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PD-AAJ-437

Attachment B ISN 938

FINAL PROPOSAL FOR CONTINUING SUPPORT UNDER
THE AGENCY FOR INTERNATIONAL DEVELOPMENT
INSTITUTIONAL GRANTS PROGRAM

APPLICANT:	Virginia State College Petersburg, Virginia 23803
DATE:	November 1, 1976
GRANT TITLE:	Low-Income Farmers and Small Business Units
Amount and Terms of Original Grant Plus Amendments:	\$500,000.00 (5 years) (May 19, 1972 - May 18, 1977)
Amount and Terms of Proposal:	\$350,000.00 (2 years) (May 19, 1977 - May 18, 1979)
AID Sponsoring Technical Office:	Office of Agriculture

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PROJECT DESIGN SUMMARY

**PROJECT DESIGN SUMMARY
LOGICAL FRAMEWORK**

Life of Project:
From FY 5/19/77 to FY 5/18/79
Total U.S. Funding \$350,000.00
Date Prepared: Nov. 29, 1976

Project Title & Number: Low-Income Farmers and Small Business Units

NARRATIVE SUMMARY	OBJECTIVELY VERIFIABLE INDICATORS	MEANS OF VERIFICATION	IMPORTANT ASSUMPTIONS
<p>Program or Sector Goal: The broader objective to which this project contributes:</p>	<p>Measures of Goal Achievement:</p>		<p>Assumptions for achieving goal targets:</p>
<p>Project Purpose:</p> <p>To further develop Virginia State College's response capability and multi-disciplinary capacity to assist LDCs (with emphasis on low-income farmers and small business units) while facilitating greater utilization of the capacity developed.</p>	<p>Conditions that will indicate purpose has been achieved: End of project status.</p> <p>(1) five and one-fourth full-time man-year staff equivalent (ten persons of which six are "core" professionals) with knowledge and experience in working collaboratively with LDC professionals;</p> <p>(2) up to four professionals available for participation in AID projects;</p> <p align="right">(continued)</p>	<p>(1) Annual reports, project appraisal reports (PARs), on-site reviews.</p> <p>(2) Annual reports, Regional Bureau documentation.</p> <p>(3) VSC publications, on-site reviews.</p>	<p>Assumptions for achieving purpose:</p> <p>(1) there is still a need for the competence and expertise being developed at VSC;</p> <p>(2) Regional Bureaus will identify opportunities to utilize VSC staff capacity and expertise;</p> <p>(3) faculty and administration at</p> <p align="right">(contd)</p>
<p>Outputs:</p> <p>(1) expanded knowledge base for research in manpower, management, production, marketing in LDCs;</p> <p>(2) advisory and consultation capacity for participation in design, analysis and/or execution of AID projects in LDCs;</p> <p align="right">(continued)</p>	<p>Magnitude of Outputs:</p> <p>(1) at least 12 small field research projects on LDC problems;</p> <p>(2) 25-33 man-months available for advising and consulting;</p> <p>(3) [a] additional graduate courses in Agricultural Economics, [b] 5-7 new graduate research assistants [2-3 from LDCs] supported by grant funds, [c] faculty and student exchange with UST in</p> <p align="right">(contd)</p>	<p>(1) Annual reports, PAR's completed research projects (monographs, theses, reports, working papers).</p> <p>(2) Annual reports, trip reports, consultation with regional bureaus.</p> <p>(3) VSC catalog, Ec. and Agri. Econ. Departments, records, linkage agreements.</p> <p>(4) Annual reports, regional bureaus and mission correspondence, formal linkage agreements.</p> <p align="right">(contd)</p>	<p>Assumptions for achieving outputs:</p> <p>(1) VSC and LDC professionals collaborate on problems affecting LDCs;</p> <p>(2) faculty remains interested in advisory and consulting services;</p> <p>(3) facilities are sufficient for increasing information capacity;</p> <p>(4) sufficient interest in forming linkages and networks exists in domestic and LDC institutions;</p> <p align="right">(contd)</p>
<p>Inputs:</p> <p>VSC (1) Computer, teaching, library, office, administrative and accounting facilities.</p> <p>(2) Support services from: CSRS: Agricultural Extension Service (AES).</p> <p>AID (3) Financial support.</p> <p>(4) Project management (TA/AGR) involvement.</p> <p align="right">(contd)</p>	<p>Implementation Target (Type and Quantity)</p> <p>(1) Present facilities adequate with college resources of approximately \$55,000/yr. during and beyond the grant.</p> <p>(2) Approximately 20 man-days/yr. from CSRS and AES.</p> <p>(3) \$350,000 over two years from AID.</p> <p>(4) Approximately 20 man-days/yr.</p> <p>(5) Approximately 10 man-days/yr.</p>	<p>(1) Annual reports</p> <p>(2) Annual reports</p> <p>(3) PIO/Ts, other AID records</p> <p>(4) PARs, correspondence with VSC</p> <p>(5) On-site review, R & DC minutes</p>	<p>Assumptions for providing inputs:</p> <p>(1) facilities will be available at VSC;</p> <p>(2) CSRS and AES support grant objectives and service will be forthcoming;</p> <p>(3) grantee could not develop its capacity without financial support;</p> <p align="right">(contd)</p>

