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THE A.I.D./WASHINGTON PRIVATE SECTOR PROJECT HANDBOOK

PRODUCED FOR:
U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT
BUREAU FOR PRIVATE ENTERPRISE

SPONSORED BY:
PRIVATE ENTERPRISE DEVELOPMENT SUPPORT PROJECT II

PRODUCED BY:
ERNST & YOUNG

SEPTEMBER 1990

PREFACE

The A.I.D./Washington Private Sector Project Handbook has been developed by Ernst & Young under PRE's Private Enterprise Development Support (PEDS) Project as a service to A.I.D. Missions and offices worldwide. It is a collaborative effort growing out of two separate initiatives: a request by the ANE Bureau for a handbook to serve its missions at the 1990 private sector workshops in Jordan and Thailand; and a PRE/PPC effort in the Private Sector Council to develop basic information on central bureau private sector projects.

The introductory matrix provides a summary of all of the projects' sectors of activity and areas in which they provide assistance. Each project is then briefly described with a statement of its aim, and, where applicable, the available resources, how they are accessed, project expiration date, sectors of project activity, areas of assistance, countries of recent activity, any recent cable references on the project, and the name, phone, and fax numbers of the appropriate contact person. Projects are grouped by A.I.D./W bureaus and offices. A copy of the questionnaires that were used to gather the information included in the handbook is located at the back of the book.

We intend to update and revise this handbook periodically, and would welcome comments about modifications to content or format that would make it more useful. Any such observations should be directed to Carol Grigsby, PEDS project manager in PRE/PD.

We hope that this will serve as a handy reference as you plan and program your private sector initiatives in A.I.D. host countries.

Note: At the time of printing, preparations were underway for a reorganization involving the Bureau for Private Enterprise and the Bureau for Asia, Near East and Europe. This handbook reflects existing Bureau designations and project placements as of August 31, 1990.

AID/WASHINGTON - RESOURCES FOR PRIVATE SECTOR DEVELOPMENT

PROJECT NAME	SECTORS OF FOCUS								AREAS OF ASSISTANCE								OFFICE		
	AGRICULTURE	INDUSTRY	ENVIRONMENT	HEALTH & NUTRITION	EDUCATION	ENERGY	FINANCE	LEGAL & REGULATORY REFORM	LEGAL & INSTITUTIONAL REFORM	POLICY REFORM	GENDER REFORM	PRIVATIZATION	TRADE & INVEST. PROMOTION	FINANCIAL MKT. DEVELOPMENT	PVT. SECTOR STRAT. DEVELOPMENT	TRAINING/HUMAN RESOURCE DEVELOPMENT		PROJECT DESIGN & IMPLEMENTATION	SMALL/MICRO ENTERPRISE DEVELOPMENT
Divestiture & Privatization								PRE/PD
Financial Markets Devt.							PRE/PD
Fin. Services Volunteer Corps						.		.					.						PRE/PD
Inst. Reform & Informal Sector							.	.	.										PRE/PI
Internat'l Exec. Services Corps		PRE/PI
Pvt. Enterprise Devt. Support		PRE/PI
Trade & Invest. Mntg. System						PRE/IBS
Trade & Invest. Services						PRE/IES
Forfeiting						PRE/I
Loan Portfolio Guarantee		PRE/I
Employ. & Ent. Policy Analysis			PRE/SMIE
GEMINI			PRE/SMIE
Market & Technology Access		PRE/SMIE
Peace Corps/AID Micrnt. Prog			PRE/SMIE
Africa Growth Fund		AFR/MDI
Africa Mgmt. Services Co.		AFR/MDI
Africa Private Ent. Fund		AFR/MDI
Africa Proj. Dvt. Facility		AFR/MDI
Foreign Invest. Adv. Service						AFR/MDI
Regional Pvt. Enterprise Devt.		ANE/PSD
Amer. Soc. of Agri. Consultants		ANE/TR

