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U.S. AGENCY FOR
INTERNATIONAL
DEVELOPMENT

Mr. David Loose, Director.
International Operations
Junior Achievement International
One Education Way
Colorado Springs, CO 80906

Subject: Grant No. AOT-0463-G-00-2185-00

Dear Mr. Loose:

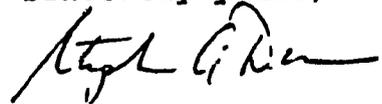
Pursuant to the authority contained in the Foreign Assistance Act of 1961 and the Federal Grant and Cooperative Agreement Act of 1982, as amended, the Agency for International Development (hereinafter referred to as "A.I.D.") hereby provides to Junior Achievement International (hereinafter referred to as "JAI" or "Grantee") the sum set forth in Section 1C.2. of Attachment 1 of this Grant to provide financial support for the program described in Attachment 2 of this Grant entitled "Program Description."

This Grant is effective as of this letter and funds obligated hereunder shall be used to reimburse the Grantee for allowable program expenditures for the period set forth in Section 1B. of Attachment 1 of this Grant.

This Grant is made to the Grantee on the condition that the funds will be administered in accordance with the terms and conditions as set forth in the attachments listed under my signature below, which together constitute the entire Grant document and have been agreed to by your organization.

Please acknowledge receipt and acceptance of this Grant by signing all copies of this cover letter, retaining one complete copy of the cover letter and grant for your files, and returning the remaining copies of the cover letter and grant to the undersigned.

Sincerely yours,



Stephen A. Dean
Grant Officer
Division A, AOT Branch
Office of Procurement

Attachments:

1. Schedule
2. Program Description
3. Standard Provisions
4. Special Provision entitled "Restrictions on Lobbying"
5. A.I.D. Eligibility Rules (total procurement value | \$250K)

ACKNOWLEDGED:

JUNIOR ACHIEVEMENT INTERNATIONAL

BY: 

TYPED NAME: David A. Loose

TITLE: Director, International Projects

DATE: September 30, 1992

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FISCAL DATA

A. GENERAL

A.1.	Total Estimated A.I.D. Amount:	\$536,287
A.2.	Total Obligated A.I.D. Amount:	\$536,287
A.3.	Cost-Sharing Amount (Non-Federal):	\$166,375
A.4.	Other Contributions (Federal):	\$ 0
A.5.	Project No.:	698-0463
A.6.	A.I.D. Project Office:	AFR/ONI/TTPI
A.7.	Funding Source:	FA/FM/CMP/DC
A.8.	Tax I.D. No.:	13-1635270
A.9.	CEC No.:	06-926-816H
A.10.	LOC No.:	N/A

B. SPECIFIC

B.1.(a)	PIO/T No.:	698-0463-2614171
B.1.(b)	Appropriation:	72-112/31014
B.1.(c)	Allotment:	281-61-698-00-69-21
B.1.(d)	BPC:	GSS2-92-31698-KG12
B.1.(e)	Amount:	\$536,287

ATTACHMENT 1

SCHEDULE

1A. PURPOSE OF GRANT

The purpose of this Grant is to provide financial support for the program described in Attachment 2 of this Grant entitled "Program Description."

1B. PERIOD OF GRANT

The effective date of this Grant is the date of the Cover Letter and the estimated completion date is September 29, 1994. Funds obligated hereunder (see Section 1C.2. below) shall be used to reimburse the Grantee for allowable program expenditures incurred by the Grantee in pursuit of program objectives during such period. Funds obligated hereunder are anticipated to be sufficient for completion by the Grantee of the program described in Attachment 2 of this Grant by the estimated completion date.

1C. AMOUNT OF GRANT AND PAYMENT

1C.1. The total estimated amount of this Grant for its full period, as set forth in Section 1B. above, is \$536,287.

1C.2. A.I.D. hereby obligates the amount of \$536,287 for the purposes of this Grant during the indicated period set forth in Section 1B. above, thereby fulfilling A.I.D.'s funding requirements. A.I.D. shall not be liable for reimbursing the Grantee for any costs in excess of the obligated amount, except as specified in paragraph (f) of the Standard Provision of this Grant entitled "Revision of Grant Budget."

1C.3. Payment shall be made to the Grantee in accordance with procedures set forth in the Standard Provision of this Grant entitled "Payment - Cost-Reimbursement," as shown in Attachment 3.

1C.4. The total estimated amount of the program described in Attachment 2 of this Grant is \$702,662, of which A.I.D. may provide the amount specified in Section 1C.1. above, and the Grantee will provide \$166,375 in accordance with Section 1L. below.

1D. GRANT BUDGET

1D.1. The following is the Budget for the total estimated amount of this Grant (see Section 1C.1. above) for its full period (see Section 1B. above). The Grantee may not exceed the total estimated amount or the obligated amount of this Grant, whichever is less (see Sections 1C.1. and 1C.2., respectively, above). Except as specified in the Standard Provision of this Grant entitled "Revision of Grant Budget," as shown in Attachment 3, the Grantee may adjust line item amounts as may be reasonably necessary for the attainment of program objectives.

Revisions to the budget shall be in accordance with Section 1C. above and the Standard Provisions entitled "Revision of Grant Budget" and "Cost Sharing (Matching)."

1D.2. Budget

<u>Cost Element</u>	<u>A.I.D.</u>	<u>Grantee/ Others (Non-Fed)</u>	<u>Total</u>
Materials and Shipping	\$ 44,606	\$ 0	\$ 44,606
In-Country Office Support	60,000	60,000	120,000
In-Country Housing	0	20,000	20,000
Staffing (based in The Gambia)	116,000	0	116,000
U.S. Bookkeeper	24,000	0	24,000
Recruiting and Training			
Materials	21,000	21,000	42,000
Technical Training Assistance	40,000	12,000	52,000
JA-USA Direct Management and Office Expenses			
Salaries	59,536	0	59,536
Office Expenses	30,000	0	30,000
Audit	8,000	0	8,000
Independent Evaluation	30,000	0	30,000
Board Development	30,000	21,000	51,000
Customization of materials	18,000	18,000	36,000
Post project 5-day meeting Banjul	31,145	0	31,145
Affiliate and Program Fees	0	6,375	6,375
Travel (within Africa)	<u>24,000</u>	<u>8,000</u>	<u>32,000</u>
Total	\$536,287	\$166,375	\$702,662

1D.3. Inclusion of any cost in the budget of this Grant does not obviate the requirement for prior approval by the Grant Officer of cost items designated as requiring prior approval by the applicable cost principles (see the Standard Provision of this Grant set forth in Attachment 3 entitled "Allowable Costs") and other terms and conditions of this Grant, unless specifically stated in Section 1I. below.