PROJECT DESIGN SUMMARY
LOGICAL FRAMEWORK

Page 2
Life of Project:
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NARRATIVE SUMMARY	OBJECTIVELY VERIFIABLE INDICATORS	MEANS OF VERIFICATION	IMPORTANT ASSUMPTIONS
<p>Program or Sector Goal: The broader objective to which this project contributes:</p>	<p>Measures of Goal Achievement:</p>		<p>Assumptions for achieving goal targets:</p>
<p>Project Purpose:</p>	<p>Conditions that will indicate purpose has been achieved: End of project status.</p> <p>(3) increased competence of faculty and staff working on problems of manpower, marketing, production, management and credit in LDCs.</p>		<p>Assumptions for achieving purpose:</p> <p>VSC remain committed to and interested in working collaboratively on LDC problems.</p>
<p>Outputs:</p> <p>(3) education and training capacity in economics, agriculture and rural development;</p> <p>(4) linkages and work with LDCs, U.S. and international institutions; and</p> <p>(5) information capacity and dissemination.</p>	<p>Magnitude of Outputs:</p> <p>Urban and possibly two other institutions in other LDCs.</p> <p>(4) [a] new linkages with LDCs, U.S. and international institutions, [b] collaboration with AID, LDCs, U.S. and international institutions;</p> <p>(5) [a] an additional 1,000 volumes pertaining to international development for library, [b] 6-8 master's theses.</p>	<p>(5) Library acquisition lists, BERD's monographs, theses, working documents; BERD's EYEVUEW; conference proceedings.</p>	<p>Assumptions for achieving outputs:</p> <p>(5) students interested in pursuing international development work and can be recruited.</p>
<p>Inputs:</p> <p>(5) Regional Bureau involvement.</p>	<p>Implementation Target (Type and Quantity)</p>		<p>Assumptions for providing inputs:</p> <p>(4) guidance and direction needs to be given to grantee's program;</p> <p>(5) Regional Bureau need to be involved in decisions affecting countries in their regions.</p>

I. DESCRIPTION OF PROBLEM

Despite the rich stores of mineral and agricultural wealth, the vast majority of the peoples of LDCs, and Africa in particular, barely have enough to support life above the subsistence level. Long hours of back-breaking labor with antiquated tools to sow and harvest crops barely adequate to support life, high rural under-employment and mounting unemployment in squalid urban slums, malnutrition and disease with a life expectancy of about half that of developed countries, the absence of adequate credit and/or credit facilities to finance production, inadequate managerial practices and techniques, poor marketing and information systems, and disastrously low income are the problems faced by the vast majority of the population. ~~Rural development is intended to reduce poverty by addressing these problems so that the physical well-being and quality of life of the rural poor can be improved.~~

~~Overall per capita production in LDCs has not shown much increase, and increases in productivity in the already commercialized rural sub-sector have had relatively little impact on the living standards of the subsistent population.~~ Furthermore, the manufacturing sector of LDCs has only a ~~relatively small indigenous entrepreneurial element which has little or no linkages to the resources or demands of the rural sector.~~ This acts as a constraint to development. In the absence of effective development in the rural sector, development in the manufacturing and the service sectors will be restrained by inadequate effective demand from the majority of the people. Improving the living standards of the largely subsistent rural population will serve ultimately as the most appropriate way of stimulating overall development.

A strategy for rural development must recognize that: the rate of transfer of people out of low productivity agriculture and related activities into more rewarding pursuits will be slow; rural areas have labor, land and at least some capital which, if mobilized, could reduce poverty and improve the quality of life; the mass of people in the rural area of developing countries has varying degrees of poverty, and their position is likely to get worse if the problems are not properly researched and addressed within the framework of the local environment.

The ~~rural entrepreneurs, consisting of actual and potential farmers and non-farmers, must be presented with alternative ways of realizing a higher standard of living.~~ They must be more informed about: the types and availability of resources and the kinds of resource mix that can increase their output; the operation of the marketing system, and information regarding output and inputs prices; new management practices and techniques that would be more efficient; and the availability of services provided by local government and others. But before they can be presented with alternatives and secure useful information, applied research on the problems of rural poverty must be carried out.

Despite a great variety of approaches tried by donors and national agencies and despite a great amount of experience generated by these efforts, ~~past development programs on the low-income rural populations in Africa have had only limited impact and the problems of rural poverty remain acute.~~ The dismal record of national plans underscores the fact that development cannot be attained merely by transplanting to Africa the refined planning and operational techniques devised to allocate resources in developed countries such as input-output tables and the like.

Virginia State College (VSC), long accustomed to resolving problems of the rural poor in Virginia and, more recently, with the creation of its Bureau of Economic Research and Development (BERD) in 1969, has developed a capacity consistent with the requirement of AID and other donors for resolving problems of rural poverty in LDCs. This capacity is based on BERD's experience in the local rural area (South Central Virginia) which has problems quite similar to those in LDCs; and from actual experiences in an LDC (Ghana).

~~The grant title "Low Income Farmers and Small Business Units" focuses on a program for rural development in LDCs that encompasses: an expanded knowledge base for identifying, designing, analysing, and evaluating rural development problems; advisory capability in agricultural credit, agricultural marketing and distribution, production of agricultural and non-agricultural goods, and management techniques; education and training of personnel at VSC as well as in LDCs; linkages and collaboration with LDCs, U.S., and international institutions and AID; and an information dissemination capacity.~~

VSC, in close collaboration and cooperation with AID, U.S. and international institutions, will carry out a rural development program in LDCs that will address the problems set forth above. Within the constraints of the grant and the limitations of VSC's capability, the goals will be; to improve the living standards of people in LDCs; and to establish a sound knowledge base as a source of input for resolving problems in LDCs.

II. DESCRIPTION OF GRANTEE

Virginia State College has had a long history of close relations with people enmeshed in poverty. Its location and the area of the State to which it provides the most service are within the Appalachian region of the United States. This region generally, is regarded as uniquely poor

relative to the remainder of the State and Nation. VSC's students predominantly are from low income rural families within the State of Virginia, and the majority of them are from the rural communities of South Central Virginia located in the Appalachian region.

Insufficient resources due to years of discrimination and inequality have placed the predominantly Black college in a decidedly disadvantageous position, restraining the development of its knowledge base and expertise in working on rural development problems of LDCs. However, the longstanding relations of the college faculty and staff with rural poor families and the decades of working on rural development problems in areas of Virginia, with problems similar to those of LDCs, have generated a knowledge base sufficiently qualified to be adapted to development problems faced by people in LDCs. (Moreover, the US-AID 211(d) grant awarded to Virginia State College in 1972 has provided VSC with the support necessary for developing and expanding its capacity to address and resolve problems facing small rural farm and nonfarm business units.) The skills developed and knowledge gained as a result of this program are to be used in assisting AID, LDCs, and other donors with an interest in rural development work.

