



THE ALLIANCE

ACDI/VOCA • CDC • IESC • MBAEC

UNITED FOR STRENGTH & SERVICE

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**Quarterly Report for the
Business Development Division of USAID
(October 1st - December 31st, 2000)**

A. GENERAL INFORMATION

1. Project Name: The Alliance for Collaboration on Enterprise Development
2. Cooperative Agreement No: 121 - A - 00 - 99 - 00722 - 90
3. Project Manager: David Kerry, Chief of Party
4. Other Project Management Staff:

Christopher Brown - ACDI/VOCA (Ukraine), Country Representative
Sergei Bystrin - CDC, Country Director
Victor Shmatalo - IESC, Country Director
Vladislav Trigub - MBAEC, Country Director
Doris Mariani - US Contact (IESC Vice President for Europe and Eurasia)

4. Grantees/Subgrantees Involved:

International Executive Service Corps (IESC) – Prime grantee
Agricultural Cooperative Development International/Volunteers in Overseas
Cooperative Assistance (ACDI/VOCA) – Sub-grantee
Citizens Democracy Corps (CDC) – Sub-grantee
MBA Enterprise Corps (MBAEC) – Sub-grantee

5. Brief Project Description: The Alliance for Collaboration on Enterprise Development provides volunteer technical and business development assistance to small and medium-sized, private and privatized enterprises in Ukraine.



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B. QUARTERLY UPDATE (October 1 to December 31, 2000)

1. Key Events in this quarter:

- This quarter the agreements between IESC, Podillya Pershyi and UCER have been signed and approved by USAID, and work has commenced on the Scope of work stated in the modification (number 3) of the current CA. In accordance with the agreements the money obligated in the amount of \$57,550 was transferred from IESC's to UCER's bank account. The first tranche in the amount of 30% of the obligated sum had been released by UCER to Podillya Pershyi NGO partially to cover the expenses that have occurred during January – November period and to cover further program implementation. The next tranche will be released during the second quarter of the year 2 program (January – March 2001). By that time PP has to prepare the detailed workplan and the budget for the whole grant period (November 2000 – September 2002).

The Alliance is currently preparing for submission to USAID the original agreements with their translation and all other pertinent documents to get additional IESC subgrantees (Meta Center, Lviv Consulting Group, Podillya Pershyi NGO and UCER) registered under the current IESC registration card at NAUDEI, in order not to attract local taxes while transferring money for program implementation.

- This quarter the Alliance prepared and submitted a Final Work-Plan and budget for the second year of the current CA to USAID. No official approval was issued, since the Budget and the Work-Plan for year 2 are considered to be part of the 3 years Scope of work and budget defined in the current CA.
- This quarter the USAID mission advised the Alliance partners to plan for a probable delay in the receipt of further program funding. According to the mission's "worst case" predictions it could be a 3 months delay, till the end of May. In response, the Alliance partners have initiated stricter controls on all program expenditures and a contingency plan has been implemented to resolve two major problems: (1) to stretch current funding (40%) over the eight months period, October '00 through May '01, and (2) to spend the whole of the balance (60%) over the remaining four months period, June through September '01.
- Two Alliance partners ACDI/VOCA and IESC took commitments to complete 12 Program Legacy Projects that have been recently introduced into the Alliance Work-Plan for fiscal year 2, as a part of their "leave behind" activities.
- Alliance clients and staff continue evaluating the results of projects completed in the third fiscal quarter of the current CA.
- The Alliance continues to compile its library of Business Materials.
- The Alliance continues assisting its local partner organizations to establish Small Business Advisory Services, based on the US SCORE concept and materials.

2. Summary of Deliverables (end of quarter 1 of the second fiscal year)

For more detailed information please see the attached Summary Report tables.



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- **The total number of assistance projects of all types started in the second fiscal year reached 74, i.e. 24.8% of the year's target of 298.**
- **This total includes 13 projects for women / partly women owned companies, i.e. 16% of the total projects started.**

Technical Assistance:

- In this quarter the Alliance started 59 technical assistance projects, i.e. 26% of the year's target of 224 projects.
- A total of 27 Alliance volunteers have provided in-country technical assistance this quarter.
- 27 Volunteers have been brought in-country in the fiscal year. They have averaged 2.4 projects each.

