



THE ALLIANCE

ACDI/VOCA • CDC • IESC • MBAEC

UNITED FOR STRENGTH & SERVICE

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**Quarterly Report for the
Business Development Division of USAID
(April - June, 2000)**

A. GENERAL INFORMATION

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

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

4. Grantees/Subgrantees Involved:

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

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



Funded by the United States Agency for International Development

B. QUARTERLY UPDATE (April 1 to June 30, 2000)

1. Key Events in this quarter:

- Funding in the full amount anticipated in the CA was received from USAID in April and distributed to the Alliance partners to fund the program through January 31, 2001.
- The Alliance Executive Committee met with USAID in Kyiv, where they agreed the principle activities to be included in the Alliance program for the second fiscal year of the current CA. The AEC also reached agreement on the division of USAID funding between the four Alliance partners. Essentially the program in year 2 will continue to build on current activities in the regions being served, there will be no major shift in the types of activities and services currently being provided.
- All MAP Kharkiv activities planned by the Alliance were completed this quarter. The ongoing Alliance program in Kharkiv will continue to build on MAP results.
- Alliance clients and staff evaluated the results of projects completed in the first fiscal quarter of the current CA.
- The Alliance office continued to scan documents, building a library of published business development materials. An index and summary of the library contents is linked to the Alliance web-site.
- John Pennell, USAID Business Development Specialist and Activity Manager for the Alliance program joined David Kerry on a visit to CDC in Odesa. They met CDC clients and volunteers and participated in a promotional seminar which featured the start of business cooperation between CDC and a local BSO, Odesa Fund for Small Business Development and Investment.

2. Summary of Deliverables

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

- **The total number of assistance projects of all types started in the fiscal year to-date reached 235, i.e. 69% of the year's target of 341.**
- **This total includes 47 projects for women / partly women owned companies, i.e. 19% of the total projects started.**

Technical Assistance:

- In this quarter the Alliance started 69 technical assistance projects, reaching a combined total of 180 projects in the fiscal year to-date, i.e. 70% of the year's target of 255 projects.
- A total of 31 Alliance volunteers have provided in-country technical assistance this quarter.
- 5 Volunteers working this quarter on the Marketing Assistance Project, Kharkiv, have provided assistance to an average of 5 companies each.
- 77 Volunteers have been brought in-country in the fiscal year to-date. They have averaged 2.5 projects each.

Funded training / seminars -



Funded by the United States Agency for International Development

- The Alliance delivered 10 funded seminars this quarter, including 2 for women / partially women owned companies, reaching a combined total of 29 seminars, 90% of the year's target of 32.
- Attendance at the 29 seminars has totaled 952 company representatives, comprising 583 males and 369 females.

Client Networking & Association Building

- The Alliance delivered 8 events, including 3 for women / partially women owned companies, reaching a combined total of 20 projects, 60% of the year's target of 33.
- Attendance has totaled 2533 company representatives, comprising 1501 males and 1032 females in the year to-date.

Market Development Services

Two East to East Study Tours were completed in the current quarter, reaching a combined total of 3 projects, 75% the year's target of 4.

Three US based Market Development projects have been started to-date, including 1 ABLE project and 2 USVE projects, 27% of the year's target of 11 projects.

3. Summary of Results

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

The attached individual quarterly report of Alliance partner ACDI/VOCA includes immediate results that were achieved during the quarter on funded seminars and client networking projects.

- The Alliance considers the immediate results of funded seminars, conducted both by local specialists and by Alliance volunteers, to be satisfactory, with 952 persons in total attending and benefiting from 29 events in the year to-date.
- Immediate results of client networking projects are also considered highly satisfactory with over 2500 participants to-date demonstrating both the popularity of the events and the market's demand for these type of services. Major successes have been reported in detail previously in our monthly reports, "Alliance at a Glance", and are now briefly covered in the attached partner's quarterly reports. ACDI/VOCA continues to report major local benefits and planned business linkages as a direct result of its highly popular local food festivals.

