



THE ALLIANCE

ACDI/VOCA • CDC • IESC • MBAEC

UNITED FOR STRENGTH & SERVICE

7 Zankovetskoi Street, Suite #21
252001 Kyiv, Ukraine
E-mail: dkerry@iesc.org

Tel: (+38-044) 462-0781

Fax: (+38-044) 229-2995

Mr John A. Pennell,
USAID Mission for Ukraine, Belarus and Moldova,
19, Nizhniy Val Str.,
254071 Kiev,
Ukraine.

**Quarterly Report for the
Business Development Division of USAID
(July 1st - September 30th, 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, Country Director
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.



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B. QUARTERLY UPDATE (July 1 to September 30, 2000)

1. Key Events in this quarter:

- In the previous quarter USAID implemented a 12 months old agreement with IESC, under which IESC had agreed to be used as a “pass through organization” to transfer USAID funding to Podillya Pershyi. The funding is to be used to finance a SME cluster development program to be implemented by Podillya Pershyi in Khmelnytsky region. USAID unilaterally decided to implement the agreement by issuing a modification (number 3) to the Alliance program, effectively incorporating the Podillya Pershyi project into the Alliance program. By so doing, although none of the Alliance partners have any involvement in project implementation, USAID obligated the Alliance CoP office to report the project.
In this quarter the CoP had a substantial personal workload in developing sub-grants which will allow IESC to effectively fulfill its “pass through” obligation without the transfer of funds attracting local taxes. The Ukrainian Center for Enterprise Restructuring and Private Sector Development (UCER), the World Bank’s program implementation unit, has been introduced to receive funding from IESC, monitor the project performance and release tranches of funding to Podillya Pershyi, based on successful completion of performance targets. UCER will report to the Alliance CoP and the project will be reported to USAID, separately to Alliance program reports.
The Alliance does not have any responsibility for implementation and results of the project.
- In the current quarter modification number 4 was issued disbursing a further \$186,600 of funding for the Alliance program, slightly more than the average monthly amount required to finance program activities. The total received to-date is slightly in excess of the anticipated amount to fund the program through February 2001. USAID has additionally advised that problems can be anticipated in releasing further funding during February. Alliance partners have been advised to control their expenditures to ensure program continuation through April 2001
- A conclusion was reached with USAID on the mechanism to include the accepted Alliance 3 years leave behind strategy and implementation plan into the Scope of Work. Documents were finalized and the first fiscal year’s activity was started.
- With the support of the USAID mission, IESC has taken advantage of an earlier than anticipated opportunity to close its regional office in Lviv and transfer its representation for Western Ukraine to two Ukrainian organizations, Lviv Consulting Group and Meta Center. IESC’s former Regional Manager, Alexander Popov, has joined the staff of Meta Center, where he will continue to serve IESC existing clients, ensuring a smooth transfer of IESC’s existing projects into the care of Meta Center. Staff of Lviv Consulting Group has received training on fulfilling their representation responsibilities. Both organizations will report to Victor Shmatalo, IESC Country Director, who will continue providing “hands-on” training as they develop and submit their client agreements.
- Alliance clients and staff evaluated the results of projects completed in the second fiscal quarter of the current CA.
- The Alliance has submitted a draft Work-plan to USAID for its program in fiscal year 2, commencing October 1st, 2000. Essentially the program will continue to build on



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current activities in the regions being served, there will be no major shift in the types of activities and services that have been provided in fiscal year one. The final Workplan will be submitted once the corresponding budgets have been prepared, meanwhile the program is being performed on the basis of the draft.

- The Alliance has published its first CD, “The Alliance Guide To Obtaining Business Finance”, containing 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 ABLE 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 ABLE 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. Summary of Deliverables (end of first fiscal year)

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

- **The total number of assistance projects of all types started in the first fiscal year reached 367, i.e. 107% of the year’s target of 341.**
- **This total includes 73 projects for women / partly women owned companies, i.e. 20% of the total projects started.**

Technical Assistance:

- In this quarter the Alliance started 93 technical assistance projects, reaching a combined total of 288 projects in the fiscal year, i.e. 113% of the year’s target of 255 projects.
- A total of 41 Alliance volunteers have provided in-country technical assistance this quarter.
- 118 Volunteers have been brought in-country in the fiscal year. They have averaged 2.4 projects each.

