

PART ONE: COMPLETE EACH BLOCK FOR BOTH NEW ASSISTANCE/ACQUISITION AND MODIFICATION ACTIONS

3. Contract/Agreement Number: PDG-0000-C-00-8161-0-1
 4. Contractor/Recipient Name: BUSINESS INTERNATIONAL, INC.
 5. Organization Symbol: *Red. for Value. 3/2/84*
 6. Project Title: Program Development and Support
 7. Project Officer's Name: Bruce Bouchard
 8. Organization Symbol: PRE/PPR
 9. Requisitioning Document ID No: 940-0001-344 0814
 10. TYPE OF ACTION: **B**
 A. New Acquisition/Assistance
 B. Continuation of activities set forth in a contractual document
 C. Revision of work scope/purpose of award
 11. Amount of this PIO/T: OBL. U.S. \$ 198,919
 12. Amount Obligated/Subobligated/Deobligated by this Action: U.S. \$ ~~198,919~~
 13. Cumulative Obligation: 198,919 U.S. \$ ~~198,919~~
 14. This Action Funded Through: 11/13/84
 15. Date Contractual Documents Signed by AID Official: 2/29/84
 16. Incrementally Funded Contract: YES
 17. Host Country/Counterpart Inst.: (Univ. Contracts) NA
 18. Coordinator (Univ. Contracts) NA
 19. Budget PDAA-84-13480 DG61 (PRE) Plan Code: 446-34-099-00-61-41 72-1141021.5
 20. Country or Region of Performance: World wide
 21. a. This Action Increases TEC by \$ 198,919
 b. Total Est. Cost of Contractual Document \$ 263,000
 22. Amount of Non-Federal Funds Pledged to the Project: U.S. \$ 0
 23. Effective Date of this Action: 2/17/84
 24. Estimated Completion/Expiration Date: 7/13/84
 25. Contractor DUNS Number: 01011311710213
 26. Consultant Type Award: NO
 27. Number of Person Months: (PASA/RSSA only) NA
 28. Number of Persons: (PASA/RSSA only) NA
 29. Negotiator's Typed Name: *M. McCoy*
 30. Negotiator's Signature: *[Signature]*
 31. Date Signed: 2/17/84
 32. Contract/Grant Officer's Organization Symbol: SOD/PDC
 33. Contract/Grant Officer's Signature: *[Signature]*
 34. Date Signed: 2/17/84

PART TWO: COMPLETE EACH BLOCK FOR NEW ASSISTANCE/ACQUISITION ACTIONS ONLY

35. SELECTION PROCEDURES:
 A. Formally Advertised
 B. Negotiated Price Competition, General Procedure
 C. A&E
 D. Ed. Inst. and/or Int'l. Research
 E. Collaborative Assistance
 F. Predominant Capability
 G. Unsolicited Proposal
 H. Procurement to be Performed by the Contractor in Person
 I. Sole Source
 J. Impairment of Foreign Policy Objectives
 K. 8(a) Selection
 ● Grant/Cooperative Agreement
 L. Competitive
 M. Noncompetitive
 N. Small Business Set Aside
 O. Overseas Procuring Activities

ORIGINAL

DUNS# 00-131-7023

MAR 1984

STANDARD FORM 30, JULY 1960
GENERAL SERVICES ADMINISTRATION
FD. PROC. REG. (41 CFR) 1-10.101

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT

PAGE 1 OF 2

1. AMENDMENT/MODIFICATION NO. 01
2. EFFECTIVE DATE FEB 17 1984
3. REQUISITION/PURCHASE REQUEST NO.
4. PROJECT NO. (If applicable)

5. ISSUED BY PDC Branch
Services Operations Division
Office of Contract Management
AGENCY FOR INTERNATIONAL DEVELOPMENT
Washington, D.C. 20523
6. TECHNICAL OFFICE: PRE/PPR

7. CONTRACTOR NAME AND ADDRESS: Business International Inc.
One Dag Hammarskjold Plaza
New York, NY 10017
8. AMENDMENT OF SOLICITATION NO.
9. MODIFICATION OF CONTRACT/ORDER NO. PDC-0000-C-00-3161

9. THIS BLOCK APPLIES ONLY TO AMENDMENTS OF SOLICITATIONS
10. ACCOUNTING AND APPROPRIATION DATA (If required):
72-1141021.6
PDAA-84-13480-DG-61
446-34-099-00-61-41
Amount Obligated: 198,919
Cum. Amt. Oblig.: 263,000

11. THIS BLOCK APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS
12. DESCRIPTION OF AMENDMENT/MODIFICATION: See attached pages

FUNDS AVAILABLE

MAR 1 1984
o/c 2590
R. DEmpHill

Program Acctg. Division
OFFICE OF FINANCIAL MANAGEMENT

ORIGINAL

13. CONTRACTOR/OFFEROR IS NOT REQUIRED TO SIGN THIS DOCUMENT
14. NAME OF CONTRACTOR/OFFEROR: Business International
15. NAME AND TITLE OF SIGNER: Orville L. Freeman, Chairman
16. DATE SIGNED: 2/23/84
17. UNITED STATES OF AMERICA
18. NAME OF CONTRACTING OFFICER: Judith D. Johnson
19. DATE SIGNED: 2-29-84

The parties agree to the following:

1) Delete ARTICLE VI - ESTIMATED COST in its entirety and substitute in lieu thereof the following new ARTICLE VI - ESTIMATED COST:

The total price of this contract is \$263,000. The total estimated cost, excluding fee is \$250,064. The fixed fee is \$12,936. The contractor will be reimbursed for the costs incurred by him in performing services hereunder in accordance with the applicable provisions of the Schedule and the General Provisions, subject to the limitations set forth herein. The basic contract supplied funding in the amount of \$64,081. This modification increases the amount funded by \$198,919 for a total obligated amount of \$263,000.

2) Change the cover page Amount Obligated from \$64,081 by \$198,919 to \$263,000.

3) All other terms and conditions remain unchanged.