1E. REPORTING

1E.1. Financial Reporting

1E.1.(a) Financial reporting requirements shall be in accordance with the Standard Provision of this Grant entitled "Payment - Cost Reimbursement," as shown in Attachment 3.

1E.1.(b) All financial reports shall be submitted to A.I.D., Office of Financial Management, PFM/FM/CMPD/DCB, Room 700 SA-2, Washington, D.C. 20523-0209. In addition, three copies of all financial reports shall be submitted to the A.I.D. Project Office specified in the Cover Letter of this Grant, concurrently with submission of the Quarterly Technical Reports (See Section 1E.2. below).

1E.1.(c) The frequency of financial reporting and the due dates of reports shall be as specified in the Standard Provision of this Grant referred to in Section 1E.1.(a) above.

1E.1.(d) The Grantee's financial reports shall include expenditures of A.I.D. Grant funds provided hereunder, as well as non-federal matching funds and any other contributions in accordance with Section 1L. below.

1E.2. Program Performance Planning and Reporting

1E.2.(a) Project Implementation Plan

Not later than sixty (60) days from the effective date of this Grant (see Section 1B. above), the Grantee shall prepare and submit to the A.I.D. Project Officer specified in the Cover Letter of this Grant five (5) copies of a project implementation plan, with critical path indicators (as described in Appendix A of A.I.D. Handbook 3), for the full term of this Grant.

1E.2.(b) Quarterly Reports

The Grantee shall submit five (5) copies of brief quarterly program performance reports, which coincide with the financial reporting periods described in Section 1E.1. above, to the A.I.D. Project Office specified in the Cover Letter of this Grant. In addition, two copies shall be submitted to A.I.D., PPC/CDIE/DI, Washington, DC 20523-1802. These reports shall be submitted within 30 days following the end of the reporting period, and shall briefly present the following information:

1E.2.(b)(1) A comparison of actual accomplishments with the goals established for the period, the findings of the

investigator, or both. If the output of programs can be readily quantified, such quantitative data should be related to cost data for computation of unit costs.

1E.2.(b)(2) Reasons why established goals were not met, if applicable.

1E.2.(b)(3) Other pertinent information including the status of finances and expenditures and, when appropriate, analysis and explanation of cost overruns or high unit costs.

1E.2.(c) Special Reports

Between the required program performance reporting dates, events may occur that have significant impact upon the program. In such instances, the Grantee shall inform the A.I.D. Project Officer as soon as the following types of conditions become known:

1E.2.(c)(1) Problems, delays, or adverse conditions that will materially affect the ability to attain program objectives, prevent the meeting of time schedules and goals, or preclude the attainment of work units by established time periods. This disclosure shall be accompanied by a statement of the action taken, or contemplated, and any A.I.D. assistance needed to resolve the situation.

1E.2.(c)(2) Favorable developments or events that enable time schedules to be met sooner than anticipated or more work units to be produced than originally projected.

1E.2.(c)(3) If any performance review conducted by the Grantee discloses the need for change in the budget estimates in accordance with the criteria established in the Standard Provision of this Grant entitled "Revision of Grant Budget," the Grantee shall submit a request for budget revision to the Grant Officer and the A.I.D. Project Officer specified in the Cover Letter of this Grant.

1E.2.(d) Annual Activity Reports

Within thirty (30) days following the annual anniversary date of this Grant, the Grantee shall submit to the A.I.D. Project Office specified in the cover letter of this Grant five (5) copies of an annual technical progress report which will be a description of the past year's activities, including technical, scientific, managerial, and fiscal information. The report shall include, both for each field site or subcontractor/subrecipient individually and for project activities as a whole, a review of program and problems to

date, and a discussion of technical and managerial issues significant to the success or failure of this Grant. The report will also address regulatory issues related to the project. Although principally a technical document, it nevertheless must include pertinent statistics or quantitative information regarding the project and its activities. An Impact Analysis Report will be appended to this report, which will be considered an instrument for Technology Transfer. The Impact Analysis Report will summarize and provide a feedback system for measurement and evaluation of the impact of the Grantee's activities in the public and private sector. The impact analysis will generally be qualitative in nature, and quantified only as appropriate. The Annual Activity Report shall also include an annual expenditure report corresponding to each annual workplan (see Section 1E.2.[b] above). These expenditure reports will cover A.I.D. and, if applicable, cost-sharing amounts by budget line item (see Section 1D.2. above) and by estimated distribution amongst project components, e.g., research, training, technical assistance, technology transfer, information dissemination, or networking.

1E.2.(e) Technical and Research Reports and Publications

The Grantee shall summarize technical and research activities of the project in reports, and distribute such reports to the appropriate USAID Missions, LDCs, and host country and international institutions in order to encourage use of the technology developed. Such reports will be completed within 60 days after completion of the activity. Journal articles and other publications are encouraged. See also Section 1I. of this Grant pertaining to publications.

1E.2.(f) Environmental Impact

If it appears that outputs of this project will result in an adverse environmental impact, the Grantee shall notify the A.I.D. Project Officer prior to implementation, in order to allow for orderly preparation of an environmental impact statement. The Grantee shall assure that appropriate U.S. Government and/or host country procedures are followed.

1E.2.(g) Trip Reports

Within 30 days following the completion of each international trip, the Grantee shall submit 3 copies of a trip report summarizing the accomplishments of the trip to the A.I.D. Project Officer specified in the cover letter of this Grant. If several individuals are travelling together to one site, a single report representing the group will suffice. The report shall include the purpose of the trip, technical observations,

suggestions and recommendations, overall impressions of the site situation (if appropriate), and a list of persons visited with their title and organization affiliation.

1E.2.(h) Training Reports

1E.2.(g)(1) If the Standard Provision entitled "Participant Training" applies to this Grant (see Section 1K. for applicability), the Grantee shall comply with reporting and information requirements of the Standard Provision of this Grant entitled "Participant Training," as well as Chapters 5 and 24 of A.I.D. Handbook 10.

1E.2.(h)(2) The Grantee shall also provide five (5) copies of quarterly training reports to the A.I.D. Project Officer, covering this Grant. The report shall include the following information:

- Total number of new trainees during the period; and
- The following information for each LDC trainee:
 - name
 - citizenship
 - gender
 - training site
 - beginning and ending dates of training
 - purpose of training
 - type of training activities
 - source of funding

1E.2.(h)(3) The Grantee shall provide ten (10) copies of all training manuals produced under this Grant to the A.I.D. Project Officer.