The college, through its BERD has a problem-oriented quality response capability consisting of a multidisciplined staff of ~~five and one-half full-time "core" professional staff equivalent, and three-fourth full-time "non-core" professional staff equivalent, with competence in a wide range of subjects encompassing manpower, marketing, production, credit, management, business, and education.~~¹

¹ ~~"Core" professional staff refers to BERD's staff; while "non-core" professional staff refers to VSC's staff/faculty with Associate BERD status. The latter consists of faculty members of the Department of Sociology, Business Administration, Education and Economics.~~

The ~~US-AID-211(d)~~ grant was a primary factor enabling VSC to develop a ~~graduate curriculum in Economics~~ with one of the areas of concentration being that of ~~economic development~~. As a part of the grant program, BERD works collaboratively and cooperatively with the Department of Economics in ~~training their graduate students interested in economic development through the teaching of courses and the supervising of research work~~ carried out by the students in fulfilling the requirements for their Master's degree. In addition, BERD uses part of its grant fund in offering ~~research assistantships to qualified graduate students with interest in economic development~~, and also in ~~financing scholarship students in economics at the undergraduate level~~.

The 211(d) grant has ~~enabled the college to increase and broaden its interest and awareness of problems affecting LDCs~~. It has enabled the college to ~~attract, recruit and retain faculty and staff members committed to working on rural development problems in LDCs~~. Both graduate and undergraduate students with a primary interest in economic development have received ~~financial support, academic counsel, and thesis supervision from staff supported with grant funds~~. The Virginia State College/University of Science and Technology (VSC/UST) ~~linkage program supported by the 211(d) grant has enabled BERD's staff members to significantly increase their capability to identify, design, analyze and evaluate projects related to agriculture and rural development in Ghana~~.

The college's commitment to work on problems of rural farm and nonfarm units can be measured by the following BERD research activities:²

²A complete list of activities can be found in BERD annual reports to US-AID.

(A) ~~Research Projects~~

- (1) "An Overview of Economic and Social Activities in South Central Virginia." (One completed and four forthcoming BERD monograph publications).
- (2) "Credit Programs and Policy with Respect to Small and Medium Sized Establishments." (One Master's Thesis, one BERD monograph and one professional paper).
- (3) "The Economic Impact of Highway Investment on Development." (One working paper, and one professional paper).
- (4) "Social and Economic Characteristics of Rural Women." (One working paper; one thesis project, and one research project in progress).
- (5) "The Small Farmer and Agricultural Marketing in South Central Virginia." (One BERD monograph in progress).
- (6) "Human Resources in South Central Virginia." (One research project and one Thesis project in progress).

(B) ~~Seminars and Conferences~~

- (1) "Regional and International Economic Development Planning Conference (1975)."
- (2) "Seminar on the Coming of Age of Africa" - (in progress) including lectures on:
 - (a) The Role of Agricultural Credit in LDCs; and
 - (b) Problems of Small Farmers in Rural Development.

(C) ~~Linkages and Collaborative/Cooperative Relationships with LDCs.~~

- (1) Student Exchange program under the VSC/UST (University of Sciences and Technology, Ghana) linkage.
 - (a) Two UST students currently enrolled in Master's program at VSC.
 - (b) Two BERD Research Assistants (students) to conduct research in Ghana for Master's Thesis, beginning January 1977.
- (2) VSC staff members to UST for Research and Teaching:
 - (a) One currently in Ghana with two research projects underway - "Enterprise Combination and Capital Requirements" and "Socio-Economic Aspects."
 - (b) One scheduled for Ghana (December 1976) to conduct Marketing study.

The assigning of BERD's staff members to Ghana to do research on specific problems of interest to Ghana, the exchanging of students for training and data collection in preparation of theses, and the joint holding of conferences aimed at problems peculiar to LDCs are evidence of VSC's interest in coming to grips with problems affecting rural development in LDCs.

The administration of VSC has fully supported and encouraged involvement and participation of its faculty and students in economic development in LDCs. The establishment of the linkage in Ghana, the sharing of the College's facilities for purposes consistent with the grant, and the sharing of administrative time and efforts to resolve matters affecting efficient operations of BERD are all reflective of its strong commitment to the rural development program in LDCs.

Although the 211(d) Institutional Grant has been the major source of funds for grant related activities, the College, through its BERD, ~~has utilized some \$58,000 of state appropriated funds during the past year to support grant related activities that were domestic in nature.~~³ These funds have been used to support salaries, research activities, travel, communication, and publications. In-kind contributions have included office space, equipment, furniture, library facilities, and administrative time. (See also Section IV. E, Alternative Funding, p. 17).

³ See Table 1. Input Budget Summary - For Summary Distribution of Funds in years 5, 6 and 7.

~~Efforts are being made to secure additional funds from the Cooperative State Research Service (CSRS) at VSC and from Title XII--Pamine Prevention and Freedom from Hunger.~~ Furthermore, BERD is in constant contact with offices of the African Bureau and AID Missions, other US Government Agencies and international and private organizations in search of additional funding to insure a maximum self-sustaining capacity. Realizing that the 211(d) grant is terminal, BERD is committed to seeking other sources of funding that will help sustain the capacity developed during the life of the grant to resolve rural development problems in LDCs after grant expiration.

The extension of the grant will enable the College through BERD to expand the scope of its work on problems affecting rural people in LDCs. Since the participation of other minority schools in international development work is minimal, Virginia State College's work with LDCs is to be regarded by the minority university community as a primary example of how the competence and expertise available at these institutions can be developed and strengthened to increase the resources needed to assist AID, LDCs and other international donors in their efforts to improve the quality of life in less developed countries.