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AID 1380-1 (10-79)	UNITED STATES INTERNATIONAL DEVELOPMENT COOPERATION AGENCY AGENCY FOR INTERNATIONAL DEVELOPMENT	1. Cooperating Country Worldwide	Page 1 of 1 Pages
		2. P/O/T No. 344-0814	3. <input checked="" type="checkbox"/> Original or Amendment No. _____
		4. Project/Activity No. and Title 940-0001 Program Development and Support (Business International)	
		5. PROJECT IMPLEMENTATION ORDER/TECHNICAL SERVICES	

DISTRIBUTION	9. Appropriation Symbol 72-1141021.6	6. Allotment Symbol and Charge DAA-84-13480-DG-61 446-34-099-00-61-41
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7. Obligation Status <input checked="" type="checkbox"/> Administrative Reservation <input type="checkbox"/> Implementing Document	8. Project Assistance Completion Date (Mo., Day, Yr.) 11-30-84
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9. Authorized Agent CM/COD	10. This P/O/T is in full conformance with PRO-AG Date _____
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11a. Type of Action and Governing AID Handbook <input checked="" type="checkbox"/> AID Contract (HB 14) <input type="checkbox"/> PASA/RSSA (HB 12) <input type="checkbox"/> AID Grant (HB 13) <input type="checkbox"/> Other	11b. Contract/Grant/PASA/RSSA Reference Number (if this is an Amendment) PIX-0000-C-00-3161-00
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12. Estimated Financing (A detailed budget in support of column (2) is attached as attachment no. _____)					
Maximum AID Financing	A. Dollars	(1) Previous Total	(2) Increase	(3) Decrease	(4) Total to Date
	B. U.S. Owned Local Currency		198,919		198,919

13. Mission References	14a. Instructions to Authorized Agent The total estimated cost of the contract with Business International, Inc, contract PIX-0000-C-00-3161-00, is \$263,000 of which \$64,081 has already been funded. The purpose of this P/O/T is to provide the balance of additional funds of \$198,919. All other provisions of the contract remain the same.
	14b. Address of Voucher Paying Office

15. Clearances—Include typed name, office symbol, telephone number and date for all clearances.

A. The project officer certifies that the specifications in the statement of work are technically adequate PRE/PPR, Bruce Bouchard	Phone No. Date	B. The statement of work lies within the purview of the initiating and approved agency programs PRE/PPR, Bruce Bouchard	Date 1/13/84
C. PRE/PPR, John Gelb	Date 1/13/84	D. Funds for the services rendered POSTED BY R. Campbell	Date 1/19/84
E. PRE/PPR, Gail Horner	Date 1/17/84	F. POSTED BY BARBARA WILLIAMS SER/EM/USD	Date 1/19/84

16. For the cooperating country: The terms and conditions set forth herein are hereby agreed to	17. For the Agency for International Development
Signature _____ Date _____	Signature Edgar Harrell Date 1/17/84
Title _____	Title Deputy Assistant Administrator

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PART ONE: COMPLETE EACH BLOCK FOR BOTH NEW ASSISTANCE/ACQUISITION AND MODIFICATION ACTIONS

3. Contract/Agreement Number: <u>PDC-0300 (C. 500-371-00)</u>		
4. Contractor/Recipient Name: <u>Business International</u>		B. Organization Symbol:
6. Project Title: <u>Program Development and Support</u>		<u>Rec'd. by Val. 9/30/83</u>
7. Project Officer's Name: <u>S. Douillard</u>		B. Organization Symbol:
9. Requisitioning Document ID No: <u>940-0001-343-0839</u>		19. Budget Plan Code: <u>PDA 83-13480-9G-61</u> App: <u>72-1131021.6, A11. 346-34-099-CO-61-31</u>
10. TYPE OF ACTION: A. New Acquisition/Assistance <input checked="" type="checkbox"/> A B. Continuation of activities set forth in a contractual document C. Revision of work scope/purpose of award		20. Country or Region of Performance: <u>WORLDWIDE</u>
11. Amount of this PIO/T <u>SUB-Obl U.S. \$ 64,081.50</u> <u>50,000 (inc.)</u>		21. Total Estimated TEC Increased by <u>64,081.50</u> Cost of the Contractual Document: <u>U.S. \$ 26,000</u>
12. Amount Obligated/Subobligated/Deobligated by this Action <u>U.S. \$ 64,081</u>		22. Amount of Non-Federal Funds Pledged to the Project: <u>U.S. \$ _____</u>
13. Cumulative Obligation: <u>U.S. \$ 64,081</u>		23. Effective Date of this Action: <u>9/21/83</u>
14. This Action Funded Through: <u>11/30/84</u>		24. Estimated Completion/Expiration Date: <u>11/30/84</u> <u>Annual passbook check</u>
15. Date Contractual Documents Signed by AID Official: <u>9/30/83</u>		25. Contractor DUNS Number: <u>135647438</u>
16. Incrementally Funded Contract: <u>YES</u>		26. Consultant Type Award: <u>NO</u>
17. Host Country/Counterpart Inst.: (Univ. Contracts) <u>[Signature]</u>		27. Number of Person Months: (PASA/RSSA only) <u>_____</u>
18. Campus Coordinator: (Univ. Contracts) <u>[Signature]</u>		28. Number of Persons: (PASA/RSSA only) <u>_____</u>
29. Negotiator's Typed Name: <u>J. Aboud</u>		30. Negotiator's Signature: <u>[Signature]</u>
32. Contract/Grant Officer's Organization Symbol: <u>SOD/PDC</u>		33. Contract/Grant Officer's Signature: <u>[Signature]</u>
		31. Date Signed: <u>9/15/83</u>
		34. Date Signed: <u>9/20/83</u>