Funded training / seminars -

- The Alliance delivered 8 funded seminars this quarter, reaching a combined fiscal year total of 36 seminars, 113% of the year’s target of 32.
- Attendance at the 37 seminars has totaled 1218 company representatives, comprising 713 males and 505 females.

Client Networking & Association Building

- The Alliance delivered 10 events, reaching a combined total of 30 projects in the fiscal year, 90% of the year’s target of 33.



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- Attendance has totaled 3052 company representatives, comprising 1792 males and 1260 females.

Market Development Services

One East to East Study Tour was completed in the current quarter, reaching a combined total of 4 projects in the fiscal year, 100% of the year's target of 4.

Four US based Market Development projects have been started in the fiscal year, including 2 ABLE project and 4 USVE projects, 55% of the year's target of 11 projects.

The Alliance completed the fiscal year with three Trade Show Support projects instead of the planned - IESC, 5 projects, and Business to Business Missions in the US/Europe - CDC, 1 project

3. Summary of Results

Results Evaluations of technical assistance projects carried out in the second 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 highly satisfactory, with 1218 persons in total attending and benefiting from 36 events in the fiscal year.
- Immediate results of the 30 client networking projects are also considered highly satisfactory, with over 3000 participants 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 (October 1 – December 31, 2000)

1. Key Expected Events

- To prepare and submit a final Work-plan and budget for the second year of the current CA and agree them with USAID.
- To report project result evaluations for projects completed in the second quarter of the fiscal year.
- To continue compiling the Alliance library and to publish further CD's.
- The Alliance will start assisting its local partner organizations to establish Small Business Advisory Services, based on the US SCORE concept and materials.



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2. Forecast of Deliverables

In the first quarter of the second fiscal year, it is anticipated that project numbers in each category will reach a total of

- Technical Assistance: 26 primary projects and 25 piggybacks
- Funded training / seminars: 5 projects
- Client Networking & Association Building: 8 projects
- Market Development Services: 2 projects



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Alliance Deliverables - IV Quarter Summary Report (July - September, 2000) page 1.

TOTALS - Program Quarter IV (July - September)

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	14	22	0	36	8	0	5	4	0	0	0	0
CDC	25	15	0	40	0	0	0	0	0	0	0	0
IESC	7	9	1	17	0	0	0	1	0	1	1	0
MBA	0	0	0	0	0	0	0	0	0	0	0	0
Month totals	46	46	1	93	8	0	5	5	0	1	1	0

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TOTALS TO-DATE - Program Quarter I through Quarter IV

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	43	43	0	86	24	0	14	14	0	0	3	0
CDC	56	42	0	98	0	0	0	0	0	0	0	0
IESC	27	64	2	93	0	12	1	1	6	3	1	0
MBA	0	4	7	11	0	0	0	0	0	0	0	0
Totals to-date	126	153	9	288	24	12	15	15	6	3	4	0

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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

