



**Accelerated Microenterprise Advancement Project (AMAP)
Business Development Services (BDS)
under Indefinite Quantity Contract
GEG-I-00-02-00016-00**

**ACDI/VOCA CONSORTIUM
Quarterly Performance Report No. 14
January 1, 2008 to March 31, 2008**

Prepared by
ACDI/VOCA

Submitted to
Jeanne Downing, Knowledge and Practice Task Order Cognizant Technical Officer

Submitted by

Carl Leonard
AMAP BDS Program Manager
Telephone: (202) 383-4968
Fax: (202) 783-7204
E-mail: CLeonard@acdivoca.org

Ruth Campbell
AMAP BDS Program Manager
Telephone: (202) 879-0239
Fax: (202) 626-8726
E-mail: RCampbell@acdivoca.org

April 30, 2008



Table of Contents

- I. Summary of the Quarter: Accomplishments, Issues and Activities Planned**
- II. Attachment 1 - Deliverables Tracker**
- III. Attachment 2 - FY08 Second Quarter Pipeline Analysis**
- IV. Attachment 3 - FY08 Second Quarter Estimated Expenditure by Activity**

Accomplishments during this Quarter (January 1, 2008 – March 31, 2008)

- Completed and posted the “Groups, Associations and Other Horizontal Linkages” briefing paper.
- Revised and posted the “Value Chain Framework” briefing paper.
- Revised the “Value Chain Governance” briefing paper and circulated it for comments.
- Reworked the “Designing for Competitiveness” briefing paper.
- Drafted the “Key Features of the Value Chain Approach” briefing paper and circulated it for review.
- Began work on four new briefing papers based on presentations given during the December Cairo value chain workshop: business enabling environment, ICT in the value chain, value chain finance, and pathways for project strategy.
- Completed the GMED India impact assessment baseline research report.
- Continued the development of value chain selection and analysis pages on microLINKS in a *wiki* format and began the development of the monitoring and impact assessment page.
- Reviewed and provided detailed comments on the Tanzania Country Study
- Coordinated the discussions between USAID/MD office, USAID/Tanzania, QED, Horticultural Development Council of Tanzania (HODECT) and ACDI/VOCA for a workshop designed to develop ideas and strategic recommendations for Tanzania's export horticulture sector. The workshop is scheduled for April 23, 2008 and will be facilitated by Margie Brand.
- Submitted the next-to-final draft of the Kenya STTA impact assessment to the AMAP CTO for comments. Contracted Gail Carter to write a summary of the report.
- Delivered a breakfast seminar to present the findings of and lessons learned from the impact assessment.
- Contracted Mike Field and Gary Gereffi to attend a COMESA meeting in the Seychelles and deliver presentations about AMAP work and the value chain approach.
- Continued discussions with Joan Parker and USAID CTO on development of the synthesis report on adapting the value chain approach to post-conflict environments.
- Finalized and posted three of the ten GUC case studies: IRC North Uganda Cotton, IRC Guinea Groundnuts, Mercy Corps Serbia Dairy.
- Began planning for the half-day workshop for USAID to be held in the Ronald Regan Building in June. Contracted AFE and EcoVentures to co-facilitate this activity.
- Contracted OTF to develop end-market analysis and positioning tools.
- Continued discussions with FIELD-Support and AMAP FS teams on the content and logistics of a joint conflict workshop. Developed presentation of AMAP lessons learned.
- Continued to engage with QED to design an AMAP dissemination strategy.

Issues Arising during the Quarter

- The role of ACDI/VOCA was discussed with TO CTO at the AMAP Year 2 work plan meeting in January, and it was decided that the Learning Network deliverable would be dropped.
- The close-out of QED's current contract and lack of certainty concerning the follow-on contract have meant that some activities have had to be put on hold (e.g., logical posting of deliverables on microLINKS, scheduling of Speaker's Corners, arranging a value chain finance competition, etc.).

Activities Planned for Next Quarter (April 1, 2008 – June 30, 2008)

- Begin revising and updating the value chain training curriculum based on the materials developed during the three regional workshops. Sessions applicable from workshops, such as the value chain framework will be integrated into the current training curriculum. New sessions, such as "Facilitation" will be part of "Workshop Synthesis Curriculum" which will be posted at microLINKS later in the year.
- Define additional value chain finance deliverables.
- Finalize the Business Enabling Environment, Governance, Value Chain Finance, “Designing for Competitiveness” and “Key Features of the Value Chain” briefing papers.

- Develop solid drafts of the ICT, Relationships and “Pathways” briefing papers.
- Begin Vertical Linkages briefing paper.
- Contract Ted Barber to review “Designing for Competitiveness” briefing paper and a briefing paper on engaging the private sector.
- Contract Criss Juliard to develop a briefing paper on participatory approaches to value chain analysis.
- Finalize GUC Synthesis Report.
- Continue to work on GUC literature review.
- Develop and deliver a half-day presentation at USAID headquarters on the key features of the value chain approach.
- Subcontract EcoVentures to facilitate Tanzania Horticulture workshop, scheduled for April 23rd, 2008.
- Continue work on various wiki pages. Contract Gary Gereffi and his students to contribute to the wiki,
- Subcontract 6-10 leading implementers of value chain programs to write case studies on best practices in implementation and increase AMAP outreach to implementing agencies.
- Begin work on a briefing paper on the implications of the Kenya impact assessment report.
- Draft a summary of the Kenya impact assessment report.
- Finalize four additional GUC case studies.
- Participate in PSD-IAI Meeting April 30, 2008
- Translate three published briefing papers into French and Spanish for wider distribution to projects and missions.
- Hire a deputy program manager for AMAP.