PART TWO: COMPLETE EACH BLOCK FOR NEW ASSISTANCE/ACQUISITION ACTIONS ONLY

35. CONTRACT TYPE: A. Fixed Price (Specify: FFP, FPRD, FPEPA, FPI) <input checked="" type="checkbox"/> B B. Cost Reimbursement (Specify: CR, CPFF, CS, CPAF, CPIF) <u>CPFI</u> C. IOC & Requirements Contracts D. Other		37. SUBJECT TO STATUTORY REQUIREMENT: <input checked="" type="checkbox"/> E A. Walsh-Healey Act, Manufacturer* B. Walsh-Healey Act, Regular Dealer* C. Service Contract Act (U.S. ONLY - Guards, Maintenance, Laborers) D. Davis-Bacon Act (Construction) E. Not subject to Walsh-Healey; Service Contract or Davis-Bacon Act (Most AID Contracts) * Equipment, Supplies, Materials, and Commodities	
36. ADVANCE: A. No Advance <input checked="" type="checkbox"/> A B. Advance Non-FRLC C. Advance FRLC		38. Country of Manufacture: <u>USA</u>	

39. CURRENCY INDICATOR:

- A. U.S. Dollar
- B. Local Currency
- C. Combination
- D. Unstated



40. LABOR SURPLUS AREA PREFERENCE:

- Labor Surplus Area
 - A. No Preference
 - B. Tie Bid Preference
 - C. Total Set Aside
 - D. Not a Labor Surplus Area Preference Award



41. SUBCONTRACTS:

Is There a Provision for a Subcontract? (Contracts only)

N.C.

48. Number of Bidders Offering Items or Services of Foreign Content:

N.C.

42. TYPE SERVICE:

- A. Training of Participants
- B. Technical Assistance to Host Country (Program, Project related except A&E Services)
- C. A&E Services
- D. Construction
- E. Research
- F. Technical Services to AID (other than training, usually operating expense)
- G. Training Service for AID
- H. Equipment, Materials, Supplies, Commodities
- I. Translation Service



47. TYPE OF BUSINESS:

- A. Source: Non-U.S. and Used Outside U.S. & Possessions
- B. Source: Non-U.S. and Possessions (Foreign Purchases Used Inside U.S.) (If U.S. Source, complete C through Q)
- C. Firm - Profit Making & PSC's
- Non-Profit Organizations
 - D. Private Educational Organizations
 - E. Hospitals
 - F. Research Institutions, Foundations, and Laboratories
 - G. Other
- Private Voluntary Organizations
 - H. U.S. Registered
 - I. U.S. Non Registered
 - J. Foreign
- State/Local Government
 - K. Educational Institutions
 - L. Hospitals
 - M. Research Organizations
 - N. Other
- O. International Agricultural Research Organizations
- P. Public International Organizations
- Q. U.S. Cooperatives



42. CONTRACT/AGREEMENT SOURCE:

- A. U.S. Contractor/Grantee
- B. Non U.S. Contractor/Grantee
- C. Combination of A & B



43. SELECTION PROCEDURES

- A. Formally Advertised
- B. Negotiated Price Competition, General Procedure
- C. A&E
- D. Ed Inst and/or Int'l. Research
- E. Collaborative Assistance
- F. Predominant Capability
- G. Unsolicited Proposal
- H. Procurement to be Performed by the Contractor in Person
- I. Sole Source
- J. Impairment of Foreign Policy Objectives
- K. 8(a) Selection
- Grant/Cooperative Agreement
 - L. Competitive
 - M. Noncompetitive
- N. Small Business Set Aside
- O. Overseas Procuring Activities
- P. Institution Building/Strengthening



48. Women Owned Business?

NO

49. TYPE AWARD:

- Small Business
 - A. Not Set Aside
 - B. Partial Set Aside
 - C. Total Set Aside
- D. Personal Service Contract
- E. Individual Non Personal Service Contract
- F. U.S. Government
- G. University
- H. Other Non Profit Organizations
- I. Large Businesses



44. TYPE OF AMERICAN OWNERSHIP:

- Minority
 - A. Asian/Pacific Islander
 - B. Black American
 - C. American Aleuts or Eskimos
 - D. American Indian
 - E. Hispanic
 - F. Other (Specify) _____
- G. Non-Minority



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OCT 5 1983

AGENCY FOR INTERNATIONAL DEVELOPMENT
WASHINGTON, D.C. 20523

COST REIMBURSEMENT TYPE CONTRACT

Negotiated Pursuant to the Foreign Assistance Act of 1961, as Amended, and Executive Order 11223		Contract Number PDC-0000-C-00-3161-00	
Contract Type Cost Reimbursement plus Fixed Fee		Amount Obligated \$64,081	
Country of Performance Worldwide		Total Estimated Contract Cost \$263,000	
Contract For Private Sector-Small Farmer Cooperation		Project Number 940-0001	
Contracting Office (name and address) PDC Branch Office of Contract Management Agency for International Development Washington, D.C. 20523		Contractor (name, street, city, state, zip code) Business International, Inc. One Dag Hammarskjold Plaza New York, NY 10017	
Administration By (if other than Contracting Office)		Effective Date 9/21/83	
Cognizant Scientific/Technical Office (name, office symbol, address) Mr. B. Bouchard PRE Room 33 SA-14		Estimated Completion Date 11/30/84	
This is a Consulting Services Contract (AIDPR 7-4.804-50) <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO		Accounting and Appropriation Data	
This is a Contract for Studies and/or Reports (AIDPR 7-4.804-50) <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO		PIO/T Number 3430839	
Payment Will Be Made By FM/PAD Room 623 SA17 Office of Financial Management Agency for International Development Washington, D.C. 20523		Appropriation Number 72-1131021.6	
		Budget Plan Code PDAA-83-13480-DG-61	
		IRS Employer Identification Number	
		Dun & Bradstreet Number	
		Type of Advance ("X" appropriate box) <input type="checkbox"/> FRLC <input type="checkbox"/> PERIODIC <input checked="" type="checkbox"/> NONE AUTHORIZED	
Types of Business ("X" appropriate box(es))			
<input type="checkbox"/> Sole Proprietorship		<input type="checkbox"/> Small Business	
<input type="checkbox"/> Partnership		<input type="checkbox"/> Women-Owned Business	
<input type="checkbox"/> Joint Venture		<input type="checkbox"/> Minority Business	
<input type="checkbox"/> Labor Surplus Area			
XX Corporation, Incorporated in the State of Delaware			

The United States of America, hereinafter called the Government, represented by the Contracting Officer executing this contract, and the Contractor agree that the Contractor shall perform all the services set forth in the attached Schedule, for the consideration stated therein. The rights and obligations of the parties to this contract shall be subject to and governed by the Schedule and the General Provisions. To the extent of any inconsistency between the Schedule or the General Provisions and any specifications or other provisions which are made a part of this contract, by reference or otherwise, the Schedule and the General Provisions shall control. To the extent of any inconsistency between the Schedule and the General Provisions, the Schedule shall control.