Funded training / seminars -

- The Alliance delivered 7 funded seminars this quarter, i.e. 43.7% of the year's target of 16.
- Attendance at the 7 seminars has totaled 238 company representatives, comprising 152 males and 86 females.

Client Networking & Association Building

- The Alliance delivered 7 events, 25% of the year's target of 28.
- Attendance has totaled 228 company representatives, comprising 120 males and 108 females.

Market Development Services

One US based Market Development ABLE project has been started in the fiscal year, 5% of the year's target of 18 projects.

Program Legacy Projects

Two Alliance partners ACDI/VOCA and IESC are planning to complete 12 projects of this type in this fiscal year.

3. Summary of Results

Results Evaluations of technical assistance projects carried out in the third fiscal quarter are currently being compiled and will be submitted to USAID in a separate document.

- The Alliance considers the immediate results of funded seminars, conducted both by local specialists and by Alliance volunteers, to be satisfactory, with 238 persons in total attending and benefiting from 7 events in the second year to-date.
- Immediate results of client networking projects are also considered highly satisfactory with 228 participants to-date demonstrating both the popularity of the events and the market's demand for these type of services. Major successes have been reported in detail



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previously in our monthly reports, “Alliance at a Glance”, and are now briefly covered in the attached partner’s quarterly reports. ACDI/VOCA continues to report major local benefits and planned business linkages as a direct result of its highly popular local food festivals.

C. Projections for Next Quarter (January 1 – March 31, 2001)

1. Key Expected Events

- To submit all needed documents to USAID and NAUDEI in order to get Meta Center, Lviv Consulting Group, UCER and Podillya Pershyi registered under the current IESC registration card number.
- To report project result evaluations for projects completed in the third and fourth quarters of the first fiscal year.
- To continue compiling the Alliance library and to publish further CD’s.
- The Alliance will continue assisting its local partner organizations to establish Small Business Advisory Services, based on the US SCORE concept and materials.

2. Forecast of Deliverables

In the second quarter of the second fiscal year, it is anticipated that project numbers in each category will reach a total of

- Technical Assistance: 8 primary projects and 3 piggybacks
- Funded training / seminars: 4 projects
- Client Networking & Association Building: 3 projects
- Market Development Services: 2 projects
- Public Administration: 2 projects



Alliance Deliverables - Summary Report (October through December, 2000) page 1.

FULL PROGRAM TOTALS TO-DATE (October 1999 - December 2000)

Partner	TA projects				Funded Training/Seminars		Client networking and Ass'n. Build.		Market Development Services				Program Legacy Projects
	Regular	Piggyback	Long term VE	SUBTOTAL	Local Consultant	Piggyback VE	Networking	Association Building	Market Research	Trade Show Activities	East to East Study Tours	Business Missions	Funded Seminar projects
ACDI/VOCA	51	54	0	105	30	0	17	17	0	0	3	0	0
CDC	67	45	0	112	0	0	0	0	0	0	0	0	0
IESC	33	81	2	116	0	13	2	1	7	3	1	0	0
MBA	0	4	10	14	0	0	0	0	0	0	0	0	0
Totals to-date	151	184	12	347	30	13	19	18	7	3	4	0	0

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YEAR 2 TARGET

Partner	TA projects				Funded Training/Seminars		Client networking and Ass'n. Build.		Market Development Services				Program Legacy Projects
	Regular	Piggyback	Long term VE	SUBTOTAL	Local Consultant	Piggyback VE	Networking	Association Building	US - Based Market Research	Trade Show Activities	East to East Study Tours	Business-to-Business Missions	Funded Seminar projects
ACDI/VOCA	33	50	0	83	12	0	12	12	0	0	3	0	5
CDC	48	20	0	68	0	0	0	0	1	0	0	1	0
IESC	23	44	0	67	0	4	2	2	9	4	0	0	7
MBA	0	0	6	6	0	0	0	0	0	0	0	0	0
Year totals	104	114	6	224	12	4	14	14	10	4	3	1	12

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Program Year 2 Quarter I - TOTALS TO-DATE

Partner	TA projects				Funded Training/Seminars		Client networking and Ass'n. Build.		Market Development Services				Program Legacy Projects
	Regular	Piggyback	Long term VE	SUBTOTAL	Local Consultant	Piggyback VE	Networking	Association Building	US - Based Market Research	Trade Show Activities	East to East Study Tours	Business-to-Business Missions	Funded Seminar projects
ACDI/VOCA	8	11	0	19	6	0	3	3	0	0	0	0	0
CDC	11	3	0	14	0	0	0	0	0	0	0	0	0
IESC	6	17	0	23	0	1	1	0	1	0	0	0	0
MBA	0	0	3	3	0	0	0	0	0	0	0	0	0
Totals to-date	25	31	3	59	6	1	4	3	1	0	0	0	0

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Alliance project report (Year II Quarter I) page 2.