1E.2.(i) Final Report

Within 90 days following the estimated completion date of this Grant (see Section 1B. above), the Grantee shall submit five (5) copies of a final report to the A.I.D. Project Office specified in the cover letter of this Grant. In addition, two copies shall be submitted to A.I.D., PPC/CDIE/DI, Washington, DC 20523-1802. It will cover the entire period of the Grant and include all information shown in Sections 1E.2.(b) through 1E.2.(e) above.

1F. TITLE TO PROPERTY

Title to property acquired hereunder shall vest in the Grantee, subject to the requirements of the Standard Provision of this

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Grant entitled "Title To and Use of Property (Grantee Title)" regarding use, accountability, and disposition of such property, except to the extent that disposition of property may be specified in Section II. below.

1G. PROCUREMENT AND (SUB)CONTRACTING

1G.1. Applicability

This Section 1G. applies to the procurement of goods and services by the Grantee (i.e., contracts, purchase orders, etc.) from a supplier of goods and services (see the Standard Provisions of this Grant entitled "Procurement of Goods and Services" and "AID Eligibility Rules for Goods and Services"), and not to assistance provided by the Grantee (i.e., a subgrant or [sub]agreement) to a subrecipient (see the Standard Provision of this Grant entitled "Subagreements").

1G.2. Requirements

In addition to other applicable provisions of this Grant, the Grantee shall comply with paragraph (b)(1) of the Standard Provision of this Grant entitled "AID Eligibility Rules for Goods and Services," concerning total procurement value of less than \$250,000 under this Grant. If, under the order of preference set forth in paragraph (b)(1)(i) of said Standard Provision, the Grantee procures goods or services from cooperating country sources, the Standard Provision of this Grant entitled "Local Cost Financing" shall also apply. However, paragraph (b)(1) of the Standard Provision entitled "AID Eligibility Rules for Goods and Services" does not apply to: the restricted goods listed in paragraph (a)(3) of said Standard Provision and paragraph (e) of the Standard Provision entitled "Local Cost Financing," which must be specifically approved by the Grant Officer in all cases, except to the extent that such approval may be provided in Section II. below; or to paragraph (d) of said Standard Provision pertaining to air and ocean transportation, to which the Standard Provisions entitled "Air Travel and Transportation" and "Ocean Shipment of Goods" apply, respectively. Paragraph (b)(2) of the Standard Provision entitled "AID Eligibility Rules for Goods and Services" does not apply.

1G.3. Approvals

Inclusion of costs in the budget of this Grant for the purchase of nonexpendable equipment obviates neither the requirement of Section J.13. of OMB Circular A-21 (for educational institutions) or Section 13 of Attachment B of OMB Circular A-122 (for nonprofit organizations other than educational

institutions) for prior approval of such purchases by the Grant Officer, nor any other terms and conditions of this Grant, unless specifically stated in Section 1I. below.

1G.4. Title to Property

See Section 1F. above.

1H. INDIRECT COST RATES

1H.1 No indirect costs will be charged to this Grant. The grantee understands and agrees that indirect costs attributable to this Grant will be absorbed by the Grantee and considered cost sharing.

1I. SPECIAL PROVISIONS

1I.1. Limitations on Reimbursement of Costs of Compensation for Personal Services and Professional Service Costs

1I.1.(a) Employee Salaries

Except as the Grant Officer may otherwise agree in writing, A.I.D. shall not be liable for reimbursing the Grantee for any costs allocable to the salary portion of direct compensation paid by the Grantee to its employees for personal services which exceed the highest salary level for a Foreign Service Officer, Class 1 (FS-1), as periodically amended.

1I.1.(b) Consultant Fees

Compensation for consultants retained by the Grantee hereunder shall not exceed, without specific approval of the rate by the Grant Officer: either the highest rate of annual compensation received by the consultant during any full year of the immediately preceding three years; or the maximum rate of a Foreign Service Officer, Class 1 (FS-1) (as periodically amended), whichever is less. A daily rate is derived by dividing the annual compensation by 2,087 and multiplying the result by 8.

1I.2. Publications

1I.2.(a) The Grantee agrees to provide one copy of the manuscript of any proposed publication to the A.I.D. Project Officer not later than submission to the publisher, and to give serious consideration to any comments received from the A.I.D. Project Officer.

11.2.(b) In the case of publication of any of the reports described in Section 1E.2. of this Grant, A.I.D. reserves the right to disclaim endorsement of the opinions expressed. For other publications, A.I.D. reserves the right to dissociate itself from sponsorship or publication. In both cases, the Grantee will consult with the A.I.D. Project Officer as to the nature and extent of any A.I.D. disclaimer of endorsement or dissociation from sponsorship or publication.

11.2.(c) If A.I.D. does not choose to disclaim endorsement or dissociate itself from sponsorship or publication, the Grantee shall, in accordance with the Standard Provision of this Grant entitled "Publications," acknowledge A.I.D. support as follows:

"This publication was made possible through support provided by the Office of Operation and New Initiatives, Bureau for Africa, U.S. Agency for International Development, under Grant No. AOT-0463-G-00-2185-00."

11.2.(d) In addition to providing one copy of all published works and lists of other written work produced under this Grant to the A.I.D. Project Officer, as required by paragraph (b) of the Standard Provision of this Grant entitled "Publications," the Grantee shall also provide two copies of such publications and lists to A.I.D., PPC/CDIE/DI, Washington, D.C. 20523-1802.

11.3. Equipment Purchases

11.3.(a) Requirement for Prior Approval

Pursuant to Sections 1D.3. and 1G.3. above and the Standard Provisions of this Grant entitled "Allowable Costs" and "Revision of Grant Budget," and by extension, Section 13 of Attachment B of OMB Circular A-122, the Grantee must obtain A.I.D. Grant Officer approval for purchases of the following:

11.3.(a)(1) General Purpose Equipment, which is defined as an article of nonexpendable tangible personal property which is usable for other than research, medical, scientific or technical activities, whether or not special modifications are needed to make them suitable for a particular purpose (e.g., office equipment and furnishings, air conditioning equipment, reproduction and printing equipment, motor vehicles, and automatic data processing equipment), having a useful life of more than two years and an acquisition cost of \$500 or more per unit); and

11.3.(a)(2) Special Purpose Equipment, which is defined as an article of nonexpendable tangible personal property, which is used only for research, medical, scientific, or technical activities (e.g., microscopes, x-ray machines, surgical instruments, and spectrometers), and which has a useful life of more than two years and an acquisition cost of \$1,000 or more per unit).