C. Projections for Next Quarter (July 1 – September 31, 2000)

1. Key Expected Events



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- To reach a conclusion with USAID on the mechanism to include the accepted Alliance leave behind strategy and implementation plan into the Scope of Work under the present Cooperative Agreement. To finalize the required documents and begin the activity.
- To commence and report project result evaluations for projects completed in the second quarter of the fiscal year.
- To prepare a work-plan for the second year of the current CA and agree it with USAID.
- To continue compiling the Alliance library:
Small quantities of CDs are in the process of being prepared and in the coming quarter will be distributed to Alliance offices (funding limitations prevents a mass circulation). The first CD to be published, “The Alliance Guide To Obtaining Business Finance”, will contain the following materials:
 - “Sources of Financing” - Alliance booklet in English, Ukrainian and Russian
 - “Obtaining Financing in Ukraine” - Alliance seminar presentation materials in English and Russian (with presenter’s notes in English only)
 - “GAAP Financial and Statistical Reporting” - IESC ABLER workbook written by an IESC volunteer assisted by a Russian accountant, with case studies on transferring Russian tax accounting standards to GAAP - in English and Russian
 - “Business Planning Workbook” - IESC ABLER workbook designed in a question and answer format, whereby all the subject headings and answers, when put together, creates a business plan - in English and Russian
 - “Investment and Venture Capital” - materials donated by Odesa Fund for Small Business Development and Investment

2. Forecast of Deliverables

In the fourth quarter of the CA, it is anticipated that project numbers in each category will reach the full year’s target of 341.

The balance of projects remaining and forecast for completion in the next quarter are:

- Technical Assistance: 49 primary projects and 26 piggybacks
- Funded training / seminars: 3 projects
- Client Networking & Association Building: 13 projects
- Market Development Services: 15 projects



Alliance Deliverables - III Quarter Summary Report (April - June, 2000) page 1.

TOTALS - Program Quarter III (April- June, 2000)

Partner	TA projects				Funded Training/Seminars		Client networking and Ass'n. Build.		Market Development Services			
	Regular	Piggyback	Long term VE	SUBTOTAL	Local Consultant	Piggyback VE	Networking	Association Building	US - Based Market Research	Trade Show Activities	East to East Study Tours	Business-to-Business Missions
ACDI/VOCA	13	11	0	24	4	0	3	5	0	0	2	0
CDC	15	7	0	22	0	0	0	0	0	0	0	0
IESC	8	21	0	29	0	6	0	0	2	2	0	0
MBA	0	2	0	2	0	0	0	0	0	0	0	0
Month totals	36	41	0	77	4	6	3	5	2	2	2	0

101

TOTALS TO-DATE - Program Quarter I + Quarter II + Quarter III

Partner	TA projects				Funded Training/Seminars		Client networking and Ass'n. Build.		Market Development Services			
	Regular	Piggyback	Long term VE	SUBTOTAL	Local Consultant	Piggyback VE	Networking	Association Building	US - Based Market Research	Trade Show Activities	East to East Study Tours	Business-to-Business Missions
ACDI/VOCA	29	21	0	50	16	0	9	10	0	0	3	0
CDC	31	27	0	58	0	0	0	0	0	0	0	0
IESC	20	55	1	76	0	12	1	0	6	2	0	0
MBA	0	4	7	11	0	0	0	0	0	0	0	0
Totals to-date	80	107	8	195	16	12	10	10	6	2	3	0

254

YEAR'S TARGET

Partner	TA projects				Funded Training/Seminars		Client networking and Ass'n. Build.		Market Development Services			
	Regular	Piggyback	Long term VE	SUBTOTAL	Local Consultant	Piggyback VE	Networking	Association Building	US - Based Market Research	Trade Show Activities	East to East Study Tours	Business-to-Business Missions
ACDI/VOCA	46	46	0	92	24	0	12	12	0	0	3	0
CDC	59	20	0	79	0	0	0	0	2	0	0	1
IESC	22	54	2	78	0	8	6	3	9	5	1	0
MBA	0	0	6	6	0	0	0	0	0	0	0	0
Year totals	127	120	8	255	24	8	18	15	11	5	4	1