Virginia State College is firmly committed to working collaboratively with LDCs on problems impeding economic development in agricultural and rural areas. The extension of the grant funds will enable Virginia State College to increase and strengthen its capacity to assist AID and other donors in their work in rural agricultural development. Furthermore an extension of the grant will enable Virginia State College to increase the number of minority professionals trained and experienced in working collaboratively with LDC professionals on problems of rural development; and

will enable it to develop new linkages with other LDCs, and facilitate the exchange of faculty, staff and students from developing countries.

VSC's administrators are presently making a "mission and scope" study of the College. The administration, under the new President, Dr. Thomas Law, has made it clear that BERD has demonstrated that it is a viable entity in the mission objective of Virginia State College and pledges support to assure that it will continue to hold a favorable position in the institution's priority matrix in the years to come.

The Board of Visitors approved just over a year ago an organizational structure that identifies BERD and the AID program in a Division of Research and Development with responsibilities to the office of the Executive Vice-President and Vice-President for Academic Affairs of the College.⁴ Such approval is reflective of the importance being placed on the functions of BERD by the administration of VSC.

III. ~~PURPOSE, OBJECTIVES AND ACTIVITIES~~

A. Purpose

The revised purpose of this particular grant extension is to develop specific utilizable capacities at Virginia State College in the areas of Manpower, Marketing, Management and Production as they relate to agricultural and rural development, with emphasis on the problems of small rural farm and non-farm units. The grant focuses on: expanded knowledge base; advisory capability; education and training; linkages; and informational capacity and dissemination. These areas have been selected to coincide with the needs of US-AID in project design, analysis, and/or evaluation activities. In addition to enabling the College to improve its capability to provide assistance in LDCs, the grant extension will support the College's Master of

Arts degree program in Economics with a concentration in Economic Development, and provide support for a limited number of research assistantships. Furthermore, the grant extension will enable the College to strengthen its linkage program with Ghana and establish new linkages and collaborative/cooperative arrangements with AID, LDCs, U. S. and international institutions. Such linkages and arrangements will facilitate the expansion of VSC's knowledge base and institutional capacity to assist AID, LDCs and other donors in rural development work; and will allow VSC to draw in talents from other institutions for these purposes. The grant extension will also facilitate an expansion of VSC's capacity to assimilate and disseminate information on activities concerning the rural poor through its library, seminars, workshops and monograph and newsletter publications.

B. Major Objectives/Outputs

The expected outputs generated by the grant extension are grouped under the following categories:⁵

I. Expanded Knowledge Base

- (a) field research projects in LDCs and LDC related domestic projects.
- (b) participation of VSC's staff in design, analysis and/or evaluation of US-AID projects in LDCs.

II. Advisory Capability

- (a) increased "core" staff capacity in identification and research of rural development problems.
- (b) increased Virginia State College's staff capability in rural development.
- (c) release time for faculty and staff members to respond to AID and LDC requests for consultative and advisory assistance in design, analysis and evaluation of projects.

⁵See: Table 2. Output Budget Summary.

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III. Education and Training Capacity

(a) Master's degree program at VSC

- (1) Support U. S. and LDC graduate students.
- (2) Courses relevant to rural development.
- (3) Training in research methods, survey techniques, field projects and writing.

(b) Seminars, workshops, short courses and conferences.

(c) VSC staff research projects.

(d) LDCs staff training and research projects.

IV. Linkages and Network

(a) strengthened the existing rural development linkage with LDCs (Ghana).

(b) new linkages with LDCs, U. S. Institutions.

(c) collaboration with AID, LDCs, U. S. and international institutions.

(d) established access to other institutions, including:

- (1) LDCs institutions
- (2) U. S. institutions
- (3) International institutions and centers
- (4) AID

V. Information Capacity and Dissemination

(a) Library acquisitions - books and materials.

(b) Reports of research completed and/or in progress.

- (1) Publications including monographs, newsletters, working papers and reports.

- (2) Conferences, workshops and seminars.

(c) Conferences and Proceedings.

Expanded Knowledge Base

~~Virginia State College plans to conduct several small field research studies designed to expand its present knowledge base on various problems affecting rural development in LDCs.~~ The following topics provide examples of VSC's research interests:

- (1) Agricultural Credit (as it affects small farmers and small rural business units);
- (2) Marketing of Agricultural Production
- (3) Transportation Problems in Food Marketing;
- (4) Management and Resource Inputs in Production;
- (5) Manpower Training Needs in LDCs (supply and demand requirements).

~~The research work will be carried out by staff members and graduate students supported by the grant.~~ The countries in which the studies will be based are Ghana and others with which new linkages and relationships will be formed. ~~Virginia State College is presently conducting field research in Ghana through its linkage agreement with the University of Science and Technology in the following areas.~~

- (1) Socio-economic Impact of Production of Agricultural Implements for use in Rice Cultivation, Harvesting and Processing.
- (2) Enterprise Combination and Capital Requirements in Northern Ghanaian Agriculture (Case Study in the Kumbungu area).
- (3) The Political Economy of Food Marketing in Ghana:
1972 - 1976.

~~It is currently discussing linkage arrangement with Liberia, and investigating possible linkages and relationships with other countries.~~

Advisory Capability

~~The college will make available a limited number of staff and faculty members in response to requests for technical assistance from AID and LDCs for participation in project design, analysis and/or evaluation of projects. (See Attachment 1). Six and one-fourth full-time man-year staff equivalent (nine persons) will be supported by the grant during grant year 5; seven and one-fourth full-time man-year staff equivalent (ten persons) will be supported during grant year 6; and five and one-fourth full-time man-year staff equivalent (ten persons) will be supported during grant year 7. Up to four staff members will be available for participation in AID projects during each year of the extension (see paragraph 1, page 19). It is estimated that each of these staff members will be available for up to 20 percent of their time in advisory or consultative capacities with AID's projects. (Attachment 1). It is expected that the costs of travel and per diem allowances of staff members selected by AID for participation will be paid by the AID requestor; while the salary of the staff member (requestee) will be paid from the grant fund. The college will be prepared to suggest, when appropriate, other talent sources through its linkage arrangements with U. S. universities and colleges and LDCs in support of AID's projects.~~