11.3.(b) Approvals

In furtherance of the foregoing, the Grant Officer does hereby provide approval for the following purchases, which shall not be construed as authorization to exceed the total estimated amount or the obligated amount of this Grant, whichever is less (see Section 1C. above):

N/A

11.3.(c) Exception for Automation Equipment

Any approval for the purchase of automation equipment which may be provided in Section 11.3.(b) above or subsequently provided by the Grant Officer is not valid if the total cost of purchases of automation equipment (e.g., computers, word processors, etc.), software, or related services made hereunder will exceed \$100,000. The Grantee must, under such circumstances, obtain the approval of the Grant Officer for the total planned system of any automation equipment, software, or related services.

11.3.(d) Compliance with A.I.D. Eligibility Rules

Any approvals provided in Section 11.3.(b) above or subsequently provided by the Grant Officer shall not serve to waive the A.I.D. eligibility rules described in Section 1G. of this Grant, unless specifically stated.

11.4. Limitation on Use of Funds

11.4.(a) The Grantee shall not utilize funds provided by A.I.D. for any testing or breeding feasibility study, variety improvement or introduction, consultancy, publication, conference or training in connection with the growth or production in countries other than the United States of an agricultural commodity for export which would compete with a similar commodity grown or produced in the United States.

11.4.(b) The reports described in Section 1E.2. shall contain a statement indicating the projects or activities to

which United States funds have been attributed, together with a brief description of the activities appropriate to show that United States funds have not been used for the purpose in Section 11.4.(a) above.

11.4.(c) The Grantee agrees to refund to A.I.D. upon request an amount equal to any United States funds used for the purposes prohibited by Section 11.4.(a) above.

11.4.(d) No funds provided by A.I.D. under this Grant shall be used to provide assistance, either directly or indirectly, to any country ineligible to receive assistance pursuant to the Foreign Assistance Act as amended, related appropriations acts, or other statutes and Executive Orders of the United States (also see the Standard Provision of this Grant entitled "Ineligible Countries").

11.5. Defense Base Act (DBA) and/or Medical Evacuation Insurance

Pursuant to Section J.16. of OMB Circular A-21 (for educational institutions) or Section 18 of Attachment B of OMB Circular A-122 (for nonprofit organizations other than educational institutions), the Grantee is authorized to purchase DBA and/or medical evacuation insurance under this Grant. If DBA insurance is purchased, it shall be purchased from the insurance company or agent with which A.I.D. has a contract to provide DBA insurance for A.I.D. contracts. The Grant Officer will provide the name, address, and telephone number of such insurance company or agent upon request.

1J. RESOLUTION OF CONFLICTS

Conflicts between any of the Attachments of this Grant shall be resolved by applying the following descending order of precedence:

- Attachment 1 - Schedule
- Attachment 3 - Standard Provisions
- Attachment 4 - Special Provision entitled "Restrictions on Lobbying"
- Attachment 5 - A.I.D. Eligibility Rules

(Note: Delete Attachment 5 from the above list if the total value of goods and services to be procured by the Grantee during the full term of the grant is less than \$250,000)

- Attachment 2 - Program Description

1K. STANDARD PROVISIONS

(If the grant is with a U.S. Grantee, use the following)

The Standard Provisions set forth as Attachment 3 of this Grant consist of the following Standard Provisions denoted by an "X" which are attached hereto and made a part of this Grant:

**1K.1. Mandatory Standard Provisions For U.S.,
Nongovernmental Grantees**

- (X) Allowable Costs (November 1985)
- (X) Accounting, Audit, and Records (September 1990)
- (X) Refunds (September 1990)
- (X) Revision of Grant Budget (November 1985)
- (X) Termination and Suspension (May 1986)
- (X) Disputes (November 1989)
- (X) Ineligible Countries (May 1986)
- (X) Debarment, Suspension, and Other Responsibility
Matters (March 1989)
- (X) Nondiscrimination (May 1986)
- (X) U.S. Officials Not to Benefit (November 1985)
- (X) Nonliability (November 1985)
- (X) Amendment (November 1985)
- (X) Notices (November 1985)

**1K.2. Additional Standard Provisions For U.S.,
Nongovernmental Grantees**

- () Payment - Letter of Credit (November 1985)
- () Payment - Periodic Advance (January 1988)
- (x) Payment - Cost Reimbursement (November 1985)
- (x) Air Travel and Transportation (November 1985)
- (x) Ocean Shipment of Goods (May 1986)
- (x) Procurement of Goods and Services (November 1985)
- (x) AID Eligibility Rules for Goods and Services (November 1985)
- () Subagreements (November 1985)
- (x) Local Cost Financing (November 1988)
- () Patent Rights (November 1985)
- (x) Publications (November 1985)
- () Negotiated Indirect Cost Rates - Predetermined (May 1986)
- () Negotiated Indirect Cost Rates - Provisional (May 1986)
- (x) Regulations Governing Employees (November 1985)
- () Participant Training (May 1986)
- () Voluntary Population Planning (August 1986)
- () Protection of the Individual as a Research Subject (November 1985)
- () Care of Laboratory Animals (November 1985)
- () Government Furnished Excess Personal Property (November 1985)
- (x) Title To and Use of Property (Grantee Title) (November 1985)
- () Title To and Care of Property (U.S. Government Title) (November 1985)
- () Title To and Care of Property (Cooperating Country Title) (November 1985)
- (x) Cost Sharing (Matching) (November 1985)
- (x) Use of Pouch Facilities (November 1985)
- (x) Conversion of United States Dollars to Local Currency (November 1985)

1L. COST SHARING AND OTHER CONTRIBUTIONS

1L.1. The Grantee agrees to expend an amount not less than (a) the amount shown in the budget of this Grant for financing by the Recipient and/or others from non-federal funds (see Sections 1D. and/or 1H.), and (b) the amount shown in the budget of this Grant for financing by the Recipient and/or others from other federal funds.

1L.2. The Standard Provision of this Grant entitled "Cost Sharing (Matching)" makes reference to project costs. "Project Costs" are defined in Attachment E of OMB Circular A-110 as all allowable costs (as set forth in the applicable cost principles [see the Standard Provision of this Grant entitled "Allowable Costs"]) incurred by a Grantee and the value of in-kind contributions made by the Grantee or third parties in accomplishing the objectives of this Grant during the program period.

1L.3. The restrictions on the use of A.I.D. funds provided hereunder, as set forth in this Grant, do not apply to cost-sharing (matching) or other contributions unless such restrictions are stated in the applicable federal cost principles and/or imposed by the source of such cost-sharing (matching) funds or other contributions.

ATTACHMENT 2

PROGRAM DESCRIPTION

The Grantee's proposal entitled "The Youth Enterprise Initiative" undated is attached is attached hereto as the Program Description (Attachment 2) and is made a part of this Grant.