(Fill in appropriate spaces)

This Contract consists of this Cover Page, the Schedule of _____ pages, including the Table of Contents, the General Provisions (form AID 1420-41C, dated 10-82), the Additional General Provisions (form AID 1420-41D, dated 10-82), and the Alterations in Contract Attachments, dated 10-82.

Name of Contractor Business International Corporation	UNITED STATES OF AMERICA AGENCY FOR INTERNATIONAL DEVELOPMENT
By (signature of authorized individual) <i>Orville H. Freeman</i>	By (signature of Contracting Officer) <i>Judith D. Johnson</i>
Typed or Printed Name Orville H. Freeman	Typed or Printed Name Judith D. Johnson
Title Chairman of the Board	Contracting Officer
Date 9-28-83	Date 9-30-83

SCHEDULE
COST REIMBURSEMENT TYPE CONTRACT

Contract No.
PDC-0000-C-00-3161-00

TABLE OF CONTENTS

Schedule

The Schedule, on page 1 through 7, consists of this Table of Contents and the following Articles:

ARTICLE	I	-	STATEMENT OF WORK
ARTICLE	II	-	TECHNICAL DIRECTIONS AND REPORTS
ARTICLE	III	-	KEY PERSONNEL
ARTICLE	IV	-	LEVEL OF EFFORT
ARTICLE	V	-	PERIOD OF CONTRACT
ARTICLE	VI	-	ESTIMATED COST
ARTICLE	VII	-	BUDGET
ARTICLE	VIII	-	PERSONNEL COMPENSATION
ARTICLE	IX	-	ALTERATIONS IN CONTRACT
ARTICLE	X	-	PAYMENT OF FIXED FEE

General Provisions

The General Provisions, applicable to this Contract consist of form AID 1420-41C entitled "General Provisions - Cost Reimbursement Type Contract", dated 10/82, which includes provisions 1 through 48, and form AID 1420-41D entitled "Additional General Provisions - Cost Reimbursement Type Contract", dated 10/82, which includes provisions 1 through 20.

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SCHEDULE

ARTICLE I - STATEMENT OF WORK

A. OBJECTIVE

To conduct ten case studies of private sector-small farmer cooperation in developing countries resulting in several models of such relationships which have successfully incorporated small farmer output into final processed products by private enterprises.

B. SCOPE OF WORK

The contractor will be expected to perform the following tasks in achieving the stated objective:

- 1) Identify 10 case studies of effective private sector-small farmer cooperation in LDCs, where private companies have utilized in their final product the output (i.e. raw materials) of small farmers.
- 2) Establish development criteria for evaluating the case studies identified. This will include in-depth on-site investigation of at least six, and up to 10 case studies.
- 3) Develop a model or models for investigating and evaluating these 10 case studies which may be applied i) to other such experiences, or ii) to proposed private sector-small farmer cooperative relationships which are mutually beneficial from a business/profit perspective. (These models will be submitted, reviewed and approved by the project officer prior to proceeding with the remainder of the work.)
- 4) Utilize the models developed to analyze and evaluate in-depth the case studies identified.
- 5) Conduct a conference writing key U.S. business executives (particularly in the agriculture area) to present the findings and help generate interest in pursuing business opportunities in developing countries incorporating the models into the venture design and implementation.

- 6) Conduct a development experts conference to present the findings to this community, to include key AID staff, academicians, development experts and other mutually agreed upon participants.

Additional detail which supports this scope of work is contained in Attachment A, the unsolicited proposal received from Business International dated January 11, 1983.

C. REQUIRED REPORTS

1. A preliminary report should be submitted by October 15, 1983 to include:
 - a. Description of pilot case studies;
 - b. Detailed development criteria to be utilized in evaluating cases identified and;
 - c. Preliminary policy recommendation.
2. A final report should be submitted by ^{March}~~January~~ 31, 1984 to include:
 - a. Detail on models developed from case studies analyzed which have resulted in successful private sector-small farmer cooperation;
 - b. Detailed analysis of all case studies utilizing as a framework the models developed; and
 - c. Policy implications on part of host country government and private businesses to help assure successful project.

OLF
JD

In addition to ten reports, BI will be expected to organize and conduct two conferences during which presentation of the findings will be made:

- a. April 1984: Private Sector conference to include participants from U.S. businesses (especially agriculture related) which have overseas operations or are interested in establishing such operations.
- b. ^{October}~~May~~ 1984: Development experts conference to include key AID staff, academicians and other experts from this community.

OLF
JD

ARTICLE II - TECHNICAL DIRECTIONS

- A. Performance of the work hereunder shall be subject to the technical directions of the cognizant A.I.D. Scientific/Technical Office indicated on the Cover Page. As used herein, "Technical Directions" are directions must be within the terms of this Contract and shall not change or modify the terms in any way.
- B. Four copies of reports required shall be sent to the cognizant Program Office designated on the Cover Page of this Contract. One copy shall be sent directly to the Contracting Officer whose signature is affixed hereto. Two copies of each report shall be submitted to the Office of Development Information and Utilization, Bureau for Development Support, AGENCY FOR INTERNATIONAL DEVELOPMENT, Washington, D.C. 20523. The title page of all reports forwarded shall include the contract number, project number, and project title as set forth in the Schedule of this Contract

ARTICLE III - KEY PERSONNEL

- A. The key personnel which the Contractor shall furnish for the performance of this Contract are as follows:

Key Personnel: Mr. Orville L. Freeman
 Ms. Ruth Karen

- B. The personnel specified above are considered to be essential to the work being performed hereunder. Prior to diverting any of the specified individuals to other programs, the Contractor shall notify the Contracting Officer reasonably in advance and shall submit justification (including proposed substitutions) in sufficient detail to permit evaluation of the impact on the program. No diversion shall be made by the Contractor without the written consent of the Contracting Officer; provided, that the Contracting Officer may ratify in writing such diversion and such ratification shall constitute the consent of the Contracting Officer required by this clause. The listing of key personnel may, with the consent of the contracting parties, be amended from time to time during the course of this Contract to either add or delete personnel, as appropriate.

