLARM {Tilipia} | PCE-G-00-98-00046-00 | |
| | UNIARCL / Kansas State Univ-ICIPE {Parasitiosis} | PCE-G-00-98-00044-00 | |
| | UNIARCL / Texas A&M-ICRISAT {Pearl Millet} | PCE-G-00-98-00049-00 | |
| | UNIARCL / Tuskegee State Univ-CIP {Sweet Potato} | PCE-G-00-98-00045-00 | |
| | UNIARCL / Texas A&M-ICIPE {Fruit Fly} | PCE-G-00-98-00048-00 | |
| | UNIARCL / Clemson State Univ-CIAT {Cassavay} | PCE-G-00-98-00047-00 | |
| | UNIARCL / Univ of Minnesota-IPGRI {Banana} | PCE-G-00-98-00050-00 | |
| | Grant w/ AIARD under the Agricultural Program Development & Support (APD&S) | PCE-G-00-00-00009-00 | |
| | Paulson, Larry | Board for Food and Agriculture Development (BIFAD) and Title XII Partnerships | |
| | Rea, Harry | Pond Dynamic / Aquaculture (PD/A) CRSP | LAG-G-00-96-90015-00 |
| Integrated Pest Management (IPM) CRSP | | LAG-G-00-93-00053-00 | |
| Sloger, Charles | Soils Management CRSP | LAG-G-00-97-00002-00 | |
| Swanson, John | Sorghum/Millet {INTSORMIL} CRSP | LAG-G-00-96-90009-00 | |
| | Agricultural Program Development & Support (AD&S) RSSA agreement w/U.S. Dept of Agriculture | DAN-R-AG-00-91-00058-00 | |
| | Agricultural Program Development & Support (AD&S) PASA agreement w/U.S. Dept of Agriculture | DAN-P-AG-00-91-00088-00 | |
| Turk, Joyce | Global Livestock CRSP | PCE-G-00-98-00036-00 | |
| | Improved Animal Vaccine thru Biotechnology - Rinderpest | PCE-A-00-01-00004-00 | |
| | AMIS II / Dairy Activity w/Jackson & Tull. | PCE-G-00-99-00004-00 | |
| | AMIS II / Dairy Activity w/Land O'Lakes | PCE-G-00-97-00047-00 | |
| | Dairy Enterprise Initiative (DEI) Activity | | |
| | DEI/ Land O' Lakes, Inc. | PCE-G-00-00-00043-00 | |
| | DEI/ Cooperative Resources, Int'l & Land O' Lakes, Inc. | PCE-G-00-01-00007-00 | |

| OFFICE/CTOs | Activity Name | |
|-------------------------------------------------------------------|------------------------------------------------------------------|----------------------|
| Turk, Joyce | DEI/ Partners of the Americas | PCE-G-00-01-00006-00 |
| | DEI/ ACDI/VOCA | PCE-G-00-01-00008-00 |
| | DEI/ Jakson & Tull & HPI | PCE-G-00-00-00044-00 |
| Walker, Kathleen | Sustainable Agriculture and Natural Resource Management (SANREM) | PCE-A-00-98-00019-00 |
| | IARCs / Center for International Forestry Research (CIFOR) | DAN-G-00-91-00063-00 |
| G/EGAD/EM | | |
| Elliott, James | SEGIR's ECON Policy | |
| | SEGIR/MACRO ECON - IQC (Louis Berger) | PCE-I-00-00-00012-00 |
| | SEGIR/MACRO ECON-IQC (Nathan Associates) | PCE-I-00-00-00013-00 |
| | SEGIR/MACRO ECON (Barents Group) | PCE-I-00-00-00014-00 |
| | SEGIR/MACRO ECON (Develop. Alternatives, Inc.) | PCE-I-00-00-00015-00 |
| Farley, Penny (effective til 3/1/01) | SEGIR/Privatization | |
| | SEGIR/Priv (Abt Associates, Inc.) | PCE-I-00-97-00003-00 |
| | SEGIR/Priv (Barents Group, LLP) | PCE-I-00-97-00037-00 |
| | SEGIR/Priv (Booz-Allen & Hamilton) | PCE-I-00-97-00013-00 |