AID/WASHINGTON - RESOURCES FOR PRIVATE SECTOR DEVELOPMENT

SECTORS OF FOCUS										AREAS OF ASSISTANCE											
PROJECT NAME	AGRICULTURE	INDUSTRY	ENVIRONMENT	HEALTH, NUTRITION, & POPULATION	EDUCATION	ENERGY	FINANCE	LEGAL & REGULATORY REFORM	LEGAL & INSTITUTIONAL REFORM	POLICY REFORM	GENDER REFORM	ANALYSIS	PRIVATIZATION	TRADE & INVEST. PROMOTION	FINANCIAL MGMT. DEVELOPMENT	FVT. SECTOR STRAT. DEVELOPMENT	TRAINING/HUMAN RESOURCE DEVELOPMENT	PROJECT DESIGN & IMPLEMENTATION	SMALL/MICRO- ENTERPRISE DEVELOPMENT	OFFICE	
	Caribbean Proj. Devt. Facility																				LAC/PSA
Foreign Trade Info. Service																					LAC/PSA
Inst. for Liberty & Democracy																					LAC/PSA
Trade Credit Insurance Prog.																					LAC/PSA
Support to Cooperatives	*																				FVA/PVC
Consult. Assist. for Policy Ref.	*	*	*																		PPC/EA
Institute for Policy Reform	*	*	*																		PPC/EA
Int'l Center for Econ. Growth	*	*	*																		PPC/EA
Macro & Int'l Econ. Analysis	*	*	*																		PPC/EA
Operation Independence	*	*	*																		PPC/EA
Inst. for the Study of Free Ent.		*																			PPC/PDPR
Sequoia Institute	*	*	*																		PPC/PDPR
Technology Assessment Project	*	*	*																		PPC/PDPR
Gender in Econ & Soc. Systems	*	*	*																		PPC/WID
Genrl. Matching Reserve Fund	*	*	*																		PPC/WID

AID/WASHINGTON - RESOURCES FOR PRIVATE SECTOR DEVELOPMENT

SECTORS OF FOCUS										AREAS OF ASSISTANCE									
PROJECT NAME	AGRICULTURE	INDUSTRY	ENVIRONMENT	HEALTH - NUTRITION, & POPULATION	EDUCATION	ENERGY	FINANCE	LEGAL & REGULATORY REFORM	LEGAL & INSTITUTIONAL REFORM	POLICY REFORM	GENDER REFORM	PRIVATIZATION	TRADE & INVEST. PROMOTION	FINANCIAL MKT. DEVELOPMENT	PVT. SECTOR MKT. DEVELOPMENT	TRAINING/HUMAN RESOURCE DEVELOPMENT	PROJECT DESIGN & IMPLEMENTATION	SMALL/MICRO- ENTERPRISE DEVELOPMENT	OFFICE
	Aquaculture Resrch. & Support	*	*	*					*	*					*	*		*	
Forestry Pvt. Ent. Initiative	*		*					*	*		*			*		*			S&T/FNR
Bioenergy Systems & Technol.	*	*		*	*	*			*		*			*	*	*	*	*	S&T/EY
Conventional Ener. Tech. Asst.					*	*				*	*			*	*	*	*	*	S&T/EY
Energy Conservation Services		*	*		*	*			*		*			*	*	*	*	*	S&T/EY
Energy Planning & Policy Dvt.		*	*		*	*			*		*			*	*	*	*	*	S&T/EY
Pvt. Sector Energy Dvt. Prog.				*	*	*		*	*	*	*			*	*	*	*	*	S&T/EY
Renewbl. Energy Appl. & Train		*	*	*	*	*		*	*	*	*			*	*	*	*	*	S&T/EY
The Enterprise Program				*						*						*	*	*	S&T/H
Health Finance & Sustainability				*						*				*	*	*	*	*	S&T/H
Project SUPPORT		*	*								*			*	*	*	*	*	S&T/H
Water & Sanitation for Health		*	*						*	*	*	*	*	*	*	*	*	*	S&T/H
Contraceptive Social Mktg.				*												*	*	*	S&T/POP
Ag. Mktg. Improvement Strats	*						*	*	*		*		*	*					S&T/RD
Financial Resources Mgmt.	*					*		*	*			*	*	*	*	*	*	*	S&T/RD
Entrepreneurs International	*	*	*	*	*	*					*			*	*	*	*	*	OIT/PP

**Bureau for Private Enterprise
Office of Project Development**

DIVESTITURE & PRIVATIZATION*

Aim of Project: To provide technical assistance to A.I.D. missions and host governments for the purpose of promoting divestiture and privatization of state owned enterprises.

Resources: F.Y. '90: \$2.3 million

Resource Access: Through buy-ins to the project.

PACD: June 1990
New five-year contract is in bidding process.

Sectors of Activity:

- Agriculture
- Industry

Areas of Assistance:

- Privatization
- Trade & Investment Promotion
- Gender Analysis
- Small/Microenterprise Development
- Training/Human Resource Development

Regions of Recent Activity: The project is active in over 50 countries worldwide.