341

Technical Assistance

Partner	Project #	Project Type	Client Name	Class/Sector	Oblast	Volunteer Name	Owned by	Start Date	Completion Date	
ACDI/VOCA	207014	R	Lvivsad Association	Agrnbusiness	Lviv	Darby J. Sanders	Male	04/08/00	04/22/00	
	PB to 207014		Yavoriv National Nature Park	Agrnbusiness	Lviv	Darby J. Sanders	Male	04/08/00	04/22/00	
		PB to 207014		Western Ukraine Farmers Union	Agrnbusiness	Lviv	Darby J. Sanders	Male	04/08/00	04/22/00
	207010	R	Roman meat processing operation	Agrnbusiness	Lviv	Jeff Waler	Male	04/08/00	04/27/00	
		PB to 207010		"Korona" meat processing	Agrnbusiness	Lviv	Jeff Waler	Male	04/08/00	04/27/00
	207002	R	IESC Kharkiv	Agrnbusiness	Kharkiv	Hammen Greenwood	Male	04/15/00	04/29/00	
	207011	R	Stremliche vegetable processing	Agrnbusiness	Lviv	Dean J. Eliason	Male	04/16/00	04/29/00	
		PB to 207011		Chorkiv vegetable processing	Agrnbusiness	Lviv	Dean J. Eliason	female	04/16/00	04/29/00
	207017	R	Schedra Niva Sweet-Corn Processin	Agrnbusiness	Lviv	Roger Huijbregtse	Male	04/25/00	05/03/00	
	207008	R	Odesa milk processing	Agrnbusiness	Odesa	Harry Carter	Male	05/13/00	05/27/00	
		PB to 207006		Bilousov portion butter packaging	Agrnbusiness	Cnmea	Harry Carter	Male	05/13/00	05/13/00
		PB to 207006		Sevastopol Milk Processing	Agrnbusiness	Cnmea	Harry Carter	Male	05/13/00	05/13/00
	207009	R	Meriol Meat Processing	Agrnbusiness	Lviv	Rita Stovsich	female	06/10/00	06/29/00	
	207013	R	Oscar Meat processing	Agrnbusiness	Lviv	Rudy Stovsich	male	06/10/00	06/29/00	
		PB to 207013		Association Development	Agrnbusiness	Lviv	Rudy Stovsich	male	06/10/00	06/29/00
	207023	R	Zhovkva Dairy processing	Agrnbusiness	Lviv	Bernard Laabs	male	06/10/00	06/24/00	
		PB to 207023		Edson Dairy	Agrnbusiness	Khmelnytsky	Bernard Laabs	male	06/10/00	06/24/00
		PB to 207023		Lokhvitsa Dianas	Agrnbusiness	Poltava	Bernard Laabs	male	06/10/00	06/24/00
		PB to 207023		Galichina hard cheese production	Agrnbusiness	Lviv	Bernard Laabs	male	06/10/00	06/24/00
	207020	R	Galichina Fruit and Berry processing	Agrnbusiness	Lviv	Maury Westberg	male	06/18/00	06/30/00	
	207022	R	Ukrainna Rural Community Develop	Agrnbusiness	Odesa	Beth Oliver	female	06/24/00	07/08/00	
	207021	R	Zakharchenko Nursery operation	Agrnbusiness	Zaporozhia	Richard Bates	female	06/25/00	07/08/00	
		PB to 207021		Presentation at the seminar	Agrnbusiness	Vinnitsa	Richard Bates	male	06/25/00	07/08/00
207028	R	Agroplus Sweet Corn Project	Agrnbusiness	Terнопil	Keven Johnstun	male	06/26/00	07/08/00		

CDC

287	R		Blacksea Co	Services	Odesa	Lara Bethke	Male	04/01/00	04/14/00
288	PB		Accels/ASTR-3	Services Education	Odesa	Lara Bethke	Male	04/02/00	04/06/00
296	PB		Maxim	Services	Odesa	Lara Bethke	Male	04/10/00	04/10/00
292	R		Business School	Services Education	Odesa	Lara Bethke	Female	04/17/00	04/30/00
120	R		Lexservice	Services	Sevastopol	Susan Jalbert	Female	04/22/00	05/05/00
302	PB		Technical University	Services Education	Sevastopol	Susan Jalbert	F/M	04/24/00	05/04/00
249	R		EstColor 2	Services/distribution	Mykolav	Norman Green	Male	05/06/00	05/23/00
312	R		Esticolor 3	Services/distribution	Mykolav	Norman Green	Male	05/24/00	06/06/00
301	R		Institute of Business and Law	Services/Education	Odesa	Andrew Saporoschenko	Male	05/24/00	06/08/00
262	R		ProfSelect 2	Services	Odesa	Richard Dahl	Female	05/31/00	06/13/00
313	R		OSMG (Odesa Stock Market Group)	Services	Odesa	Norman Green	male	06/07/00	06/28/00
297	R		Interwindows	Housing Construction	Odesa	Robert Leff	male	06/08/00	07/07/00
318	PB		SOM	Manufactunng	Odesa	Richard Dahl	male	06/09/00	06/09/00
252	R		VISMA	Manufactunng	Odesa	Charles Ziel	male	06/11/00	06/27/00
314	R		Professional Select Company	Services	Odesa	Richard Dahl	female	06/14/00	06/27/00
317	PB		Karavay Bread Company	Manufactunng	Odesa	Richard Dahl	male	06/14/00	06/21/00
291	R		OZOM 5	Manufactunng	Odesa	Theodore S Collatos Rob	male	06/19/00	07/04/00
203	R		Kwinta-Uq	Construction	Odesa	Peter Newburg	male	06/19/00	07/07/00
280	R		Tango	Manufactunng	Odesa	James Reese	male	06/19/00	07/14/00
308	R		Eugenia Travel - 2	Tourism	Odesa	Manilyn Reese	female	06/19/00	07/14/00
315	PB		Eugenia Travel - 3	Tourism	Odesa	James Reese	female	06/21/00	06/23/00
318	PB		OSMG - 2	Services / Consulting	Odesa	Norman Green	male	06/27/00	06/27/00