VSC will detail research staff members to LDCs for up to eighteen man-months during each of years 5 and 6 of the grant; and up to twelve man-months during year 7 of the grant. These staff members will collaborate and cooperate with LDC professionals in project identification, design, analysis and evaluation. VSC will be prepared to utilize grant funds to bring LDC professionals and research assistants to VSC under

the terms of its linkage agreements with LDCs. The appropriate use of such LDC personnel will provide some flexibility in the extension program to facilitate the participation by VSC's staff in AID's projects, and the development of a broader advisory/consultative capacity,

The College, through its BERD, will be prepared to take advantage of its close proximity to AID/Washington to be advised on AID priorities and to provide Bureaus with current information on BERD's capability and commitment to work on LDC problems. It will also be prepared to take advantage of any AID program such as workshops and seminars that will enhance the advisory capability of its staff.

Education and Training Capacity

The ~~Master's Degree program in Economics~~ with one of the areas of concentration being in Economic Development, offers a wide ~~range of courses~~ including Economic Theory, Economics of Underdevelopment, International Economics, Manpower Economics, Managerial Economics, and Agricultural Economics. U. S. and LDC graduate students supported during the extension period as research assistants will get ~~exposure to and training in research methodologies and field exercises~~ (surveys, etc.) by assisting Research Associates in their work. The students also will ~~receive supervision and direction~~ on their thesis research from the Research Associates.

The courses and research training received by U, S. and LDC graduate students under the extension will be relevant to rural development and will ~~prepare them to participate in project identification, design, analysis and evaluation of AID projects~~. Graduate student research assistants will receive valuable field work experience in LDCs where up to

four of them will conduct their thesis research work (collection and processing of data) during the two year extension of the grant.

VSC, through its BERD, will conduct seminars, workshops, short-courses and conferences with focus on rural development problems (discussed in I above) in LDCs. Staff and faculty members, as well as graduate student research assistants, will participate in these activities to increase their knowledge and to share their experiences with colleagues and others interested in international development work.

VSC's staff and faculty members engaged in research work in LDCs will gain valuable experience and training which will be useful in addressing and resolving problems of rural development. Furthermore, LDC personnel with VSC's staff and faculty members, will benefit from the association and receive training and experience that will also be useful in resolving rural development problems.

Linkages and Network

Virginia State College, through its BERD, ~~will strengthen its existing linkage program in Ghana and will seek to establish linkages with other LDCs, U. S. and international institutions.~~ Further, it will seek to collaborate and cooperate with AID, LDCs, U. S. international institutions in establishing an information system for the exchange of data and other pertinent information pertaining to rural development in LDCs.

~~VSC will seek to increase its ties and relationships with U.S., LDCs, AID and international institutions involved in rural development work through cooperation and collaboration so as to improve the knowledge of its staff, faculty and students in rural development, and thus provide~~

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AID with a reliable and competent source of talent from which to draw upon for utilization in its projects.

Information Capacity

Over the last several years, VSC has acquired a sizeable number of ~~volumes of books and materials on rural development~~. The BERD library, where the majority of these volumes is housed, has a part-time librarian to catalogue and arrange its holdings and make them available to those seeking information on rural development. VSC, through BERD, ~~will expand its library holdings~~ under the grant extension and continue to share its library resources with persons interested in using them.

Reports of VSC's research projects and other activities in rural development are disseminated through ~~BERD's newsletters, monographs, working papers, proceedings and professional papers~~. VSC will also share its work in rural development through presentations at conferences, seminars and symposia during the grant extension period.

C. Critical Assumptions

~~A principal critical assumption is that US-AID will work closely with Virginia State College in carrying out the mutually agreed upon grant objectives~~. This cooperation will include, but not limited to funds for travel and per diem expenses from Africa Bureau to participating VSC staff and faculty in project design, analysis and evaluation of AID's projects.

It is also assumed that AID ~~will assist VSC in making appropriate contracts in LDCs, international institutions and centers, and elsewhere in efforts involving advisory services, research projects, seminars and conferences and other activities~~.

Other critical assumptions include:

1. The ability of Virginia State College to recruit and employ professional economists/agricultural economists and research assistants with interest in pursuing research and work in LDCs prevails;

2. ~~AID identifies opportunities and encourages participation of VSC faculty members for utilization in advisory/consulting activities in agricultural and rural development in LDCs;~~
3. Sufficient interest in forming linkages and networks exists in domestic and LDC institutions;
4. U. S. institutions and international organizations with similar interests to those of VSC in rural development are desirous of having collaborative arrangements, or that suitable collaborative arrangements can be obtained;
5. VSC, Cooperative State Research Service and Agricultural Extension Service support grant objectives, and in kind services will be forthcoming.

D. Financial Plan

Financial plans, including annual budgets of the fifth year of the original grant and the two grant extension years, by major cost element and by objectives/outputs, are presented in tabular form below. (Table 1 and 2).

E. Alternative Funding

The potential alternative funding sources include: USDA Cooperative State Research Service (CSRS); Title XII; contractual arrangements with AID and other donors with international interest; and utilization support from AID.

A proposal submitted to CSRS is under review. BERD will attempt to obtain funding from this source on a yearly basis so as to assure a continuance of funds to support activities and resources related to the grant program.

Whereas Title XII has not yet been operative, VSC, through BERD, is in continuous contact with officials of the program; and will attempt to become involved in it when it becomes operative.

VSC will continue to seek funding from AID-Washington and AID Missions that will supplement the grant funds and/or expand its scope of activities in LDCs. VSC, through BERD, will attempt to secure a contract with AID-Ghana in its rural development program project: "District Planning and Rural Development."

VSC will also seek utilization support from the Africa Bureau in the form of travel and per diem allowances for its staff participating in AID projects.

In support of the grant, VSC will also provide:

- (1) office space, equipment, and services for students, staff, and faculty working to attain grant objectives;
- (2) library and computer science facilities;
- (3) administrative and technical assistance by deans, department heads and directors.