ARTICLE IV - LEVEL OF EFFORT

- A. The level of effort for the performance of this Contract shall be 148 total work-days of direct labor at an average rate of approximately 20 days per month.
- B. The estimated composition of the total work-days of direct labor is as follows:

	<u>No. Work-Days</u>
Key Personnel Orville Freeman.....	35
Ruth Karen.....	100
Other Personnel:	
Business International Staff.....	13

- C. It is understood and agreed that the rate of work-days per month may fluctuate in pursuit of the technical objective provided such fluctuation does not result in the utilization of the total work-days of effort prior to the expiration of the term hereof, and it is further understood and agreed that the number of days of effort for any classification except for the hours of the Key Personnel may be utilized by the Contractor in any other direct labor classification if necessary in the performance of the work.
- D. The Contracting Officer may, by written order, direct the Contractor to increase the average monthly rate of utilization of direct labor to such an extent that the total work-days of effort, specified above, would be utilized prior to the expiration of the term hereof. Any such order shall specify the degree of acceleration required and the revised term hereof resulting therefrom.

ARTICLE V - PERIOD OF CONTRACT

The effective date of this contract is September 21, 1983 and the estimated completion date is ~~July 31~~^{September 30}, 1984. Obligation is made as of the effective date of this contract. OLF
JED

ARTICLE VI - ESTIMATED COST

- The total estimated cost of this Contract to the Government is \$263,000. The total cost less fee is \$250,064. The fixed fee is \$12,936. See paragraphs A and B below for obligated amount. The Contractor will be reimbursed for the costs incurred by him in performing services hereunder in accordance with the applicable provisions of the Schedule and the General Provisions, subject to the limitations set forth below. It is estimated that the following listed amounts will be sufficient to complete the work required hereunder as set forth in Article III entitled "Statement of Work".
- A. Total A.I.D. dollar funds available for payment and allotted to this contract are \$64,081. See the General Provision No. 46 entitled "Limitation of Funds".
- B. Estimated additional funds which may be provided if funds become available are \$198,919. See the General Provision No. 4C entitled "Limitation of Funds".

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ARTICLE VII - BUDGET

	<u>A. I. D.</u>
Salaries.....	\$133,064
Secretarial Support.....	15,000
BI Staff Travel.....	30,000
Conference Costs.....	7,000
Consultant (Personal Service).....	40,000
Consultant (Other Direct Costs).....	15,000
Report Production.....	5,000
Communications.....	5,000
Fee	<u>12,936</u>
<u>TOTAL CONTRACT COST.....</u>	<u>\$263,000</u>

The budget indicated above sets limitations for reimbursement of dollar costs for individual items. Without the prior written approval of the Contracting Officer, the Contractor may not exceed the grand total set forth in the budget nor may the Contractor exceed the dollar costs for any individual line item by more than 15% of such line items.

The Contractor also agrees to furnish data which the Contracting Officer may request on costs expended or accrued under the contract in support of the budget information provided herein.

ARTICLE VIII - PERSONNEL COMPENSATION

A. Limitations

Compensation of personnel which is charged as a direct cost under this Contract, like other costs, will be reimbursable in accordance with the General Provision entitled "Allowable Cost, Fixed Fee, and Payment", and other applicable provision of this Contract but subject to the following additional specified understandings which set limits on items which otherwise would be reasonable, allocable, and allowable.

1. Approvals

Salaries and wages may not exceed the Contractor's established policy and practice, including the Contractor's established pay scale for equivalent classifications of employees, which will be certified to by the Contractor. The normal base salary may be increased in accordance with Contractor's established policy and practice and in accordance with 41 CFR 7-15.205-6, in effect on the date of this Contract. There is a ceiling on reimbursable salaries and wages paid to a person employed directly under the contract of the maximum salary rate of FS-1 (or the equivalent daily rate of the maximum FS-1 salary, if compensation is not on an annual basis), unless advance written approval is given by the Contracting Officer.

2. Salaries During Travel

Salaries and wages paid while in travel status will not be reimbursed for travel period greater than the time required for travel by the most direct and expeditious air route.

3. Return of Overseas Employees

Salaries and wages paid to an employee serving overseas who is discharged by the Contractor for misconduct or security reasons will in no event be reimbursed for a period which extends beyond the time required to return him/her promptly to his/her point of origin by the most expeditious air route plus accrued vacation leave.

4. Merit or Promotion Increase

Merit or promotion increases may not exceed those provided by the Contractor's established policy and practice. With respect to employees performing work overseas under this contract, one merit or promotion increase may, subject to the Contractor's established policy and practice, be granted after employee's completion of each twelve month period of satisfactory services under the contract. Merit or promotion increases exceeding these limitations or exceeding the maximum salary of FS-1 may be granted only with the advance written approval of the Contracting Officer.

- -

5. Third Country and Cooperating Country Nationals

Salaries, wages, or benefits (e.g., allowances, differentials, etc.) paid to third country or Cooperating Country nationals may not, without specific written approval of the Contracting Officer, exceed either the Contractor's established policy and practice or the level of salaries or benefits paid to equivalent personnel by the A.I.D. Mission in the Cooperating Country; or the prevailing rates in the Cooperating Country, as determined by A.I.D., paid to personnel of equivalent technical competence.