**JUNIOR ACHIEVEMENT
THE YOUTH ENTERPRISE INITIATIVE**

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**THE YOUTH ENTERPRISE INITIATIVE
DEVELOPMENT PLANS FOR THE GAMBIA, SIERRA LEONE, AND
A THIRD SOUTHERN AFRICAN COUNTRY
REQUEST FOR FUNDING FROM THE AGENCY FOR INTERNATIONAL
DEVELOPMENT (AID)
(September 1992 - August 1994)**

A unique partnership has developed between two major international youth organizations to develop quality programs in economic education and entrepreneurship for the young men and women of Africa. This partnership consists of the United Kingdom based Duke of Edinburgh's Award International Association (AIA), and the United States of America based Junior Achievement International Program, both covering over 70 countries worldwide.

This proposal covers in detail a plan to pilot Junior Achievement programs in 3 countries for 2 years. By developing model programs we will be able to aggressively expand programs to other African nations following this pilot. The goal is to establish self-sustaining organizations with private sector boards of directors in each country to reach an ever-increasing number of youth with economic, business, and entrepreneurial education programs. The request to AID is to invest a total of \$542,751.55 (U.S. dollars) over the 2-year period (September 1992 - August 1994).

PROJECT CONTACTS:

Junior Achievement Inc.

Mr. David Loose, Director
International Operations
Junior Achievement Inc.
One Education Way
Colorado Springs, CO 80906

Tel: 719-540-8000
Fax: 719-540-9151

Award International Association

Commander David Newing
Secretary General
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1. INTRODUCTION

At the Fourth International Award Forum of the Duke of Edinburgh's Award International Association (AIA), convened in Hong Kong October 1991, twenty three African nations urgently requested the International Secretariat of the AIA to develop and implement a major new initiative in Africa to be called, "The Youth Enterprise Initiative."

The International Secretariat of the AIA discussed this initiative in detail with the highly successful Junior Achievement Program of the United States. In June 1992, a two-week meeting of seven African nations sponsored by the AIA was held in The Gambia (See Appendix A for a list of attendees). Junior Achievement presented its programs and all participants expressed support for the development of Junior Achievement. This project document seeks funding to support an initiative to introduce through the established infrastructure of the AIA in Africa, the Junior Achievement International (JAI) economic education programs. The project will utilize the expertise and proven training methods of JAI and build on the established volunteer networks in the school system, youth NGO's, business, and appropriate ministries of the National Award Programs in Africa and their good reputation. The contractor would be Junior Achievement Inc.

The countries being considered for this project are: Sierra Leone, The Gambia, and a third Southern African country which will be chosen at an AIA regional workshop in Swaziland, September 7th - 14th, 1992. The countries scheduled to participate in this workshop include:

Swaziland	Malawi
South Africa	Kenya
Namibia	Uganda
Lesotho	Mauritius
Zimbabwe	Madagascar
Zambia	

The long-term objectives of this new initiative are:

- A. To develop qualities of initiative, motivation, and enterprise in the young men and women of Africa as a basis for future self-reliant national development.
- B. To train young Africans in business skills, project formulation and good management practices to enable the implementation of business and community ventures.

- C. To channel these potential entrepreneurs into real small business and community ventures by means of youth cooperatives and other entrepreneurial initiatives.
- D. To educate young Africans on the potential of the private sector.
- F. To establish working relationships with the multinational corporations to help support this initiative.
- G. To develop a comprehensive long-term plan for the expansion of this initiative.

This proposal covers in detail the pilot phase of the project, September 1992 - August 1994.

The project aims to become self-sustaining mainly through the support of the private sector.

The proposal requests support from the Agency for International Development (AID), Africa Bureau for a period of 2 years (September 1992 - August 1994) for piloting of this Youth Enterprise Initiative in 3 African nations.

2. BACKGROUND

2.1 Junior Achievement Inc.

Founded in 1919 in the USA, Junior Achievement, Inc., is the oldest, largest, and fastest growing business and economic education organization in the world. It is the largest single partnership linking the private sector with education. Junior Achievement is a not-for-profit organization, funded by business, foundations, and individuals.

Junior Achievement's mission is "to provide young people with practical economic education programs and experiences in the competitive private enterprise system through a partnership with the business and education communities."

The national and international headquarters for Junior Achievement (JA) are located in Colorado Springs, Colorado. In the United States the programs are administered through 225 local franchises in more than a 1,000 communities in all 50 states and the District of Columbia. Each local office is subject to a volunteer board of directors composed of business, education, and civic leaders. The National Board of Directors

is composed of 56 representatives of major corporations and civic leaders from across the nation.

In the United States, Junior Achievement annually reaches over 1.4 million students through 100,000 volunteers who contribute 1,000,000 hours. Of those volunteers 52,000 are business men and women who work as partners with the teacher in the classroom, the hallmark of the Junior Achievement Program.

Internationally, JAI has experienced unprecedented growth both in student participation and affiliate memberships. This past year over 300,000 students participated in JAI programs in over 50 countries. By 1993 over 400,000 students will be participating from 60 countries.

Recently in an historic commitment to further cooperation between the U.S. private sector and the Soviet Union, Soviet President Mikhail Gorbachev and Boris Yeltsin President of the Russian Federation invited JAI to teach Soviet students the fundamentals of the free enterprise system in 1,000 schools. In 1992 over 200,000 Russian students will complete these Junior Achievement programs.

Since its inception, more than 15 million young people have participated in the Junior Achievement programs.

Currently in Africa, JAI has established successful operations in South Africa. A major contribution within this new initiative would be to bring JAI's excellent proven student economic educational programs within reach of young Africans.

Currently, JAI offers four mainstream programs which are appropriate for adoption by African students, they are:

A. Business Basics

In **Business Basics**, a program for elementary school curriculum, fourth-, fifth- and sixth-grade students learn economic concepts through hands-on activities.

In a 'pen production exercise' for example, students see different effects of division of labor and specialization and the benefits of mass production.

In the four lessons, students learn the basics of:

Business Organization	Management
Production	Marketing

Students also sample the excitement and challenge of operating in the business world.

Business Basics is presented by volunteers - called consultants - who are often college business students, outstanding high school students from AE and JAI Company programs, or retired executives.

B. Project Business

Through **Project Business**, for middle-grade curriculum, seventh-, eighth-, and ninth-grade students begin to think seriously about the economic system they will be part of the rest of their lives.

Students are involved in a series of activities to:

- learn how the private-enterprise system works;
- understand the role of entrepreneurs;
- learn about personal economic planning and responsibilities;
- explore careers; and
- see how their nation fits into the world economy.