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Technical Assistance

Partner	Project #	Project Type	Client Name	Class/Sector	Oblast	Volunteer Name	Owned by	Start Date	Completion Date
ACDI/VOCA	207019	Regular	Krnych Grain Processing	Agribusiness	Poltava	Joseph Neubauer	Male	07/15/00	07/28/00
		PB to 207019	Schurov Grain handling and storing	Agribusiness	Poltava	Joseph Neubauer	Male	07/15/00	07/28/00
		PB to 207019	Smilyanske grain elevator	Agribusiness	Cherkassy	Joseph Neubauer	Male	07/15/00	07/28/00
		PB to 207019	Boryspil Agricultural Cooperative	Agribusiness	Kiev	Joseph Neubauer	Male	07/15/00	07/15/00
	207016	Regular	Artzyz macaroni production	Agribusiness	Odessa	Lyle E. Clubine	Male	07/26/00	08/09/00
	207016	Regular	Oscar Noodles production	Agribusiness	Lviv	Lyle E. Clubine	Male	07/26/00	08/09/00
		PB to 207016	Melcorn Pasta Production	Agribusiness	Odessa	Lyle E. Clubine	Male	07/26/00	08/09/00
	207031	Regular	Schedra Niva Sweet-Corn Processin	Agribusiness	Lviv	Roger Huibregtse	Male	08/05/00	08/15/00
	207025	Regular	Radekhiv Hard Cheese production	Agribusiness	Lviv	Bill Broske	Male	08/06/00	08/19/00
		PB to 207025	Zvenigorodka Cheese Plant	Agribusiness	Cherkassy	Bill Broske	Male	08/06/00	08/19/00
		PB to 207025	Volodarka Cheese Plant	Agribusiness	Kiev	Bill Broske	Male	08/06/00	08/06/00
	207024	Regular	Maize Corn Seed	Agribusiness	Dnipropetrovsk	Fred Clark	Male	08/21/00	09/03/00
	207042	Regular	Agroplus Sweet Corn Processing/ Fo	Agribusiness	Lviv	Keven Johnstun	Male	08/23/00	09/02/00
	207043	Regular	Kroton food Distnbuton	Agribusiness	Sevastopol	Glen Huskey	Male	09/10/00	09/30/00
		PB to 207043	Maslennitsa Business planning	Agribusiness	Crimea	Glen Huskey	Male	09/10/00	09/30/00
		PB to 207043	Rodnik Cannery	Agribusiness	Crimea	Glen Huskey	Male	09/10/00	09/30/00
		PB to 207043	Medobory Private Company	Agribusiness	Crimea	Glen Huskey	Female	09/10/00	09/30/00
		PB to 207043	Solodukhin Cannery	Agribusiness	Kherson	Glen Huskey	Male	09/10/00	09/30/00
	207030	Regular	Novoselitsa Cheese making Project	Agribusiness	Chernivtsi	John Sherbon	Male	09/10/00	09/23/00
		PB to 207030	Edson Dairy	Agribusiness	Khmelnytsky	John Sherbon	Male	09/10/00	09/23/00
		PB to 207030	Kolos Butter Factory	Agribusiness	Chernivtsi	John Sherbon	female	09/10/00	09/23/00
		PB to 207030	Brynza Festival	Agribusiness	Lviv	John Sherbon	N/A	09/10/00	09/23/00
	207032	Regular	Rosan Meat Processing	Agribusiness	Lviv	David Olson	Male	09/17/00	09/30/00
		PB to 207032	Mercury meat processing	Agribusiness	Lviv	David Olson	Male	09/17/00	09/30/00
		PB to 207032	Roman meat processing operaton	Agribusiness	Lviv	David Olson	Male	09/17/00	09/30/00
	207041	Regular	Kovalivka Dairy Production	Agribusiness	Poltava	Mike Gangwer	Male	09/17/00	09/28/00
		PB to 207041	Apple Farm	Agribusiness	Sumy	Mike Gangwer	Male	09/17/00	09/28/00
	207043	Regular	Feed production and marketing	Agribusiness	Rivno, Lviv	Tom Frith	Male	09/26/00	10/05/00
		PB to 207043	Grono Coop	Agribusiness	Ivano - Frankivsk	Tom Frith	Male	09/26/00	10/05/00
	207044	Regular	Lviv Dairy production	Agribusiness	Lviv	Dick Lettner	Male	09/17/00	10/04/00
		PB to 207044	Bratkovytychi harvest	Agribusiness	Lviv	Dick Lettner	N/A	09/17/00	10/04/00
		PB to 207044	Heifer Project Int	Agribusiness	Ivano - Frankivsk	Dick Lettner	N/A	09/17/00	10/04/00
	PB to 207044	Roman Tsan Farm	Agribusiness	Lviv	Dick Lettner	Male	09/17/00	10/04/00	
207033	Regular	Delicat meat processing	Agribusiness	Kharkiv	Rudy Stoytsich	female	09/24/00	10/08/00	
	PB to 207033	Chernihiv Meat processing Seminar	Agribusiness	Chernihiv	Rudy Stoytsich	N/A	09/26/00	09/26/00	
	PB to 207033	Mercury ltd	Agribusiness	Kharkiv	Rudy Stoytsich	Male	09/24/00	10/08/00	