F. Utilization

Virginia State College, through its BERD, is developing its capability to respond to requests for utilizing the various services currently available at the institution within its manpower and resource (funding) constraints.

Over the next three years, VSC plans to sponsor graduate level training for at least two students from developing countries. These students will come from countries with which the College has established a linkage, and will pursue the master's degree program in economics which emphasizes rural development. This training will strengthen the capabilities of these individuals in working with institutions in their countries on problems affecting their economic and social development.

~~Virginia State College also plans to make available faculty members in economics, agricultural economics or other disciplines which serve as part of their multidisciplinary capacity to assist AID and LDCs in short term (up to two months) advisory and consultation services such as project design, analyses, and evaluation.~~ Grant funds would be utilized to provide release time for participating faculty members. However, necessary travel and per diem allowances would generally be financed through other instruments most appropriate for this purpose.

Utilization of the capacity at Virginia State College should be planned in advance to enable the College to respond effectively and in a timely manner to requests for technical assistance in the areas of manpower, marketing, management

of developing countries. A list of staff and faculty members available for utilization, with their areas of expertise is presented in Attachment 2. The following schedule indicates time periods and number of man-months the College can make available for short-term assistance activities in developing countries, with minimal disruption to the normal College program in economics, agricultural economics and other disciplines which form the nucleus of the College's capacity:

<u>Year 5</u>		<u>Year 6</u>		<u>Year 7</u>	
<u>Time Period</u>	<u>#MMs</u>	<u>Time Period</u>	<u>#MMs</u>	<u>Time Period</u>	<u>#MMs</u>
Dec. 1976-Apr. 1977	3	Jun.-Sep. 1977	3-5	June-Sep. 1978	6-8
		Feb.-May 1978	5-7	Jan.-May 1979	8-10
Totals	3MMs		8-12MMs		14-18MMs

As the table indicates, Virginia State plans to increase the number of man-months it will devote to short-term activities over the next three years. By utilizing VSC's capacity in this manner, the institution will be better prepared to participate in cooperative agreements, contracts, etc. The response capability can be tapped in accordance with the designated available time periods (See Attachment 1), college rules and regulations, and within the designated resource constraints.

IV. ~~EVALUATION AND REPORTING~~

~~A comprehensive on-site progress review of grant extension will be conducted by the end of the first year of the extension using the mutually agreed upon objectives/output indicators as a basis for evaluation. Information will be developed on how the grant has been used to sustain and focus a viable institutional response capability for use by EDGs, other donors and AID. Trip reports, research project papers and monographs, worksheets and workplans developed in preparing this grant, plus the annual reports and other pertinent documents will be used as guidelines in evaluating progress. The principal issue at this review will~~

~~be the assessment of status of the AID grant program at VSC in accordance with both the progress to date and current AID priorities. The review will also determine what progress has been made by the grantee toward making its institutional response capabilities in the areas of agricultural and rural development self-sustaining at such time as the grant expires.~~

VSC will submit an ~~annual report to the Grant Project Office (TAB)~~ upon completion of each year's work - or other mutually agreed upon periods. This report will include ~~accomplishments in terms of output indicators during the reporting period, and activities under the grant program in accordance with published reporting guidelines.~~ The final report will be completed and submitted within three months after the expiration of the grant extension. It will include summary statements of the activities and accomplishments under the grant program.

V. ~~SPECIAL TERMS AND CONDITIONS~~

Role of Women

Participation of women in the grant activities has always been a concern of BERD and VSC. In the past women have participated in the grant program as research assistants in BERD. Currently, BERD is reviewing the credentials of women for a staff position under the grant extension. BERD will arrange for participation of women, whenever feasible, in operating capacities in the grant extension program.

Environmental Impact

The activities to be carried out under the proposed grant extension will not in themselves have an impact on the environment, but such activities may disclose potentially adverse consequences of given practices, particularly production and management practices in farming, that can be guarded against. Sound environmental decisions regarding the use of inputs (i.e. land, water, etc.) by business units (farmers and non-farmers) are central to the planning and development processes of IDCs. The inclusion of environmental and ecological

factors at the design and analysis stages of the research projects are therefore, highly warranted. VSC will make an effort to include factors affecting the environment and the ecology of LDCs, wherever appropriate, in its rural development activities in LDCs under the grant extension program.

Inputs By Categories	AID GRANT			VSC/OTHER ¹		
	Original Grant	Grant Extension		Year 5	Year 6	Year 7
	Year 5	Year 6	Year 7			
Salaries	92,375	122,020	95,089	34,000	34,000	34,000
Assistantships & Scholarships						
(1) Graduate Students	23,900	24,650	17,000	---	---	---
(2) Undergraduate Students	6,000	---	---			
Travel	17,100	10,700	12,900	4,000	4,000	4,000
Supplies, Equipment and Materials	3,000	4,500	6,000	6,000	6,000	6,000
Data Collection and Processing (Research)	13,625	30,800	20,800	4,000	4,000	4,000
Publication and Communication	1,000	2,541	3,000	10,000	5,000	5,000
TOTAL	157,000	195,211	154,789	58,000	53,000	53,000

This source currently is VSC's contribution (this does not include housing, electricity, and other overhead costs paid by VSC). Adjustment can be expected as funds from other sources are realized.