Each of the seven units in Project Business may take from one to three class periods.

Business consultants from the local community conduct each lesson for a minimum of 12 visits during the semester. The consultant, in cooperation with the teacher, leads activities and discussions related to economic and business topics.

C. Applied Economics

Applied Economics, senior high school curriculum, is a one-semester economics course for 10th-, 11th-, and 12th-grade students. It is taught by an economics teacher in partnership with a business consultant who visits the class for a minimum of 12 visits during the semester.

As the name implies, students learn the basic concepts of the economic system by applying principals and making decisions in real-life business situations.

The AE curriculum includes:

- Text - illustrated with graphs and charts.
- Study Guide - with exercises that reinforce concepts and foster critical thinking.
- Student Company activity

- Computer based management and economic simulation (MESE)*
- Case studies - exploring ethical issues.

*It is the schools responsibility to make a personal computer available for the classroom teacher. For schools that do not have a computer this component of the curriculum can be deleted.

The curriculum also contains state-of-the-art evaluation instruments including a computer-based test generator and a 100 question final exam. Masters are also provided which can be duplicated.

Key to the program are local business consultants, who are experienced executives, trained by Junior Achievement to work with AE students. In several locations overseas AE has been taught at colleges and universities with excellent results.

D. JA Company

The **JA Company** was Junior Achievement's original program in 1919 and its only program until 1977.

Under the guidance of volunteers from the local business community, high school students have the opportunity to organize a corporation. Students sell stock to raise capital, elect officers, buy materials, manufacture and market a product, pay a dividend to stockholders, and liquidate their company in the course of 15 weeks.

Since 1919 this "learning by doing" approach has been helping to prepare young people for the world of work and is the most popular program outside of the USA.

All of the JAI programs are provided with economic education materials for the students and manuals for the teachers and business volunteers. Training is given to the volunteers and teachers. All of the programs are field tested in the classrooms, revised annually, and independently evaluated every three years.

Business volunteers for all of the above programs are recruited and trained by Junior Achievement. When possible Peace Corps Volunteers will be recruited to help implement the programs including serving as classroom volunteers. For example, in The Gambia 16 Peace Corps Volunteers have already expressed interest in working with Junior Achievement. (See Memorandum of Understanding between Junior Achievement and the Peace Corps - Appendix C.)

2.2 THE AWARD PROGRAM AND ENTERPRISE DEVELOPMENT

The Award Program is a practical non-formal educational program operating nationally in currently 55 countries world-wide. Almost half of operations are in the Africa Region and currently operate in 24 countries including The Gambia and Sierra Leone. They are all operated indigenously and are equal members of the Award International Association whose International Secretariat is based in London.

National Award Authorities are formally constituted bodies with non-governmental status which have a National Award Committee overseeing operations and developments. The Committees are usually made up of representatives from the Ministry of Youth and Sports, the various NGO operators of the programs, the school networks, and members from the private sector. With this broad representation they are ideal partners with which to develop this initiative.

The Program has four mandatory sections:

Skills	Physical Recreation
Community Service	Expeditions

Any young person between the ages of 14 and 25 years can participate no matter what their color, creed, nationality, background, or ability. There are three levels of Awards: Bronze, Silver, and Gold; each are progressively more challenging. Recognition is given at a public ceremony by the presentation of Awards - the Gold usually by the Head of State.

The Award Program offers equal opportunities to women in all its activities, and ensures it is conducting activities that are relevant. This policy would be integral to this project.

The Award Program has adopted a broader definition of "enterprise." It is felt that it is not only about setting up businesses but it is about helping young people to equip themselves with the transferable skills and abilities which they need to direct their own lives. That is to develop enterprise skills such as the ability to:

- solve problems and make decisions;
- communicate and negotiate;
- plan;
- work in a team;
- manage resources;
- cope with uncertainty and change; and
- grasp opportunities open to them.

The activities undertaken by Award participants have been very successful at

producing highly motivated, enterprising young men and women and recently through the advent of locations such as in The Gambia and Swaziland, has helped many acquire marketable skills.

3. PROJECT JUSTIFICATION

3.1 AIA/JAI Partnership

The unique partnership that is developing between these two major international youth education programs will utilize and build on the infrastructure that has already been established in Africa. Through these National Award Authorities the leaders will be identified to implement the development of the JAI programs utilizing the expertise, training, and program materials that are available from JAI.

The National Award Authorities in 24 African nations are indigenous and autonomous non-governmental authorities. It is because of the broad representation both on the national committees and operational units from Government Ministries, voluntary organizations, schools, colleges, training institutes, and community leaders that strong local networks and working relationships are established. The enterprise initiative will utilize these existing and widespread networks and develop support links to aid agencies and other grant-giving bodies.

The JAI programs will offer the opportunity to establish strong active links with the private sector nationally and regionally, particularly with the multinationals and the utilization of any blocked funds. Some countries limit multi-national corporations with regard to the amount of profit they can export and require that these funds be invested back in the country. Many multi-nationals will thus financially support in-country Non-Governmental Organizations (NGOs) with these funds. Junior Achievement would pursue this type of funding. The Junior Achievement programs rely on the volunteer input of business leaders and is the largest single partnership that links the private sector with education.

The AIA/JAI partnership, an informal, non-written agreement to work together, will introduce the concept of free enterprise and profit making in such a way that it will encourage the natural entrepreneurial instincts and initiatives of young people. It will reduce the dependency on aid and encourage a positive attitude towards the private sector and the opportunities it can provide. In addition, the JAI programs help foster democratic institution building through the voting exercises that are included in the teaching methods. Companies in the lesser developed countries (LDCs) often encourage their employees to serve as volunteers in the JAI programs because it is an excellent way to broaden their management skills.

The JAI programs are particularly suitable for integration with the Award Program activities since an integral part of both organizations is an awareness of social responsibility and community development. The JAI programs also consider the cultural sensitivities of the target groups and the program materials are customized by each country to reflect local customs, cultures, and economies. The Award Program, through activities in four different areas of personal development, encourages the appropriate attitudes in young people which can benefit most from entrepreneurial and business training programs.

3.2 The Need For Entrepreneurial and Business Training

One of the problems experienced in Africa is the lack of training in business skills and management techniques. There are numerous small income-generating projects being developed (e.g. bee-keeping and horticulture) and vocational skills training (masonry and carpentry) using the technical expertise that is available. However there is a considerable lack of the capability to deliver business skills and management training. There is therefore huge potential in introducing JA training materials to vocational training institutions and other development NGOs working in this field in addition to the school system and colleges. There is also much potential and need for existing small businesses to undertake a training course to improve their management and business techniques.