Technical Assistance

Partner	Project #	Project Type	Client Name	Class/Sector	Oblast	Volunteer Name	Owned by	Start Date	Completion Date
ACDI/VOCA	207039	Regular	Rural Community Development	Agribusiness	Kharkiv	Beth Oliver	female	10/15/2000	10/28/2000
	207040	Regular	Processors Associations Development	Agribusiness	Lviv	BJ Shannon	female	10/15/2000	10/28/2000
	207036	Regular	Meriol Pastry Production	Agribusiness	Lviv	Keith Hadden	female	10/17/2000	10/28/2000
	207027	Regular	"3-d legion" additives distribution	Agribusiness	Lviv	Arthur Fischer	male	10/22/2000	11/4/2000
	N/A	PB to 207027	Rostimex Bakery	Agribusiness	Ivano - Frankivsk	Arthur Fischer	male	10/22/2000	11/4/2000
	N/A	PB to 207039	Presentation at Kharkiv women's business center	Agribusiness	Kharkiv	Beth Oliver	female	10/26/2000	10/26/2000
	N/A	PB to 207036	Kolobok bakery	Agribusiness	Ivano - Frankivsk	Keith Hadden	male	10/30/2000	11/7/2000
	N/A	PB to 207026	Presentation at the bakers' seminar	Agribusiness	Khmelnitsky	Keith Hadden	male	10/30/2000	11/7/2000
	N/A	PB to 207026	Vadim Hakalo's confectionery	Agribusiness	Khmelnitsky	Keith Hadden	male	10/30/2000	11/7/2000
	207026	Regular	Kosovan confectionery	Agribusiness	Chernivtsi	Keith Hadden	male	10/30/2000	11/7/2000
	N/A	PB to 207027	Boryspil Flour Mill	Agribusiness	Kiev	Arthur Fischer	male	11/2/2000	11/2/2000
	207018	Regular	Nasoloda Khmelniyskiy bakery	Agribusiness	Khmelnitsky	Soma Gandikota	male	#####	11/18/2000
	207029	Regular	Edson Dairy	Agribusiness	Khmelnitsky	Dietrich Kroncke	male	#####	11/20/2000
	207045	Regular	Western Ukraine Feed Production Project	Agribusiness	Rivne, L'viv	Roy Chapin	male	#####	11/22/2000
	N/A	PB to 207045	Nasha Ednist Hog Production	Agribusiness	L'viv	Roy Chapin	male	#####	11/18/2000
	N/A	PB to 207018	Chernivtsy Bread Factory	Agribusiness	Chernivtsi	Soma Gandikota	male	#####	11/21/2000
	N/A	PB to 207029	Kamenets-Podilskiy Former Bread Factory	Agribusiness	Khmelnitsky	Dietrich Kroncke	female	#####	11/21/2000
	N/A	PB to 207029	Krasyliv Dairy Plant	Agribusiness	Khmelnitsky	Dietrich Kroncke	male	#####	11/23/2000
	N/A	PB to 207045	Presentation at the Feed Food Fair	Agribusiness	L'viv	Roy Chapin	N/A	#####	11/25/2000