| | SEGIR/Priv (CARANA Corporation) | PCE-I-00-97-00014-00 |
| | SEGIR/Priv (Chemonics International) | PCE-I-00-97-00015-00 |
| | SEGIR/Priv (Deloitte Touch Tohmatsu International) | PCE-I-00-97-00016-00 |
| SEGIR/Priv (International Business & Technical Consultants, Inc.) | PCE-I-00-97-00017-00 | |
| Crihfield, John | SEGIR/Financial Services | |
| | SEGIR/Fin (Abt Associates, Inc.) | PCE-I-00-99-00005-00 |
| | SEGIR/Fin (Barents, Group, LLP) | PCE-I-00-99-00006-00 |
| | SEGIR/Fin (Chemonics International) | PCE-I-00-99-00007-00 |
| | SEGIR/Fin (Deloitte Touch Tohmatsu International) | PCE-I-00-99-00008-00 |
| | SEGIR/Fin (Development Alternatives, Inc.) | PCE-I-00-99-00009-00 |
| | SEGIR/Fin (Financial Markets International, Inc.) | PCE-I-00-99-00010-00 |
| | FSVC (Financial Services Volunteer Corps) | PCE-A-00-99-00034-00 |
| | SEC IAA (US Securities & Exchange Commission) | IAAPN 936-4212 |
| Morrill, Grant | SEGIR/GBTI | |
| | SEGIR/GBTI (Barents Group) | PCE-I-02-98-00012-01 |
| | SEGIR/GBTI (Booze Allen) | PCE-I-01-98-00013-01 |
| | SEGIR/GBTI (Carana) | PCE-I-01-98-00014-01 |

| OFFICE/CTOs | Activity Name | | |
|-----------------------------------------------------------|---------------------------------------------------|-----------------------|--|
| Morrill, Grant | SEGIR/GBTI (Chemonics) | PCE-I-01-98-00015-01 | |
| | SEGIR/GBTI (Nathan/MSI) | PCE-I-01-98-00016-01 | |
| | SEGIR/GBTI (PriceWater House Cooper) | PCE-I-05-98-00017-01 | |
| | SEGIR/LIR | | |
| | SEGIR/LIR (ARD/Checchi Joint Venture) | PCE-I-00-97-00038-01 | |
| | SEGIR/LIR (Chemonics International, Inc.) | PCE-I-00-97-00039-02 | |
| | SEGIR/LIR (Financial Markets International, Inc.) | PCE-I-0097-00040-01 | |
| | SEGIR/LIR (IRIS Center at University of Maryland) | PCE-I-00-97-00042-01 | |
| Morrill, Grant | SEGIR/LIR (Pricewaterhouse Coopers) | PCE-I-00-97-00052-02 | |
| | FMDAP (Free Market Dev. Advisors Prog) | PCE-A-00-92-00014-00 | |
| Morrill, Grant | EMDAP (Emerging Market Dev. Adv. Prog) | PCE-A-00-00-00042-00 | |
| | DAA/G/EGAD/IP Israel Programs (MERC) | | |
| Obrien, David | CDR/MERC w/National Academy of Sciences (NAS) | PCE-A-00-98-00008-02 | |
| | MERC- Univ of Wisconsin, Viral | PCE-A-00-98-00009-01 | |
| | MERC-Safe & EFF Use of Pesticides | PCE-G-00-98-00037-01 | |
| | MERC - Tel Aviv Univ/SPNI Migrating Birds | PCE-G-00-98-00010-01 | |
| | MERC - USGS (Regional Water Banks | HNE-P-00-095-00086-06 | |
| | MERC- Tufts Univ. Animal Health Zoonoses | PCE-G-00-97-00049-00 | |
| | MERC-Ohio State, Poultry | PCE-G-00-97-00060-00 | |
| | MERC-632b w/STATE & Tel Aviv | ECG-P-00-99-00004-00 | |
| | MERC Volcani Center | TBD | |
| | MERC- Geophys. Instrument Israel | PCE-G-00-99-00038-00 | |
| | MERC -Medfly | TBD | |
| | MERC - Ben Gurion U/Pooled Screening of Blood | PCE-G-00-99-00035-00 | |