4. ACTION PLAN

The Action Plan is divided into the following two development phases:

- 4.1 Phase 1 - Selection of Pilots and Implementation - September 1992 - June 1993
- 4.2 Phase 2 - Evaluation and Institutionalization - July 1993 - August 1994

Note: In Sierra Leone, this project will be closely coordinated with the AID funded Office of International Cooperation/Sierra Leone activity. There will be no management burden on the AID staff in Freetown, Banjui or the third participating country.

A summary is presented below:

- Phase 1 - Selection of Pilots and Implementation
 - Identification of leadership in pilot countries (Advisory Task Force)

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- Preparation through consultation of development plans in line with step by step guide of JAI.
 - Training of project leaders
 - Adaptation of training and program materials
 - Implementation of pilot programs
 - Phase 2** - Evaluation and Institutionalization
 - Evaluate pilot country programs
 - Establish Board of Directors, Bylaws
 - Implement Strategic Development Plan

 - Establish full-time staff

 - Customize program materials as appropriate

4.1 Phase 1 - SELECTION OF PILOTS AND IMPLEMENTATION

A. Advisory Task Force

Bring together eight to ten of the most influential business leaders in each country to form an Advisory Task Force. Since Junior Achievement requires the financial support and human services of business and industry, it is important that the country's top business leaders be involved as early as possible. It is recommended that a representative of the Ministry of Education and the National Award Program be asked to serve on the Advisory Committee. The Advisory Committee will evolve into a permanent Board of Directors by August 1994.

B. Affiliate Fee and Operational Agreement

In order to acquire the right to purchase program materials and use the name Junior Achievement or an appropriate substitute, a \$1,000 (U.S.) one-time Affiliate fee is paid to Junior Achievement Inc. and the Operational Agreement Form is signed by the Advisory Task Force. In order to demonstrate our commitment to this project Junior Achievement will pay the \$1,000 Affiliate and appropriate Programs fees outlined in the budget at the appropriate time during

this project. At this time, the Advisory Committee should establish a budget and timetable for the pilot project highlighting how they will meet in-country expenses outlined in this proposal.

C. Pilot Program

The classroom teachers and volunteer business consultants will have enough knowledge to be able to determine the appropriate program(s) to pilot. It is recommended that the program materials be used "as is" for the pilot phase, adding and deleting program information as necessary. Based upon feedback from program participants after the pilot, a process to customize the program to meet local economic and cultural needs should be started. It is each Affiliate's responsibility to customize and print program materials.

4.2 Phase 2 - EVALUATION AND INSTITUTIONALIZATION

Evaluation of the program pilots through focus groups, classroom observations and telephone surveys will be conducted by JAI. The quality and effectiveness of the programs for both students and volunteers will be evaluated. Adjustments will be made where appropriate.

If the pilot is operating to the required standard and a strategic development plan is prepared the following developments take place:

A. Convert Advisory Task Force To A Junior Achievement Board of Directors

The board begins incorporation proceedings, develops bylaws, and agrees on a course of action for the next 3-5 years. Among items to be addressed are:

- Hiring staff and secretarial help
- Securing office space and supplies
- Budget
- Fund Raising
- Recruitment and training of business volunteers
- Recruitment of kids
- Meeting sites for the programs
- Recruitment of additional Board members

B. Hire Full-Time Staff and Professional Training

Generally by this point the board will need to hire a full-time staff person (Executive Director) to carry out the day-to-day activities for Junior Achievement. Some countries are able to secure a loaned executive for a year or two to help get the organization off the ground. This would be a

responsibility of the board of directors. The staff person (Executive Director) will need to begin the process of establishing Junior Achievement as a non-profit organization, expanding the program, training volunteers, customizing program materials, organizing board meetings, etc. Junior Achievement has a specially designed professional training course for International Affiliates. It is recommended that all new Executive Directors attend this one-week training course to prepare them for their new role.

5. PROJECT INPUTS

5.1 Resource Persons

This project will involve a joint staff effort between the AIA and the JAI. The project will require the following personnel:

A. International Project Coordinator and staff based in The Gambia

Coordination of the development of this project in Africa will be undertaken by Junior Achievement International. Junior Achievement International will be using the networks that have developed within the National Award Programs in The Gambia, Sierra Leone, and the third country. In addition to one USA or U.K. full-time staff, we would hire four full-time African staff members.

Staff from JAI in Colorado Springs, CO, USA and AIA in London, England, will help oversee the project.

B. Peace Corps

In September 1991, a five-year partnership was established between the Peace Corps of the USA and JAI with the purpose of furthering cooperation in international projects in support of sustainable community development.

Entrepreneurial education is one of several integrated program areas of the Peace Corps. It is intended to train Peace Corps personnel in the pilot countries of Africa to assist in the development of the JAI economic education programs.

5.2 Training Materials and Technical Assistance

The training materials for the JAI programs will be supplied to the African Affiliates.

Initial program materials will be supplied during this project period, including the shipping costs to Africa. After the 2-year period, the Affiliates will have to support the purchase of the training materials. Future plans would include the production of materials within Africa and internal distribution. In addition 2 trainers would be sent to Africa each year to train the teachers and consultants on all of the programs.

5.3. Finance

A. Budget

The projected budget for The Gambia, Sierra Leone, and the third country is given in Section 8. The project will need an investment of \$542,751.55 (U.S. dollars) over the two-year period, 1992-1994.

B. Financial Control

JAI will be responsible to AID for the administration and accounting of the project funds. JAI will comply with all contract requirements stipulated by AID.

6. EVALUATION

A. Program Evaluation

Continuous evaluation and monitoring of the programs will be carried out by the AIA and JAI staff throughout the pilot. Travel within Africa will be for implementation, monitoring, and problem resolution by staff based in The Gambia.

Individual enterprise program evaluation of the JAI programs would be the responsibility of the relevant organization in collaboration with the National Award Authorities, the Award's International Secretariat, and JAI.

B. Project Evaluation

An independent evaluation of the project will be conducted during the summer of 1994 and the findings presented to a post-project meeting of JAI, AIA, AID, and the pilot countries. Criteria for evaluation is likely to include such factors as:

- number of young people involved in the JAI programs
- number of volunteers, business advisors
- retention of students and volunteers

- pre- and post-surveys of student knowledge
- degree of involvement of the private sector
- proportion of women involved and the roles played by women
- Quality of projects set up; e.g., how innovative? Value adding? Successful? Self-sustaining? Wealth-creating?
- Impact; e.g., attitude of young people, morale of community, level of economic return, influence on education sector
- How successful at acquiring resources, both initial and ongoing
- Quality of support provided; successful completion of training Programs, feedback and advice
- Recognition; newspaper reports, radio, government citations, national and international interest

The precise evaluation methodology will be developed throughout the project as part of an integrated evaluation exercise involving all interested parties including Governments, NGOs, private sector and participants in the training programs.