IESC

33853	R	Dovira	Telecommunication	Kyiv	Edward Stokes	Male	04/03/00	04/12/00
33991	PB to 33853	Dovira	Telecommunications	Kyiv	Margie Stokes	Male	04/03/00	04/12/00
33325	R	Kvasar Ltd	HiTech	Kyiv	Michael Brunner	Male	04/04/00	05/26/00
33589	R	MAP Apparel	Manufacturing	Kharkiv	Elmer Swallow	Male	04/05/00	
33986	PB to 33344	Falvest-Farm	Services	Dnipropetrovsk	Donald McCready	Male	04/07/00	04/14/00
34026	PB to 33958	ULRMC	HiTech	Kyiv	Neal Charlston	Male	04/11/00	05/02/00
31577	R	MAP Tounsm	Tounsm	Kharkiv	Susan Snelson	Male	04/25/00	
34047	PB	Kupyansk Garment Co	Manufacturing	Kupyansk, Kharkiv	Elmer Swallow	Male	05/03/00	05/16/00
34059	PB	Kharkiv Association of Iqht Industry	Manufacturing	Kharkiv	Elmer Swallow	Male	05/03/00	05/16/00
33590	R	MAP Construction Sector	Real estate/Construction	Kharkiv	VE Alfano	Male	05/07/00	
33897	PB	CEI/RBAC Construction Sector	Real estate/Construction	Kharkiv	VE Alfano	Male	05/08/00	
33591	R	MAP Transportation Sector	Transportation	Kharkiv	VE Smith	Male	05/09/00	
34068	PB to 33325	Alfacom	Services Telecommunc	Kyiv	Michael Brunner	Male	05/10/00	06/14/00
34081	PB	Elot travelling agency	Tourism	Kharkiv	Susan Snelson	Male	05/15/00	06/11/00
34083	PB	Lama Tounst Agency	Tounsm	Kharkiv	Susan Snelson	Male	05/16/00	06/07/00
34084	PB	KomOD Tur	Tounsm	Kharkiv	Susan Snelson	Male	05/16/00	06/07/00
34095	PB	Club of Business women /NGO/	Services BSO	Yalta	Susan Snelson	Male	05/22/00	05/28/00
34103	PB to 33325	BLK - Kyiv	Services Health	Kyiv	Elizabeth Brunner	Female	05/23/00	05/28/00
34144	PB to 33590	Kharkiv Construction companies	Manufacturing	Kharkiv	Antony Alfano	Male	05/28/00	06/16/00
34077	PB to 31577	Druzha	Tounsm	Kyiv	Susan Snelson	Female	05/28/00	05/31/00
33938	PB to 33325	Lviv Consulting Group	Telecommunications	Lviv	Michael Brunner	Male	05/29/00	06/01/00
34130	PB	Construction Group	Construction	Kharkiv	Alfano	male	06/01/00	06/16/00
34129	PB	Kontract Proyekt	Construction	Kharkiv	Alfano	male	06/01/00	06/16/00
34145	PB	Zemlyane		Kharkiv	Alfano	male	06/01/00	06/16/00
34146	PB	Stroyervice	Construction	Kharkiv	Alfano	male	06/01/00	06/16/00
33940	PB to 33325	Magma	Telecommunications	Lviv	Michael Brunner	male	06/02/00	06/07/00
34140	PB	Kharkiv Traveling Agencies/Associat	Tourism	Kharkiv	Snelson	male	06/02/00	06/09/00
33989	R	IFC Business Center	Marketing / BSO	Chernigiv	Robert Schiavo	male	06/15/00	07/14/00
34079	R	Inter Oko	Services / Health	Kyiv	Yuny Feinstein	male	06/21/00	07/20/00

MBA

M	PB to M027	Administrative Services	Fast Food	Kyiv	Zachary Rosen	Male	04/25/00	09/30/00
M032	PB to M032	Marka Viki	Services/Cars	Kyiv	Jov O'Brien	Female	04/30/00	08/31/00

Alliance project report (Quarter III) page 3.