| | MERC - Texas A&M U/Food Production | PCE-G-00-98-00003-00 | |
| | MERC - San Jose State U/Transboundary Air Quality | PCE-G-00-99-00037-00 | |
| | MERC - Middle East Cancer Consortium | PCE-G-00-99-00024-00 | |
| | Israel Programs (CDR) | | |
| | Univ. of MD | HRN-G-00-92-00055-00 | |
| | CDR-632b w/STATE & Tel Aviv | ECG-P-00-99-00002-00 | |
| | Israel Programs (CDP) | | |
| | CDP - MASHAV | ECG-P-00-97-00003-00 | |
| G/EGAD/MD Microenterprise Innovation Project (MIP) | | | |
| Cohen, Monique | AIMS | PCE-C-00-95-00036-00 | |
| Hanratty, Marty | Microserve Chemonics Task Orders | PCE-I-00-95-00034 | |
| | Microserve Weidemann Task Orders | PCE-I-00-96-90012 | |

| OFFICE/CTOs | Activity Name | |
|------------------|------------------------------------------------------|----------------------------------------------|
| Hanratty, Marty | IGP/Enterprise Works Worldwide | PCE-A-00-97-00022-01 PCE-A-00-97-00032-03 |
| Hunt, Elizabeth | IGP97/Promujer-Bolivia | PCE-A-00-97-00056-00 |
| | IGP99/World Relief - Honduras | PCE-A-00-98-00029-00 |
| | IGP95/Accion-Gaim Gateway-Bolivia | PCE-A-00-95-00033-00 |
| | IGP96/FINCA-Honduras | PCE-A-00-97-00024-00 |
| | IGP96/CARE – Ethiopia | PCE-A-00-97-00023-00 |
| | IGP96/Katalysis-Honduras | PCE-A-00-96-90029-00 |
| | IGP00/BDS-Manuela Tamos – Peru | TBD |
| | IGP99/BDS/MEDA-Bolivia | PCE-A-00-99-00029-00 |
| | IGP99/BDS-CRS-Bolivia | PCE-A-00-00-00006-00 |
| | IGP/Business Development Services Swiss Contact/Peru | PCE-A-00-00-00001-00 |
| Jansen, Anicca | IGP99/AFE-Mali | PCE-A-00-99-00025-00 |
| | IGP00/PLAN-Senegal | PCE-A-00-00-00041-00 |
| | IGP98/AFE-Haiti | PCE-A-00-98-00031-00 |
| | IGP97/Freedom from Hunger – Mali | PCE-A-00-97-00055-00 |
| | IGP98/CARE – Zimbabwe | PCE-A-00-98-00027-00 |
| | IGP99/Calmedow-Benin | PCE-A-00-99-00027-00 |
| | MBP/Development Alternatives, Inc. (DAI) | PCE-C-00-95-00007-00 |
| Lennon, Barry | IGP97/Counterpart-Uzbeketan | PCE-A-00-97-00034-02 |
| | IGP99/Calmeadow-Benin | PCE-A-00-99-00027-00 |
| | IGP99/FINCA - South Africa | PCE-A-00-99-00024-00 |
| | IGP98/FINCA-Malawi | PCE-A-00-98-00033-00 |
| | IGP96/WOCCU- Philippines | PCE-A-00-97-00020-00 |
| | IGP99/WOCCU- Ecuador | PCE-A-00-95-00041-00 |
| | IGP97/WOCCU-Kenya | PCE-A-00-97-00050-00 |
| | IGP99/Save the Children-Constanta | PCE-A-00-99-00026-00 |
| | IGP97/FAULU-Kenya | PCE-A-00-98-00034-00 |
| | IGP99/PLAN-Guatemala | PCE-A-00-99-00028-00 |
| | IGP98/OI-Colombia | PCE-A-00-99-00030-01 |
| | IGP99/ACDI/VOCA-Kazakhstan | PCE-A-00-96-90028-02 |
| McKee, Kate | IGP00/WOCCU-Romania | PCE-A-00-99-00023-00 |
| Valenzuela, Lisa | IGP95/Catholic Relief Services (CRS) - Bolivia | PCE-A-00-95-00040-04 |
| | IGP98/Accion-Mexico | PCE-A-00-98-00025-00 |
| | IGP98/Opportunity-Nicaragua | PCE-A-00-98-00026-00 |
| | IGP99/Opportunity-Colombia | PCE-A-00-99-00030-00 |
| | IGP98/ASODENIC-Nicaragua | PCE-A-00-98-00026-00 |