7. TARGETS

7.1 Targets

The goal over the two-year period would be to involve 5,400 young people in the JAI programs in three countries.

Program Impact per Country

Year	JA Company Program	Applied Economics	Project Business	Business Basics	Totals
	Students/Classes	Students/Classes	Students/Classes	Students/Classes	
1	150/5	150/5	150/5	150/5	600/20
2	300/10	300/10	300/10	300/10	1200/40
Total	450/15	450/15	450/10	450/10	1800/60

These figures could be substantially greater if in-country business leaders and/or government officials provide strong support to the development of these programs.

While the program numbers are not large, the intent of the pilot is to determine whether or not JAI programs can be customized to meet local needs and whether the private sector is capable and willing to support programs by making them self-sustaining in two years.

7.2 Project Sustainability

Self-sufficient project development will be achieved through the following

- Established national structure for JAI program development
- Established links with the private sector
- Trained trainers in program development
- Volunteers in the private sector, in government and non-government networks at all levels trained to act as trainers and advisers.
- Training Materials

Training materials after the 2-year period will be supported mainly by the private sector in each country.

8. TIMETABLE

- | | | |
|------|-------------|--|
| 1992 | September - | - Hire staff and organize office
- Staff training in the U.S - 2 people |
| 1992 | October - | - Organize task force |
| 1992 | November - | - Line up pilot classes for January - June |
| 1993 | January - | - 2 U.S. Trainers to Africa - pilot classes begin |
| 1993 | April - | - 4 Africans to the U.S. for Board Development |

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- 1993 May -
 - Confirm pilot schools for year 2
 - 1993 Summer -
 - Customize materials
 - 2 U.S. Trainers to Africa to train for 2nd year
 - 1993 September -
 - Pilot programs begin
 - 1993 Fall -
 - Formalize Board of Directors and legal status of Junior Achievement
 - 1994 Spring -
 - Independent evaluation
 - 2 African business leaders to the U.S.
 - 1994 August -
 - Post project meeting between AID, JAI, AIA, and the country leaders of Junior Achievement

ATTACHMENT 3

STANDARD PROVISIONS

Note: Only those Standard Provisions indicated in Section 1K.
of this Grant apply to this Grant.

AGENCY FOR INTERNATIONAL DEVELOPMENT
PROJECT IMPLEMENTATION ORDER/TECHNICAL SERVICES (PIO/T)*

Page 1 of 1 Pages

1. Cooperating Country Africa Regional	2. PIO/T No. 698-0463-3-2614171	3. PIO/T Amend No. Original
4. Project/Activity No. and Title Human Resources Development Assistance (HRDA) 698-0463, Junior Achievement	5. Appropriation Symbol(s) 72-112/31014	
7. Pro Ag No. or Project Authorization Date 7/23/97	6. Budget Plan Code(s) GSS2-92-31698-KG12 (281-61-698-00-69-21)	
9. Project Assistance Completion Date (Month, Day, Year) 9/30/95	8. Obligation Status <input checked="" type="checkbox"/> Administrative Reservation <input type="checkbox"/> Implementing Document	
11. Type of Action and Governing A.I.D. Handbook A. A.I.D. Contract (HB14) B. A.I.D. Grant or Cooperative Agreement (HB 13) C. PASA/RSSA (HB 12) D. Other	10. Authorized Agent OP/O/AFR	12. Contract/Grant/Cooperative Agreement/ Reference Number (if this PIO/T is for an order or a modification to an award)

13. A.I.D. Funding (Attach a detailed budget in support of column (2) as Attachment A.

	(1) Previous Total	(2) Increase	(3) Decrease	(4) Total to Date
A. Dollars		\$545,000	0	\$545,000
B. U.S.-Owned Local Currency	0	0	0	0

14. Mission References

15. Instructions to Authorized Agent **OP/O/AFR** is requested to negotiate a grant with Junior Achievement for Attached A SOW.

OFFICE OF FINANCIAL MANAGEMENT

ACTION: Reserved

DATE: 8/20/92

16. Address of Voucher Paying Office **AID/FA/FM/C&P/DC, Rm 700 SA-2, Washington, DC 20523, Deborah Diaz, AFR/ONI/TTPI, Rm. 2676 N.S.**

17. Clearances - Include typed name, office symbol, and date for all clearances

A. The Project Officer certifies (1) that the specifications in the statement of work or program description are technically adequate, and (2) that (for contract actions only) all program personnel who are defined as procurement officials under 41 U.S.C 423 have signed the Procurement Integrity Certification (OF-333).

Signature D. Diaz, AFR/ONI/TTPI	Date: 8/11/92	Phone No: 7-4288
B. The statement of work or program description lies within the purview of the initiating office and approved agency programs.	C. D. Muncy, AFR/ONI/PMO Date: 8/19/92	
Signature: Z. Hahn, AFR/ONI/TTPI Date: 8/12/92	Signature: G. Cauvin, AFR/DP/PAB Date: 8/19/92	
D. Funds for the services requested are available	E.	
A. H. ... AFR/ONI/PMO Date: 8/17/92	Signature: L. Barrett FA/FM/A/PA Date:	

18. For the Cooperating Country: The terms and conditions set forth herein are hereby agreed to:

Signature: _____ Title: _____ Date: _____

19. For the Agency for International Development: _____

Signature: **W. Weinstein** Title: **Director, AFR/ONI** Date: **8/19/92**

FOR CONTRACT ACTIONS ONLY: SOURCE SELECTION INFORMATION--SEE FAR 3.104. THIS DOCUMENT, OR PORTIONS THEREOF, CONTAINS PROPRIETARY OR SOURCE SELECTION INFORMATION RELATED TO THE CONDUCT OF A FEDERAL AGENCY ACQUISITION, THE DISCLOSURE OF WHICH IS RESTRICTED BY LAW (41 U.S.C. 423). UNAUTHORIZED DISCLOSURE OF THIS INFORMATION MAY SUBJECT BOTH THE DISCLOSURER AND RECIPIENT TO CONTRACTUAL, CIVIL, AND/OR CRIMINAL PENALTIES AS PROVIDED BY LAW.

FOR OTHER ACTIONS: UNAUTHORIZED DISCLOSURE OF PROPRIETARY OR SOURCE SELECTION INFORMATION MAY SUBJECT AN EMPLOYEE TO DISCIPLINARY ACTION.

HOT-0463-G-CO-2185-CO

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