Outputs By Categories	AID GRANT			VSC/OTHER ¹		
	Original Grant	Grant Extension		Year 5	Year 6	Year 7
	Year 5	Year 6	Year 7			
Expanded Knowledge Base						
1. - Research	67,000	60,000	35,000	24,000	24,000	24,000
Advisory and Consultation Services	5,000	12,000	15,000	10,000	10,000	10,000
Education and Training						
1. Academic	34,000	40,000	30,000	9,000	7,000	7,000
2. Research Projects	16,000	35,211	24,750	5,000	5,000	5,000
3. Seminars, Workshops, etc.	2,000	2,000	2,000	3,000	2,000	2,000
V. Linkages and Network						
1. LDC's	18,000	25,000	24,000	--	--	--
2. US and Other Institutions	2,000	5,000	6,039	2,000	2,000	2,000
V. Information Capacity and Dissemination						
1. Library	3,000	4,000	3,000	3,000	2,000	2,000
2. Reports, etc.	10,000	12,000	15,000	2,000	1,000	1,000
TOTAL	157,000	195,211	154,789	58,000	53,000	53,000

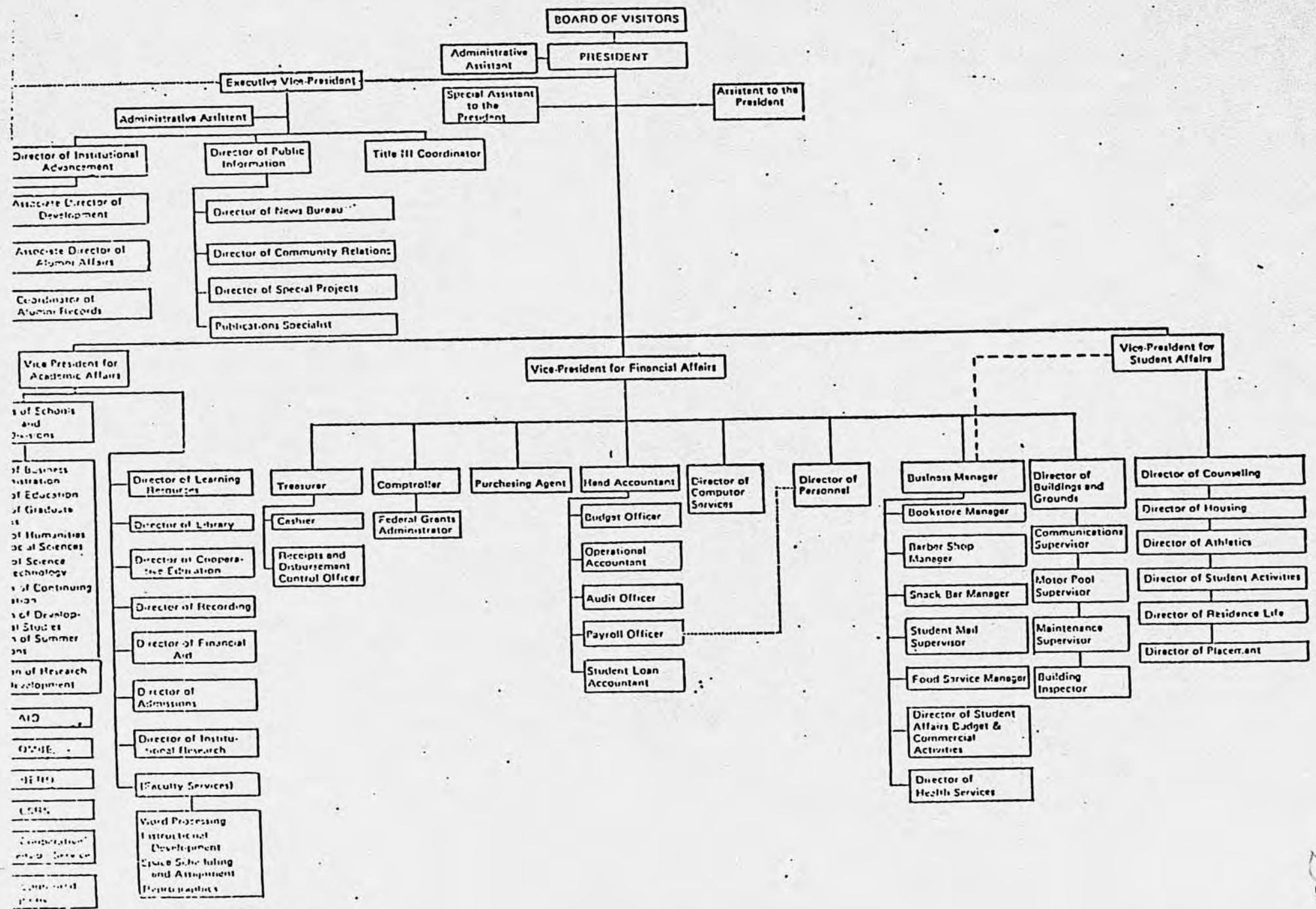
¹This source currently is VSC's contribution; adjustment can be expected as funds from other sources are realized.

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DIAGRAM 1

ORGANIZATION OF VIRGINIA STATE COLLEGE

Amended July 25, 1975



Outputs	Expected Impact LDCs	Means of Verification	UTILIZATION		Critical Assumptions
			Time Period Available	Man-Months Available	
<p><u>Information Capacity and Dissemination</u> An information storage retrieval and dissemination system with a library as data base for dissemination of information to LDCs, U.S. institutions and International Institutions.</p>	<p>V. A ready source of information on problems, analyses and works of rural development in LDCs.</p>	<p>V. (a) Library Acquisition List. (b) BERD reports, including newsletters, monographs, etc. (c) Requests for information filed (record).</p>	<p>-----</p>	<p>-----</p>	<p>V. VSC's information sources are recognized and requested.</p>