CDC	323	Regular	Ellada-4	Distribution	Sevastopol	Robert Rice	Male owned	10/2/2000	10/18/2000
	336	Regular	Evromebel	Manufacturing	Odessa	Lanette Bowman	Female owned	10/2/2000	10/17/2000
	324	Regular	Ariana	Manufacturing	Odessa	William Cowles	Male owned	#####	11/2/2000
	359	Piggy-back	Children Art Center	Services	Odessa	Lanette Bowman	Female owned	#####	10/17/2000
	361	Regular	Intelcom - 2	Telecommunications	Odesa	Homer Koliba	Male	#####	11/22/2000
	228	Regular	YMI - 3	Education	Yalta	Tom Sheffer	Male	#####	11/30/2000
	319	Regular	Transit Express	Transportation	Yalta	Malcolm Peplow	Male	#####	12/2/2000
	299	Regular	Krayan	Manufacturing	Odesa	Homer Koliba	Male	#####	12/1/2000
	363	Regular	Transit Express - 2	Transportation	Yalta	Gloria G. Peplow	Male	#####	12/2/2000
	364	Regular	YMI - 4	Education	Yalta	Tom Sheffer	Male	#####	12/8/2000
	365	Regular	Transit-Express-3	Shipping and Transport	Yalta	Malcolm Peplow	Male owned	12/4/2000	12/16/2000
	366	Piggy-back	Crimea Chamber of Commerce and Industry	Business Association	Simferopol	Malcolm Peplow	Male owned	12/2/2000	12/2/2000
	329	Regular	Institute of Business and Law-2	Education	Odessa	Patrick Reilly	Male owned	12/8/2000	12/22/2000
	367	Piggy-back	Humanitarian Economic Open University	Education	Odessa	Patrick Reilly	Male owned	#####	12/14/2000

IESC

34317	PB to 34212	Galichina Hotel	Hotel/Restaurant	Lviv	Linwood Winkelman	Male	10/10/2000	10/30/2000
34224	R	Podillya Pershyi NGO	NGO	Khmelnyskiy	Wolfgang Price	Male	10/12/2000	12/17/2000
34362	PB	Kharkiv RBAC	Services	Kharkiv	Jack Getman	Male	10/13/2000	10/23/2000
34086	R	Lviv Consulting Group	Services	Lviv	Dennis Larney	Female	10/15/2000	11/3/2000
34318	R	Orthotech Service	Services/health	Kyiv	Art Forman	Male	10/15/2000	11/10/2000
34320	R	Grand Hotel	Hotel/Services	Dnipropetrovsk	Susan Snelson	Male	10/15/2000	11/15/2000
34363	PB	"Automagia" Co.	Services	Kharkiv	Jack Getman	Male	10/16/2000	12/4/2000
34131	PB to 34082	Grand Food Service	Restaurant	Lviv	John Sinkeldam	Female	10/17/2000	10/26/2000
34365	PB	"Index" Co.	Services	Kharkiv	Jack Getman	Male	10/18/2000	12/10/2000
34368	PB	Kupyansk Garment Enterprise	Services	Kharkiv	Jack Getman	Male	10/18/2000	12/10/2000
34367	PB	"Taurus" Ltd	Services	Kharkiv	Jack Getman	Male	10/19/2000	12/10/2000
34102	R	Luhv - 2	Services/Wholesale, retail	Lviv region	Sherman Fox	Male	10/20/2000	11/20/2000
34370	PB	Sensus	Services	Kharkiv	Jack Getman	Male	10/25/2000	
34371	PB to 34082	Olena Hotel	Hotel/Restaurant	Lviv region	John Sinkeldam	Female	10/26/2000	11/2/2000
34354	PB to 34318	Counterpart/CAP	Contractor USAID	Kyiv	Art Forman	Female	10/30/2000	11/10/2000
34378	PB to 34086	Rosan Capital	Services/Equipment	Lviv/Kyiv	Dennis Larney	Male	10/30/2000	11/2/2000
34379	PB to 34320	Ozeryanka KCPA	Services	Kharkiv	Susan Snelson		11/7/2000	11/17/2000
34212	PB	Hotel Central	Hotel	Donetsk	Jack Getman		#####	
34389	R	Poltava Credit Union	Services	Kharkiv	William Warettoni		#####	
34393	PB to 34389	Electrosvyaz	Services	Kharkiv	William Warettoni		11/24/00	
34446	PB	Scientific Center of Physics and Technology	Services	Kharkiv	William Varettoni	Male	#####	
34394	PB to 34132	Lviv Regional Employer's Association	NGO	Lviv	James Catoline	Male	#####	12/17/2000
34431	PB to 34132	Business Support Center	NGO	Lviv	James Catoline	Female	#####	12/21/2000

MBA

N/A	N/A	"Logos" Corporation	Services	Dnipropetrovsk	Jake Toner	Male	10/1/2000	9/30/2001
N/A	N/A	Alfa-Broker	Services	Kyiv	Nancy Rockel	Male	10/1/2000	9/30/2001
N/A	N/A	Alfa-Broker	Services	Kyiv	Erin Shumacher	Male	10/1/2000	9/30/2001