6. Work Week

a. Nonoverseas Employees

The work week for the Contractor's nonoverseas employees shall not be less than the established practice of the Contractor.

b. Overseas Employees

The work week for the Contractor's overseas employees shall not be less than 40 hours and shall be scheduled to coincide with the work week for those employees of the A.I.D. Mission and the Cooperating Country associated with the work of this Contract.

ARTICLE IX - ALTERATIONS IN CONTRACT

The following alterations have been made in this Contract:

Add the Alterations to Contract General Provisions dated October 1982.

ARTICLE X - PAYMENT OF FIXED FEE

At the time of each payment to the Contractor on account of allowable dollar costs, the Contractor shall be paid a dollar amount which is in the same ratio to the total fixed fee as the related payment being made on account of allowable dollar costs is to the total estimated cost, as amended from time to time; provided however, that whenever in the opinion of the Contracting Officer such payment would result in a percentage of fee in excess of percentage of work completion, further payment of fee may be suspended until the Contractor has made sufficient progress, in the opinion of the Contracting Officer, to justify further payment of fee up to the agreed ratio; provided further, that after payment of eighty-five percent (85%) of the total fixed fee, the provisions of the General Provision of this contract entitled "Allowable Cost, Fixed Fee, and Payment," shall be followed.

JA

AID 1350-1 (10-79) PIO/T	UNITED STATES INTERNATIONAL DEVELOPMENT COOPERATION AGENCY AGENCY FOR INTERNATIONAL DEVELOPMENT PROJECT IMPLEMENTATION ORDER/TECHNICAL SERVICES	1. Cooperating Country	Page 1 of 1 Pages
		2. PIO/T No. 343-0839	3. <input type="checkbox"/> Original or Amendment No. <u>1</u>
		4. Project/Activity No. and Title 940-0001 PD&S Business International	

DISTRIBUTION	5. Appropriation Symbol 72-1131021.6	6. Allotment Symbol and Charge PDAA 83-13480-DG-61 346-34-099-00-61-31
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7. Obligation Status <input type="checkbox"/> Administrative Reservation <input type="checkbox"/> Implementing Document	8. Project Assistance Completion Date (Mo., Day, Yr.) 12-31-84
---	--

9. Authorized Agent SER/CM	10. This PIO/T is in full conformance with PRO/AG Date _____
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11a. Type of Action and Governing AID Handbook <input checked="" type="checkbox"/> AID Contract (HB 14) <input type="checkbox"/> PASA/RSSA (HB 12) <input type="checkbox"/> AID Grant (HB 13) <input type="checkbox"/> Other	11b. Contract/Grant/PASA/RSSA Reference Number (if this is an Amendment)
--	--

12. Estimated Financing (A detailed budget in support of column (2) is attached as attachment no. _____)

Maximum AID Financing	A. Dollars	(1) Previous Total	(2) Increase	(3) Decrease	(4) Total to Date
		\$50,000	\$14,081.50		\$64,081.50
B. U.S.-Owned Local Currency					

13. Mission
References

14a. Instructions to Authorized Agent

SER/CM is requested to amend the proposed amount in the contract by \$14,081.50, bringing the new total to \$64,081.50.

FUNDS RESERVED BY

[Signature]
POSTED 9/8/83
SER/FM/CSS

14b. Address of Voucher Paying Office

15. Clearances—Include typed name, office symbol, telephone number and date for all clearances.

A. The project officer certifies that the specifications in the statement of work are technically adequate <i>Bruce Bouchard</i> Bruce Bouchard, PRE/PPR Date 9/7/83	Phone No. Date 9/7/83	B. The statement of work lies within the purview of the initiating and approved agency programs Bruce Bouchard, PRE/PPR Date 9/7/83
Gail D. Horner, PRE/ADM Date 9/7/83		D. Funds for the services requested are available Sylvia Robinson, FM/PAD <i>[Signature]</i>
E.	Date	

16. For the cooperating country: The terms and conditions set forth herein are hereby agreed to Signature _____ Date _____ Title _____	17. For the Agency for International Development <i>[Signature]</i> Edgar C. Harrell Date 9/2/83 Title Deputy Assistant Administrator, PRE
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JIT 8-31 1A

AID 1350-1 (10-79) PIO/T	UNITED STATES INTERNATIONAL DEVELOPMENT COOPERATION AGENCY AGENCY FOR INTERNATIONAL DEVELOPMENT		1. Cooperating Country Worldwide		Page 1 of Pages
	PROJECT IMPLEMENTATION ORDER/TECHNICAL SERVICES		2. PIO/T No. 343-0839		3. <input type="checkbox"/> Original or Amendment No. _____
			4. Project/Activity No. and Title Program Development and Support 940-0001		
	DISTRIBUTION	5. Appropriation Symbol 72-1131021.6		6. Allotment Symbol and Charge PDA 83-13480-DG-61 346-34-099-00-61-31	
7. Obligation Status <input type="checkbox"/> Administrative Reservation <input checked="" type="checkbox"/> Implementing Document		8. Project Assistance Completion Date (Mo., Day, Yr.) 12-31-84			
9. Authorized Agent SER/CM		10. This PIO/T is in full conformance with PRO/AG Date _____			
11a. Type of Action and Governing AID Handbook <input checked="" type="checkbox"/> AID Contract (HB 14) <input type="checkbox"/> PASA/RSSA (HB 12) <input type="checkbox"/> AID Grant (HB 13) <input type="checkbox"/> Other				11b. Contract/Grant/PASA/RSSA Reference Number (If this is an Amendment)	
12. Estimated Financing (A detailed budget in support of column (2) is attached as attachment no. _____)					
		(1) Previous Total	(2) Increase	(3) Decrease	(4) Total to Date
Maximum AID Financing	A. Dollars	- 0 -	50,000	•	50,000
	B. U.S.-Owned Local Currency				
13. Mission References	14a. Instructions to Authorized Agent SER/CM is requested to negotiate a contract with Business International to complete the tasks outlined in the attached unsolicited proposal. A justification for contracting on a non-competitive basis also is attached.				
14b. Address of Voucher Paying Office •					