**Contractors/
Grantees:**

Scientex Corporation (Prime)
Ernst & Young
Equity Expansion Group
Ferris, Baker, & Co.
International Phoenix Corporation
Public Administration Service

Cable Reference: STATE 014595

Contact Persons: Mark Karns or Rebecca Maestri, PRE/PD
Phone: (202) 647-7476
Fax: (202) 647-1805

* Some information may change with re-bidding of the contract.

**Bureau for Private Enterprise
Office for Project Development**

FINANCIAL MARKETS DEVELOPMENT

Aim of Project: To promote financial and capital markets development and reform.

Resources: \$3 million core funding, life-of-project
FY '90: \$520,000
FY '91: \$805,000
FY '92: \$519,500

Resource Access: Through buy-ins to the project. Buy-in capacity = \$7 million.

PACD: September 1993

Sector of Activity: • Finance

Areas of Assistance: • Financial Market Development
• Policy Reform
• Legal & Regulatory Reform
• Legal & Institutional Reform
• Private Sector Project Design & Implementation

Regions of Recent Activity: Indonesia-creation of a stock market and SEC - long term.
Other projects in Bolivia, Honduras, Morocco, Tunisia, Bangladesh, Pakistan, and Mali.

**Contractors/
Grantees:** Price Waterhouse (Prime)
Shearson Lehman Hutton, Inc.
Robert Nathan Associates
Financial Markets International Research Institute
Emerging Markets Investors Corp.

Contact Person: Sandra Frydman or Michael W. Newman, PRE/PD
Phone: (202) 647-7474
Fax: (202) 647-1805

**Bureau for Private Enterprise
Office of Project Development**

FINANCIAL SERVICES VOLUNTEER CORPS

Aim of Project: To provide professional expertise from executives in commercial banks, law and accounting firms, and investment banks on a volunteer basis to promote financial markets development in Eastern European countries.

Resources: FY '90: \$250,000

PACD: September 1991

Sector of Activity: • Finance

Areas of Assistance: • Financial Market Development
• Legal & Institutional Reform
• Legal & Regulatory Reform
• Privatization
• Policy Reform

Regions of Recent Activity: Eastern Europe. May expand to other A.I.D.-assisted nations.

**Contractor/
Grantee:** Financial Services Volunteer Corps, a newly established private, not-for-profit agency

Cable References: STATE 128161, STATE 041581, STATE 21119

Contact Persons: Penny Farley or Dale Sarro, PRE/PD
Phone: (202) 647-7474
Fax: (202) 647-1805

**Bureau for Private Enterprise
Office of Project Development**

INSTITUTIONAL REFORM AND THE INFORMAL SECTOR

Aim of Project: To provide resources for LDC research and public policy organizations to improve the "enabling" environment for the private sector and to promote participation by the informal sector in the formal economy.

Resources: \$5 million core funding, life of project
FY '90: \$800,000
FY '91: \$1.87 million
FY '92: \$2.07 million

Resource Access: Through buy-ins to the project. Buy-in cap = \$15 million.

PACD: 1994

Sectors of Activity: Project is not sector specific

Areas of Assistance: • Legal & Institutional Reform
• Legal & Regulatory Reform
• Policy Reform

**Contractor/
Grantee:** University of Maryland

Contact Person: Catherine Gordon, PRE/PD
Phone: (202) 647-7474
Fax: (202) 647-1805

**Bureau for Private Enterprise
Office of Project Development**

INTERNATIONAL EXECUTIVE SERVICES CORPS

Aim of Project: To provide direct technical and management assistance to enterprises in developing countries.

Resources: \$20 million core funding, life of project
FY '90: \$5.1 million
FY '91: \$5.0 million
FY '92: \$5.0 million
****Note:** Approximately 30% of the total funding for the project comes from the private sector.

Resource Access: Directly through IESC where there is a country Director, or through A.I.D./Washington if IESC has no country representatives.

PACD: December 1992

Sectors of Activity: • Business activities in all sectors

Areas of Assistance: • Training/Human Resource Development
• Privatization
• Small/Microenterprise Development
• Financial Market Development

Regions of Recent Activity: The project is active in over 90 countries worldwide.

**Contractor/
Grantee:** International Executive Service Corps

Contact Person: Penny Farley, PRE/PD
Phone: (202) 647-7474
Fax: (202) 647-1805

**Bureau for Private Enterprise
Office of Project Development**

PRIVATE ENTERPRISE DEVELOPMENT SUPPORT (PEDS)

Aim of Project: To provide technical assistance and synthesize Agency experience in selected areas of private sector development.