321	Piggy-back	OMZ-2	Manufacturing	Odessa	Peter Newburg	Female	07/10/00	07/14/00
327	Piggy-back	Eneida	Distribution	Odessa	Jim and Marilyn Reese	Female	07/11/00	07/13/00
295	Regular	Our Children (Business Center)	NGO Support	Odessa	John Dorland	Male	07/15/00	08/04/00
293	Regular	ESCO-3	Services	Odessa	William Medve	Female	08/01/00	08/12/00
311	Regular	HotLine-2	Education	Sevastopol	Marilyn Hopper	Female owned	08/03/00	08/25/00
328	Regular	HotLine-3	Education	Sevastopol	Michael Hopper	Female owned	08/03/00	08/25/00
340	Piggy-back	Oxford Language Study Center	Education	Odessa	Barbara Medve	Female owned	08/10/00	08/10/00
341	Piggy-back	Daring	BSO	Odessa	William Hopper	Female owned	08/12/00	08/19/00
298	Regular	Vremena Goda	Tourism	Odessa	Peter Rothholz	Male owned	08/14/00	08/22/00
332	Regular	ITP	Consulting	Odessa	William Medve	Female owned	08/14/00	08/25/00
337	Regular	Stupeni	Health Care	Odessa	Barbara Medve	Male owned	08/14/00	08/24/00
326	Regular	UkrTechnoService	Manufacturing	Odessa	Tommy Lee	Male owned	08/14/00	08/24/00
307	Regular	Petrospek-Krym - 2	Distribution	Simferopol	Ray Robbins	Female owned	08/17/00	09/09/00
342	Piggy-back	Solnechny	Service	Odessa	Barbara Medve	Male owned	08/17/00	08/17/00
339	Regular	Allur-3	Distribution	Odessa	Tommy Lee	Male owned	08/22/00	09/01/00
288	Regular	Ellada-3	Distribution	Sevastopol	Rink Wheeler	Male owned	08/30/00	09/13/00
276	R	MILSAN	Goods Distribution	Odessa	James Hemphill	Male owned	09/01/00	09/19/00
331	R	OFSBI	Consulting	Odessa	William Kilponen	Male owned	09/04/00	09/15/00
275	R	Esti Color	Distribution/Services	Mykolaiv	John Hughes	Male owned	09/04/00	09/14/00
346	PB	SecSchool	Education	Simferopol	Lois Robbins	Female owned	09/05/00	09/08/00
347	PB	Petrospek Seminar	Distribution	Simferopol	Ray Robbins	Female owned	09/06/00	09/06/00
348	PB	CANPRB	Education	Simferopol	Ray Robbins	Male owned	09/08/00	09/08/00
352	PB	Women Business Center	Consulting	Mykolaiv	Veronica Coleman	Female owned	09/08/00	09/08/00
304	R	Bellatage	Services	Odessa	Patrick King	Male owned	09/11/00	09/20/00
322	R	Aliv 2	Food Production	Odessa	Richard Engle	Female owned	09/11/00	09/22/00
349	PB	Tetra Publishing Co-2	Publishing	Mykolaiv	John Hughes	Male owned	09/11/00	09/13/00
305	R	Intelcom	Telecommunication	Odessa	Stuart Whitaker	Male owned	09/12/00	09/23/00
344	R	Krayan-2	Manufacturing	Odessa	William Kilponen	Male owned	09/13/00	09/22/00
350	R	Esti Color-4	Distribution/Services	Mykolaiv	John Hughes	Male owned	09/14/00	09/24/00
325	R	CPSR	NGO Support	Mykolaiv	Veronica Coleman	Female owned	09/14/00	09/24/00
345	R	North Star	Manufacturing	Odessa	Nathan Sakolsky	Male owned	09/14/00	09/26/00
248	R	Service Class-2	Education/Services	Odessa	Patrick King	Male owned	09/21/00	09/30/00
351	PB	Tetra Publishing Co-3	Publishing	Mykolaiv	Veronica Coleman	Male owned	09/21/00	09/23/00
355	PB	Reva	Services	Odessa	Patrick King	Male owned	09/22/00	09/26/00
356	PB	Studio	Services	Odessa	Patrick King	Male owned	09/23/00	09/23/00
357	PB	Blef	Services	Odessa	Patrick King	Female owned	09/23/00	09/25/00
368	PB	Tourexpress	Services	Odessa	Patrick King	Female owned	09/24/00	09/26/00
354	R	Green Star	Manufacturing	Odessa	Nathan Sakolsky	Male owned	09/25/00	10/05/00
353	R	Karavay-2	Bakery	Odessa	Richard Engle	Male owned	09/25/00	10/06/00
300	R	Vector	Service	Odessa	Henri Vazira	Male owned	09/25/00	10/07/00