15. Clearances—Include typed name, office symbol, telephone number and date for all clearances.

A. The project officer certifies that the specifications in the statement of work are technically adequate B. Bouchard	Phone No.	B. The statement of work lies within the purview of the initiating and approved agency programs P. Kimm, DAA/PRB (Acting)	Date
	Date		Date 8/26/87
C. G. Horner	Date	D. Funds for the services requested are available FUNDS RESERVED BY FOSTER	
E.	Date		
16. For the cooperating country: The terms and conditions set forth herein are hereby agreed to Signature _____ Date _____ Title _____		17. For the Agency for International Development Signature [Signature] Date 8/26/87 Title DAA/PRB (Acting)	

AID 1350-1 (10-79)	1. Cooperating Country Worldwide	2. PIO/T No.	Page 2 of _____ Pages
PIO/T	4. Project/Activity No. and Title Program Development and Support 940-0001		

SCOPE OF WORK

18. THE SCOPE OF TECHNICAL SERVICES REQUIRED FOR THIS PROJECT ARE DESCRIBED IN ATTACHMENT NUMBER 1 HERETO ENTITLED "STATEMENT OF WORK".

19. SPECIAL PROVISIONS

- A. LANGUAGE REQUIREMENTS (SPECIFY) _____
(IF MARKED, TESTING MUST BE ACCOMPLISHED BY AID TO ASSURE DESIRED LEVEL OF PROFICIENCY)
- B. ACCESS TO CLASSIFIED INFORMATION WILL WILL NOT BE REQUIRED BY TECHNICIAN(S).
- C. DUTY POST(S) AND DURATION OF TECHNICIANS' SERVICES AT POST(S) (MONTHS)
- D. DEPENDENTS WILL WILL NOT BE PERMITTED TO ACCOMPANY TECHNICIAN.
- E. WAIVER(S) HAVE BEEN APPROVED TO ALLOW THE PURCHASE OF THE FOLLOWING ITEM(S) (COPY OF APPROVED WAIVER IS ATTACHED)
- F. COOPERATING COUNTRY ACCEPTANCE OF THIS PROJECT (APPLICABLE TO AID/W PROJECTS ONLY)
 HAS BEEN OBTAINED HAS NOT BEEN OBTAINED
 IS NOT APPLICABLE TO SERVICES REQUIRED BY PIO/T
- G. OTHER (SPECIFY)

20. BACKGROUND INFORMATION (ADDITIONAL INFORMATION USEFUL TO AUTHORIZED AGENT)

21. SUMMARY OF ATTACHMENTS ACCOMPANY THE PIO/T (INDICATE ATTACHMENT NUMBER IN BLANK)

- _____ DETAILED BUDGET IN SUPPORT OF INCREASED FUNDING (BLOCK 12)
- _____ EVALUATION CRITERIA FOR COMPETITIVE PROCUREMENT (BLOCK 14)
- 2 JUSTIFICATION FOR NON-COMPETITIVE PROCUREMENT (BLOCK 14)
- 3 STATEMENT OF WORK (BLOCK 18)
- 4 WAIVER(S) (BLOCK 19) (SPECIFY NUMBER)

AID 1350-1 (10-79)	1. Cooperating Country Worldwide	2. PIO/T No.	Page 3 of Pages
	4. Project/Activity No. and Title Program Development and Support 940-0001		

22. Relationship of Contractor or Participating Agency to Cooperating Country and to AID

A. Relationships and Responsibilities - Contractor will be responsible to DAA/PRE or his designee. Progress reports will be submitted as outline in attached scope.

B. Cooperating Country Liaison Official

C. AID Liaison Officials

Edgar C. Harrell, DAA/PRE
Bruce E. Bouchard, PRE/PPR

LOGISTIC SUPPORT

23. Provisions for Logistic Support	IN KIND SUPPLIED BY		FROM LOCAL CURRENCY SUPPLIED BY		TO BE PROVIDED OR ARRANGED BY SUPPLIER
	AID	COOPERATING COUNTRY	AID	COOPERATING COUNTRY	
A. Specific Items (Insert "X" in applicable column as right. If entry needs qualification, insert asterisk and explain below in C. "Comments")					
(1) Office Space					X
(2) Office Equipment					X
(3) Housing and Utilities N/A					
(4) Furniture N/A					
(5) Household Equipment (Stoves, Refrig., etc.) N/A					
(6) Transportation in Cooperating Country					X
(7) Transportation To and From Country					X
(8) Interpreter Services/Secretarial					X
(9) Medical Facilities N/A					
(10) Vehicles (official) N/A					
(11) Travel Arrangements/Tickets					X
(OTHER SPECIFY)					
(12)					
(13)					
(14)					
(15)					

B. Additional Facilities Available From Other Sources

- APO/FPO
 PX
 COMMISSARY
 OTHER (Specify, e.g., duty free entry, tax exemption)

Statement of Work

A. OBJECTIVE

To conduct ten case studies of private sector-small farmer cooperation in developing countries resulting in several models of such relationships which have successfully incorporated small farmer output into final processed products by private enterprises.

B. SCOPE OF WORK

The contractor will be expected to perform the following tasks in achieving the stated objective:

- 1) Identify 10 case studies of effective private sector-small farmer cooperation in LDCs, where private companies have utilized in their final product the output (i.e. raw materials) of small farmers.
- 2) Establish development criteria for evaluating the case studies identified. This will include in-depth on-site investigation of at least six, and up to 10 case studies.
- 3) Develop a model or models for investigating and evaluating these 10 case studies which may be applied i) to other such experiences, or ii) to proposed private sector-small farmer cooperative relationships which are mutually beneficial from a business/profit perspective. (These models will be submitted, reviewed and approved by the project officer prior to proceeding with the remainder of the work.)
- 4) Utilize the models developed to analyze and evaluate in-depth the case studies identified.
- 5) Conduct a conference writing key U.S. business executives (particularly in the agriculture area) to present the findings and help generate interest in pursuing business opportunities in developing countries incorporating the models into the venture design and implementation.

- 6) Conduct a development experts conference to present the findings to this community, to include key AID staff, academicians, development experts and other mutually agreed upon participants.