Resources: Remaining Buy-in Capacity: \$3 million
Core Funds: FY '90: \$1.7 million; FY '91: \$0; FY '92: \$0

Resource Access: Through buy-ins to the project.

PACD: September 1992

Sectors of Activity:

- Industry
- Environment
- Education
- Agriculture
- Finance

Areas of Assistance:

- Trade & Investment Promotion
- Legal & Regulatory Reform
- Private Sector Strategy Development
- Policy Reform
- Private Sector Project Design & Implementation

Regions of Recent Activity: Cameroon, Ghana, Dominican Republic (Private Sector Project Design and Implementation); Tunisia, Egypt, Costa Rica (Trade & Investment Promotion); Morocco, Thailand, Tunisia (Business Training)

**Contractors/
Grantees:**

Ernst & Young (Prime)
SRI International
J.E. Austin Associates
Management Systems International
The Services Group

Contact Person: Carol A. Grigsby or Pat Lee, PRE/PD
Phone: (202) 647-7474
Fax: (202) 647-1805

**Bureau for Private Enterprise
International Business Staff**

TRADE & INVESTMENT MONITORING SYSTEM (TIMS)

- Aim of Project:** To provide a user-friendly data-base, containing a broad array of trade and investment information, for use by both the public and private sectors.
- Resources:** FY '90: \$275,000
FY '91: \$150,000
FY '92: \$50,000
- Resource Access:** The details regarding possible future buy-ins and/or access to the system for other governmental organizations (OPIC, EPA, Department of Commerce, etc.) and for the private sector were being discussed at the time of publication.
- PACD:** March 1991, but TIMS is an ongoing system
- Sectors of Activity:** Contains a wide variety of information on most sectors, with an emphasis placed on:
- Energy
 - Finance
 - Industry
- Areas of Assistance:**
- Trade & Investment Promotion
 - Financial Market Development
 - Private Sector Strategy Development
- Regions of Activity:** The system currently contains data on 41 countries world-wide. Additional countries will be added.
- Contractor/
Grantee:** Synetics
- Contact Person:** Tracy L. Smith, PRE/IBS
Phone: (202) 647-3805
Fax: (202) 647-1805

**Bureau for Private Enterprise
International Business Staff**

TRADE & INVESTMENT SERVICES (TIS)

Aim of Project: To establish investment promotion offices within private, non-profit and business associations (eg. Chambers of Commerce) to promote joint ventures with U.S. companies.

Resources: FY '90: \$450,000
FY '91: \$1.17 million
FY '92: \$840,000

PACD: May 1993

Sectors of Activity:

- Agriculture
- Energy
- Environment
- Finance
- Industry

Areas of Assistance: • Trade & Investment Promotion

Regions of Recent Activity: Egypt, Yemen, Morocco, Guatemala, El Salvador, Eastern Europe, Portugal, and Turkey

**Contractor/
Grantee:** International Executive Service Corps (IESC)

Contact Person: Ed Wise, PRE/IBS
Phone: (202) 647-3805
Fax: (202) 647-1805

**Bureau for Private Enterprise
Office of Investment**

FORFAITING

Aim of Project: To encourage capital market development and generate U.S. exports. Guarantee of U.S. exports up to \$500,000.

Resources: FY '90: \$5 million
FY '91: \$10 million
FY '92: unspecified

Resource Access: Through the Private Sector Revolving Fund

PACD: 1994

Sectors of Activity:

- Agriculture
- Finance
- Industry

Areas of Assistance:

- Financial Market Development
- Trade & Investment Promotion
- Legal & Institutional Reform
- Private Sector Strategy Development

Regions of Recent Activity: Bolivia is the only recipient thus far. Requests have been received from Sri Lanka, Indonesia, the Philippines, Jordan, Egypt, Guinea, the Ivory Coast, Angola, Ghana, and Brazil.

Contact Person: Daniel Roberts, PRE/I
Phone: (202) 647-9842
Fax: (202) 647-1805

**Bureau for Private Enterprise
Office of Investment**

LOAN PORTFOLIO GUARANTEE (LPG)

Aim of Project: To provide credit to small businesses. The project can be used in support of specific Mission projects and programs, eg. Rural Credit, Privatization, Leasing, and Environmentally related private sector projects.