BEST AVAILABLE DOCUMENT

Outputs	Expected Impact LDCs	Means of Verification	UTILIZATION		Critical Assumptions
			Time Period Available	Man-Months Available	
<p><u>Education and Training Capacity.</u> (a) A Master's Degree program in Economics with one of the areas of concentration being in Economic Development. (b) A training program including: seminars; workshops; short-courses; and research (field-work analysis and writing).</p>	<p>III. (a) Improvement of LDCs educational capacity and knowledge base in Economic Development. (b) Improvement of research capability of LDCs personnel engaged in rural development work in Management, Manpower, Production, Marketing and Agri. Credit.</p>	<p>III. (a) Graduate School records; Economics and Agricultural Economics Departments' records; and College Catalog. (b) Data on student enrollment and seminar and workshop participation. (c) Annual reports of BERD.</p>	-----	-----	<p>III. The continuing ability of VSC to recruit and employ professional economists and student research assistants with interest in pursuing research and work in LDCs.</p>
<p><u>Linkages and Networks</u> A means to facilitate and coordinate institutional activities with total international effort, through bilateral arrangements between VSC and LDCs, U.S. and International Institutions.</p>	<p>IV. (a) Reduced duplication of efforts in solving rural development problems in LDCs. (b) Identification of sources of information and resources. (c) Establishment of basis for cooperative/collaborative work in LDCs. (d) Provision of human and other resources in carrying out design, analysis and evaluation of projects in LDCs. (e) Provision of educational and training opportunities for LDC personnel.</p>	<p>IV. (a) Formal Linkage Agreement(s). (b) Link Management Board at UST, Ghana; and similar formal organizations in LDCs. (c) BERD reports.</p>	<p>IV. (a) June 1976 - April 1977 (one VSC staff member in LDC - Ghana). (b) December 1976 - May 1977 (one VSC staff member to LDC - Ghana). (c) January - April 1977 (two VSC Research Assistants to LDC - Ghana). (d) Sept. 1977 - Aug. 1978 (one research staff member to an LDC). (e) Sept. 1978 - May 1979 (one research staff member to an LDC). (f) Sept. 1978 - May 1979 (four research assistants to LDCs.)</p>	<p>IV. (a) 11 man-months (b) 6 man-months. (c) 6 man-months. (d) 12 man-months (e) 9 man-months (f) 12 man-months.</p>	<p>IV. (a) Sufficient interests in forming linkages and networks exist in domestic and LDC institutions. (b) U.S. institutions and international organizations with similar interests to those of VSC in rural development are desirous of having collaborative arrangements, or that suitable collaborative arrangements can be obtained.</p>

ATTACHMENT 1: GRANT PROJECT UTILIZATION

Outputs	Expected Impact in LDCs	Means of Verification	UTILIZATION		Critical Assumptions
			Time Period Available	Man-Months Available	
<p><u>Expanded Knowledge Base</u> An expanded staff capacity with an interdisciplinary knowledge base and capability of identifying problems in rural development and conducting field research projects in LDCs; and LDC related domestic projects.</p>	<p>I. Competent Staff and faculty members mobilized to solve priority LDC problems through collaborative research activities in LDCs.</p>	<p>I. (a) Completed Research projects: (i) monographs (ii) theses (iii) reports (iv) Published and working papers. (v) Newsletters (b) Number of Staff and Faculty added to VSC in BERD and academic disciplines affiliated with BERD.</p>	<p>I. (a) June 1976 to April 1977. (b) Dec. 1976 to May 1977. (c) Jan. 1977 to April 1977. (d) Sept. 1977 to Aug. 1978. (e) Sept. 1978 to May 1979. (f) Sept. 1977 to May 1979.</p>	<p>I. (a) 11 man-months (Research Staff) (b) 6 man-months (Research Staff) (c) 6 man-months (Research Staff) (d) 12 man-months (Research Staff) (e) 9 man-months (Research Staff) (f) 12 man-months (Research Assistant)</p>	<p>I. US-AID will work closely with Virginia State College in carrying out mutually agreed upon grant objectives.</p>
<p><u>Advisory Service Capability</u> An expanded staff capacity with an interdisciplinary knowledge base and capability of participating in design analysis and evaluation of AID's projects in LDCs. Includes: (a) staff and faculty release time; and (b) response capacity.</p>	<p>II. Quick response to LDCs requests for consultative and advisory assistance in the analysis and solution of marketing, management, production, manpower and credit problems of rural farm and non-farm business units.</p>	<p>II. (a) Number of VSC staff members participating in AID projects in LDCs. (b) Filled and unfilled requests for AID/LDC consultations and advisory assistance. (c) Annual reports, consultation with Regional Bureaus.</p>	<p>II. (a) Dec. 1976-April 1977. (b) June to September 1977. (c) February to May 1978. (d) June to September 1978. (e) January to March 1979.</p>	<p>II. (a) two staff/faculty - 3 man-months. (b) two staff/faculty 6 man-months (c) one staff/faculty 3 man-months (d) Three staff/faculty - 9 man-months. (e) Two staff/faculty 6 man-months.</p>	<p>II. AID identifies opportunities and encourages participation of VSC faculty members for utilization in advisory consulting activities in agricultural and rural development in LDCs.</p>

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ATTACHMENT 2: VSC STAFF AND FACULTY COMPETENCE FOR UTILIZATION
IN ADVISORY/CONSULTATIVE ASSISTANCE

<u>NAMES</u>	<u>SPECIALITY</u>	<u>ADVISORY/CONSULTATIVE CAPACITY¹</u>
<u>Core" Staff</u>		
Emmanuel T. Acquah (Ph.D, Agri. Econ.)	Production, Resources, Management, Development	a,b,c,d
H. Jefferson Battle (Ph.D, Agri. Econ/Econ.)	Manpower, Marketing, Development	a,b,c,e
Michael S. Joshua (Ph.D, Economics)	Credit, Management, Development	a,b,c,e
Franklin C. Moore (ABD Agri. Econ.)	Marketing, Development	a,b,c
Charles D. Whyte (Ph.D, Agri, Econ/Econ.)	Production, Marketing, Resources, Development	a,b,c,e
<u>Associate" Staff</u>		
Agha Khan (Ph.D, Agri. Econ)	Management	a,c
Frederick S. Lesnett (Ph.D, Sociology)	Rural Sociology	a,b,c
Samuel K. Moak (Ph.D, Bus. Adm.)	Marketing, Management	a,b,c

- *2
- ¹
- a. Problem design and analysis.
 - b. Project design and evaluation.
 - c. Education and training.
 - d. Extension.
 - e. Planning for development.

²This list can be expected to expand beginning in January 1977 with the addition of one "core" staff and one or more "associate" staff.