



THE ALLIANCE

ACDI/VOCA • CDC • IESC • MBAEC

UNITED FOR STRENGTH & SERVICE

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**Quarterly Report for the
Business Development Division of USAID
(January 1st - March 31st, 2001)**

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:

Elena Amerova - ACDI/VOCA (Ukraine), Country Representative
Sergei Bystrin - CDC, Country Director
Victor Shmatalo - IESC, Country Director
Vladislav Trigub - MBAEC, Country Director
Kay Maxwell - US Chair of AEC

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.



Funded by the United States Agency for International Development

B. QUARTERLY UPDATE (January 1 to March 31, 2001)

1. Key Events in this quarter:

- In the quarter, the Alliance implemented a contingency plan that had been agreed with the Kyiv mission, anticipating a 2 to 3 months delay in the receipt of funding due in February. Under the contingency plan the volunteer based part of the Alliance program was temporarily postponed awaiting further funding. Local offices continued to draw-up agreements with clients in anticipation of a rapid influx of volunteers once further funding is received. Local programs, using local staff and hired experts, continued on schedule.
- On the Podillya Pershyi project - in the last quarter IESC transferred all USAID funding as envisaged to UCER. **During this quarter, Podillya Pershyi submitted to UCER and IESC a revised, more detailed, program budget and related workplan for the whole grant period (November 2000 – September 2002). The budget falls within IESC’s approval authority, (containing the same line items that have received the mission’s prior approval for IESC’s Alliance program) and was subsequently approved. On the basis of these new documents, IESC then reached agreement with Podillya Pershyi and UCER, on documents that will confirm quarterly performance and release tranches of funding from UCER to Podillya Pershyi.**
- This quarter the Alliance submitted to Kyiv mission the original agreements, with their translations, and all other pertinent documents for IESC’s sub-grantees (Meta Center, Lviv Consulting Group, Podillya Pershyi NGO and UCER) to be registered under the current Alliance program registration at NAUDEI, This registration will enable the sub-grantees to receive USAID program funding for their services without attracting local taxes.
- This quarter the Alliance has submitted to USAID Kyiv office the Cumulative Evaluation Results Report for the second and third quarters of the first year of the current program.
- Alliance clients and staff continue evaluating the results of projects completed in the fourth fiscal quarter of the current CA.
- The Alliance continues attracting local partner organizations to establish Business Advisory Services, based on the US SCORE concept and materials. The first Alliance volunteer to provide training on this topic is scheduled to arrive in June, to work with ProConsult in Kyiv. The Alliance’s Kyiv based staff will be also be trained at that time.

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

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

- **The total number of assistance projects of all types started in the second fiscal year reached 99, i.e. 33.2% of the year’s target of 298.**
- **This total includes 17 projects for women / partly women owned companies, i.e. 17% of the total projects started.**

Technical Assistance:



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- This quarter the Alliance started 12 technical assistance projects, bringing the total number to 72 TA projects during this fiscal year, i.e. 32% of the year's target of 224 projects.
- A total of 7 Alliance volunteers have provided in-country technical assistance this quarter, (3 – from the previous quarter; 4 – new arrivals)
- 31 Volunteers have been brought in-country in the fiscal year. They have averaged 2.3 projects each.

Funded training / seminars -

- The Alliance has delivered a total of 13 funded seminars (6 – this quarter), i.e. 81% of the year's target of 16.
- Attendance at the 13 seminars has totaled 548 company representatives, comprising 336 males and 212 females.

Client Networking & Association Building

- The Alliance has delivered a total of 11 events (4 – this quarter), 39% of the year's target of 28.
- Attendance has totaled 407 company representatives, comprising 244 males and 163 females.

Market Development Services

One US based Market Development ABLE project and one USVE projects have been started in the fiscal year to-date, i.e. 20% of the year's target of 10 projects.
One East-to-East Study Tour has been started in this fiscal year to-date, i.e. 33% of the year's target of 3 projects.

Program Legacy Projects

Two Alliance partners ACIDI/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 fourth 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 548 persons in total attending and benefiting from 13 events in the second year to-date.
- Immediate results of client networking projects are also considered highly satisfactory with 407 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 previously in our monthly reports, "Alliance at a Glance", and are now briefly covered in the attached partner's quarterly reports. ACIDI/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 (April 1 – June 30, 2001)

1. Key Expected Events

- To receive delayed funding.
- To receive the registration documents for Meta Center, Lviv Consulting Group, UCER and Podillya Pershyi from USAID.
- To report project result evaluations for projects completed in the fourth quarters of the first fiscal year.
- The Alliance will continue assisting its local partner organizations to establish Business Advisory Services, based on the US SCORE concept and materials.

2. Forecast of Deliverables

The Alliance is currently unable to forecast deliverables in the next quarter. As soon as further funding has been released, clients will be contacted with regards to re-scheduling their projects. It is anticipated that, once funding has been received, the Alliance will quickly accelerate up to a greater than normal program activity since, despite the temporary postponement, it will attempt to fulfill its full year's target on project starts.



Alliance Deliverables - Summary Report (January through March, 2001) page 1.

FULL PROGRAM TOTALS TO-DATE (October 1999 - March 2001)

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	36	0	18	20	0	0	4	0	0
CDC	67	45	0	112	0	0	0	0	0	0	0	0	0
IESC	37	90	2	129	0	13	2	1	8	3	1	0	0
MBA	0	4	10	14	0	0	0	0	0	0	0	0	0
Totals to-date	155	193	12	360	36	13	20	21	8	3	5	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

298

Program Year 2 Quarter 1 + Quarter 2 - 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	12	0	4	6	0	0	1	0	0
CDC	11	3	0	14	0	0	0	0	0	0	0	0	0
IESC	10	26	0	36	0	1	1	0	2	0	0	0	0
MBA	0	0	3	3	0	0	0	0	0	0	0	0	0
Totals to-date	29	40	3	72	12	1	5	6	2	0	1	0	0

99

Program Year 2 Quarter 2 only

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	0	0	0	0	6	0	1	3	0	0	0	0	0
CDC	0	0	0	0	0	0	0	0	0	0	0	0	0
IESC	4	8	0	12	0	0	0	0	1	0	0	0	0
MBA	0	0	0	0	0	0	0	0	0	0	0	0	0
Totals to-date	4	8	0	12	6	0	1	3	1	0	0	0	0

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