IESC

34214	Regular	ProConsult	Service Consulting	Kyiv	James Catoline	Female	07/19/00	07/23/00
34098	PB to 34079	Lornet	Service-health	Kherson	Yun Fainstein	Male	07/21/00	07/30/00
34087	Pb to 33989	IFC Simpherop	Service-consulting	Simpheropil	Robert Schiavo	Male	07/22/00	08/15/00
34014	R	IESC Dnipropetrovsk	Marketing	Dnipropetrovsk	Richard Broderick	Male	08/07/00	11/02/00
34249	PB to 31571	LEKSF	Manufacturing	Lviv	Charles Osenton	Male	08/09/00	08/14/00
34218	PB to 34214	Meta Center	NGO-other	Lviv	James Catoline	Male	08/11/00	08/17/00
34268	PB to 31571	Tor	Manufacturing	Lviv Region	Charles Osenton	Male	08/11/00	08/12/00
34251	PB to 31571	Lviv Glass Factory	Manufacturing	Lviv	Charles Osenton	Male	08/14/00	08/15/00
31571	R	Start	Manufacturing	Lviv	Charles Osenton	Male	08/15/00	08/22/00
34250	PB to 34214	LATO	NGO-BSO	Lviv	James Catoline	Male	08/18/00	08/19/00
34261	PB to 34128	Zhelan	Manufacturing/suits	Kyiv	Elmer Swallow	Female	08/21/00	09/03/00
34280	PB to 34014	IITP Advertising Agency	Services/Advertising	Kyiv	Richard Broderick	Male	08/21/00	09/03/00
34128	R	Giona	Manufacturing/haberdas	Kyiv	Elmer Swallow	Female	08/22/00	09/21/00
34082	R	Beskyd Restaurant	Hotel/Restaurant	Lviv region	John Sinkeldam	male	09/19/00	10/26/00
33426	R long term	IESC		Kharkiv	Getman	male	09/19/00	03/19/01
34198	R	CEUME	Marketing	Dnipropetrovsk	Richard Broderick	male	09/29/00	10/17/00
34132	R	ProConsult	Services/Consulting	Kyiv	James Catoline	female	09/29/00	11/29/00

MBA

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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	Chernihiv	Local Consultant		m - 10; f - 14	07/18/00	07/18/00
		ACDI/VOCA	Agribusiness	Kherson	Local Consultant		m - 12; f - 13	07/21/00	07/21/00
		ACDI/VOCA	Agribusiness	Kherson	Local Consultant		m - 11; f - 15	07/22/00	07/22/00
		ACDI/VOCA	Agribusiness	Kiev	Local Consultant		m - 6; f - 15	08/10/00	08/11/00
		ACDI/VOCA	Agribusiness	Chernihiv	Local Consultant	N/A	m - 16; f - 15	08/28/00	08/28/00
		ACDI/VOCA	Agribusiness	Poltava	Local Consultant	N/A	m - 45; f - 17	08/31/00	08/31/00
		ACDI/VOCA		Lviv	Local Consultant	N/A	m - 13; f - 12	09/13/00	09/14/00
		ACDI/VOCA		Chernihiv	Local Consultant	N/A	m - 17; f - 35	09/26/00	09/26/00

CDC

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IESC

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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	Crimea			m 15; f - 7	07/09/00	07/09/00
		Networking	ACDI/VOCA	Agribusiness	Sevastopol			m-600; f-900	07/09/00	07/09/00
		Ass'n building	ACDI/VOCA	Agribusiness	Cherkassy, Kherson			m- 80; f - 45	07/19/00	07/21/00
		Networking	ACDI/VOCA	Agribusiness	Kherson			m-300; f-300	07/20/00	07/21/00
	N/A	Ass'n building	ACDI/VOCA	Agribusiness	Vinnitsa	N/A		f - 30; m- 30	8/10/2000	8/11/2000
	N/A	Networking	ACDI/VOCA	Agribusiness	Lviv	N/A		f - 80; m - 70	9/17/2000	9/17/2000
	N/A	Networking	ACDI/VOCA	Agribusiness	Lviv	N/A		f - 35; m - 20	9/24/2000	9/24/2000
	N/A	Ass'n building	ACDI/VOCA	Agribusiness	Lviv	N/A		f - 7; m - 20	9/30/2000	9/30/2000
N/A	Ass'n building	ACDI/VOCA	Agribusiness	Lviv	N/A		f - 24; m- 56	9/17/2000	9/17/2000	

CDC										
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IESC	70124	Association Building	Ukrainian Association of Business Cen	Services	Kharkiv		Male	m-25; f-30	08/25/00	09/01/00
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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									
CDC									
IESC	70173	Trade show	KL Ltd.	Services/adver	Lviv to Kyiv			09/18/00	09/21/00
	70142	East to East Study Tour	(to Bulgaria)		Kharkiv		10	09/25/00	10/04/00
MBA									

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