Funded Training/Seminars

Partner	Project #	Client Name	Class/Sector	Oblast	Volunteer Name	Owned by	Attendees # m; f	Start Date	Completion Date
ACDI/VOCA		ACDI/VOCA	Agribusiness	Poltava	Local Consultant	male	m - 9; f - 18	04/12/00	04/12/00
		ACDI/VOCA	Agribusiness	Lviv	Local Consultant	male	m - 6; f - 13	04/26/00	04/26/00
		ACDI/VOCA	Meat processing	Kharkiv	Local Consultant	male	m - 17; f - 3	05/25/00	05/25/00
		ACDI/VOCA	Agribusiness	Poltava	Polish Consultant	male	m - 17; f - 8	05/30/00	05/30/00

CDC

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IESC

70099	Land (Zemlya)	Services	Kharkiv	Jack Getman	Male	m - 10; f - 11	04/04/00	04/11/00
70105	MAP clients	Kharkiv	Kharkiv	Elmer Swallow	Male	m - 25; f - 20	05/12/00	05/15/00
70107	IESC/9 Kharkiv Traveling Tourist Agencies	Kharkiv	Kharkiv	Susan Snelson	Female	m - 3; f - 18	05/15/00	05/16/00
70108	IESC/Kharkiv travelling Agencies	Kharkiv	Kharkiv	Susan Snelson	Female	m - 5; f - 15	05/23/00	05/25/00
70114	Kharkiv Transportation companies	Transportation	Kharkiv	Smith	Male	m - 15; f - 1	06/08/00	06/09/00
70116	Kharkiv Construction companies	Construction	Kharkiv	Alfano	Male	m - 18; f - 1	06/13/00	06/14/00

MBA

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Alliance project report (Quarter III) page 4.

Client Networking & Association building (CNAB)

Partner	Project #	Type of CNAB	Client Name	Class/Sector	Oblast	Volunteer Name	Owned by	Attendees:	Start Date	Completion Date
ACDI/VOCA		Ass'n building	ACDI/VOCA	Agribusiness	Zhitomyr, Rivne			m - 12; f - 16	04/24/00	04/25/00
		Networking	ACDI/VOCA	Agribusiness	Lviv			m - 11; f - 19	04/26/00	04/26/00
		Ass'n building	ACDI/VOCA	Agribusiness	Lviv			m - 4; f - 0	05/15/00	05/16/00
		Ass'n building	ACDI/VOCA	Agribusiness	Lviv			m - 7; f - 5	05/29/00	05/29/00
		Networking	ACDI/VOCA	Agribusiness	Lviv			m - 14; f - 16	06/17/00	06/17/00
		Ass'n building	ACDI/VOCA	Agribusiness	Kiev			m - 10; f - 12	06/21/00	06/29/00
		Ass'n building	ACDI/VOCA	Agribusiness	Lviv			m - 11, f - 19	06/24/00	06/24/00
		Networking	ACDI/VOCA	Agribusiness	Khmelnytsky			m - 12; f - 18	06/25/00	06/25/00

CDC										
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IESC										
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MBA										
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Alliance project report (Quarter III) page 5.

Market Development Services (MDS)

Partner	Project #	Type of MDS	Client Name	Class/Sector	Oblast	Volunteer Name	Number of Participants	Start Date	Completion Date
ACDI/VOCA		East-to-East Study Tour to Poland		Agribusiness	Lviv, Khmel'n, Rivno region		m - 5; f - 2	05/21/00	05/28/00
		East-to-East Study Tour to Czech Republi	Meat Processors	Agribusiness			m - 4; f - 3	06/04/00	06/11/00
CDC									
IESC	N/A	Trade Show	Ellada	Services	Dnipropetrovsk		10	04/13/00	04/16/00
	34030	USVE	Kharkiv Technologies	Services		Raymond Pecoraro		04/26/00	on - going
	70174	Trade Show	Kharkiv Travel Agencies	Services/ Touri	Kharkiv to Yalt	N/A	m - 2; f - 4	05/22/00	05/26/00
	34180	USVE	Kvazar	Telecommunic	Kyiv	Michael Brunner		06/29/00	Three months
MBA									

9