Additional detail which supports this scope of work is contained in Attachment A, the unsolicited proposal received from Business International.

C. REQUIRED REPORTS

1. A preliminary report should be submitted by September 15, 1983 to include:
 - a. Description of pilot case studies;
 - b. Detailed development criteria to be utilized in evaluating cases identified and;
 - c. Preliminary policy recommendation.
2. A final report should be submitted by January 31, 1984 to include:
 - a. Detail on models developed from case studies analyzed which have resulted in successful private sector-small farmer cooperation;
 - b. Detailed analysis of all case studies utilizing as a framework the models developed; and
 - c. Policy implications on part of host country government and private businesses to help assure successful project.

In addition to the reports, BI will be expected to organize and conduct two conferences during which presentation of the findings will be made:

- a. April 1984: Private Sector conference to include participants from U.S. businesses (especially agriculture related) which have overseas operations or are interested in establishing such operations.
- b. May 1984: Development experts conference to include key AID staff, academicians and other experts from this community.

Additional detail on the proposed schedule of events may be found in Attachment B, Letter from BI to PRE.

BUDGET

<u>Category</u>	<u>Description</u>	<u>Est. Cost</u>
Salaries	Chief Executive	\$ 46,500
	Senior Executive	\$ 81,000
	BI Field Staff	<u>\$ 40,000</u>
	Subtotal	<u>\$167,500</u>
Travel	Chairman	\$ 15,000
	VP	\$ 7,500
	In-country	<u>\$ 10,000</u>
	Subtotal	<u>\$ 32,500</u>
Per Diem	Chairman	\$ 2,500
	VP	<u>\$ 5,000</u>
	Subtotal	<u>\$ 7,500</u>
Roundtable Conference	Subtotal	<u>\$ 10,000</u>
Miscellaneous		<u>\$ 12,500</u>
Consultant (Williams)		
	Salary	\$ 41,140
	Travel	\$ 15,000
	Per Diem	\$ 10,000
	In-Country	\$ 2,500
	Miscellaneous	<u>\$ 1,000</u>
	Subtotal	<u>\$ 69,640</u>
	Total	<u>\$299,640</u>

Salary

Senior Executive

10 sites @ 5 days	=	50 X \$900	\$ 45,000
10 days for 2 conferences	=	10 X \$900	\$ 9,000
30 days writing in U.S.	=	30 X \$900	<u>\$ 27,000</u>
		Subtotal	<u>\$ 81,000</u>

Chief Executive

5 sites @ 5 days	=	25 X \$1500	\$ 37,500
6 days for 2 conferences	=	6 X \$1500	<u>\$ 9,000</u>
		Subtotal	<u>\$ 46,500</u>

BI Field Staff

10 sites @ 10 days X 2 people	=	200 X \$200	<u>\$ 40,000</u>
		Subtotal	<u>\$ 40,000</u>
		Total	<u>\$167,500</u>

Travel

Sr. Exec. 10 sites X \$1500	=		\$ 15,000
Chief Exec. 5 sites X \$1500	=		\$ 7,000
In-country: 10 sites @ \$1000/site	=	10 X \$1000	<u>\$ 10,000</u>
		Total	<u>\$ 32,500</u>

Per Diem

Sr. Exec. 10 sites @ 5 days ea.	=	50 X \$100	\$ 5,000
Chief Exec. 5 sites @ days ea.	=	25 X \$100	<u>\$ 2,500</u>
		Total	<u>\$ 7,500</u>

Roundtables

Two conferences @ \$5,000 ea.			<u>\$ 10,000</u>
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Miscellaneous Expenses

10 sites @ \$500	=	250 X \$20	\$ 5,000
Report reproduction			\$ 5,000
Other Services @ \$2500			<u>\$ 2,500</u>
		Total	<u>\$ 12,500</u>

Consultant (Williams)

10 sites @ 12 days	=	120 X \$242	\$ 29,040
30 days writing in U.S.	=	40 X \$242	\$ 9,680
10 days for 2 conferences	=	10 X \$242	<u>\$ 2,420</u>

Subtotal \$ 41,140

Travel: 10 sites @ \$1500			\$ 15,000
Per Diem: 10 sites @ 10 days		X \$100	\$ 10,000
In-country expenses:		10 X \$250	\$ 2,500

Other Misc. Services \$1000 \$ 1,000

Subtotal \$ 28,500

Total \$ 69,640

Grand Total \$299,640

Clearance:

AA/PRE, EHarrell 2/20 Date 12/18/1
PPC/PDPR, JEriksson 7/24 Date 12-9
GC, JBolton _____ Date _____

IDCA:JO' Connor:12/4/81:X28249

Appendix A

<u>Country</u>	<u>Commodity</u>	<u>Company</u>	<u>Intermediary</u>	<u>Comments</u>
Guatemala	Fresh Vegetables	Hanover Brands	Cooperatives	Subject of l Evaluation 5 No. 4
Mexico	Milk	Nestle	Government of Mexico	
Honduras	Peppers	McIlhenny	Training Center La Fragua	
Costa Rica	Diversified	Small, local companies	ACCION/AITEC	<u>ACCION</u> is U. PVO Funded by US
Honduras	Bananas	Castle & Cooke	Government of Honduras	
Mexico	Diversified	Ingenieros Civiles, S.A. and others	Coordinacion Rural A.C.	Funded initi. by USAID
Lesotho	Vegetables for canning	Mazenod Fruit Vegetable Cannery	Industry Council for Development	
Kenya	Sugarcane	Mumias Sugar Co.	Booker Agricul- tural Interna- tional	BAI is now affiliated w/ IBLC
Papua New Guinea	Oil Palm and others	Higaturu Oil Palm and Pro- cessing and others	Commonwealth Development Corp.	
Nigeria	Diversified	Local Markets	Shell - BP Nigeria	
Liberia	Diversified	Liberian-Ameri- can Mining Co.	Partnership for Productivity	U.S. PVO Funded by USA
Nigeria	Tomatoes	Cadbury Ltd.	Food and Agri- culture Organization	