Resources: \$45 million

Resource Access: Through the Private Sector Revolving Fund

PACD: Ongoing

Sectors of Activity:

- Agriculture
- Finance
- Industry

Areas of Assistance:

- Small Enterprise Development
- Training/Human Resource Development
- Legal & Institutional Reform
- Financial Market Development
- Private Sector Project Design & Implementation

Cable References: STATE 65957

Contact Person: Daniel Roberts, PRE/I
Phone: (202) 647-9842
Fax: (202) 647-1805

NOTE: PRE/I produces an annual brochure that describes each of its projects. It can be obtained by contacting the office directly.

**Bureau for Private Enterprise
Office of Small, Micro & Informal Enterprises**

EMPLOYMENT & ENTERPRISE POLICY ANALYSIS (EEPA)

- Aim of Project:** To facilitate efficient policy reform and to eliminate inefficient policy biases, thereby enhancing enterprise development, productive employment generation, and economic growth.
- Resources:** \$6.5 million core funding, life of project
Buy-in capacity remaining = \$800,000
FY '90: \$140,000
- Resource Access:** Through buy-ins to the project. Buy-ins welcomed if they deal with the analysis of economic policies and their effects on employment in enterprises of different sizes.
- PACD:** September 1991
- Sectors of Activity:**
- Industry
 - Finance
- Areas of Assistance:**
- Policy Reform
 - Small/Microenterprise Development
 - Private Sector Project Design & Implementation
 - Private Sector Strategy Development
- Regions of Recent Activity:** Countries of notable involvement have included Bangladesh, Sri Lanka, Botswana, Malawi, Rwanda, the Philippines, Honduras, and Ecuador.
- Contractors/
Grantees:** Harvard Institute for International Development
Michigan State University
- Contact Person:** Dr. Robert C. Young, PRE/SMIE
Phone: (202) 647-5624
Fax: (202) 647-1805

**Bureau for Private Enterprise
Office of Small, Micro & Informal Enterprises**

**GROWTH & EQUITY THROUGH MICROENTERPRISE
INVESTMENTS & INSTITUTIONS (GEMINI)**

- Aim of Project:** To provide technical leadership, research, and institutional support in microenterprise development to A.I.D. field programs, to U.S. and host country PVOs, and to other institutions that work with microenterprises.
- Resources:** \$5.7 million core budget, life of project
FY '91: \$1.1 million
FY '92: \$1.3 million
- Resource Access:** Through buy-ins to project; minimum amount: \$25,000.
Buy-in capacity remaining = \$10 million
- PACD:** September 1994
- Sectors of Activity:**
- Finance
 - Industry
- Areas of Assistance:**
- Small/Microenterprise Development
 - Training/Human Resource Development
 - Private Sector Strategy Development
 - Private Sector Project Design & Implementation
- Regions of Recent Activity:** All regions
- Contractors/
Grantees:** Development Alternatives, Inc. (Prime)
Accion International
Opportunity International
Technoserve
Management Systems International
- Contact Person:** Dr. Beth Rhyne or Ross Bigelow, PRE/SMIE
Phone: (202) 647-5624
Fax: (202) 647-6901

**Bureau for Private Enterprise
Office of Small, Micro & Informal Enterprises**

MARKET & TECHNOLOGY ACCESS (MTAP)

Aim of Project: To examine options for stimulating increased participation of a broad range of service providers in trade and technology promotion. Specialized consulting, training and business development support is available to address trade and technology problems.

Resources: \$4.76 million core budget, life of project
FY '90: \$405,000
FY '91: \$391,000
FY '92: \$454,000

Resource Access: Through buy-ins to the project. Buy-in capacity remaining = \$10 million. Non-competitive 8(a) contracts (IMCC only); Direct Purchase Orders under \$25,000

PACD: September 1993

Sectors of Activity:

- Agri-business
- Forestry Products
- Nature Tourism

Areas of Assistance:

- Trade & Investment Promotion
- Small/Microenterprise Development
- Training/Human Resource Development
- Export Promotion

Regions of Recent Activity: All regions

Contractors/Grantees: National Association of State Development Agencies
Interamerican Management Consulting Corporation (IMCC)

Contact Person: Melody Bacha, PRE/SMIE
Phone: (202) 647-2701
Fax: (202) 647-1805

**Bureau for Private Enterprise
Office of Small, Micro & Informal Enterprises**

**PEACE CORPS/A.I.D. JOINT PROGRAM IN
MICROENTERPRISE DEVELOPMENT (MEDP)**

- Aim of Project:** To allow A.I.D. and the Peace Corps to carry out a joint microenterprise development program which will ultimately result in additional jobs and increased incomes in ten target countries. Both agencies assist with programming this project..
- Resources:** \$1.1 million over the life of project
- Resource Access:** Contact A.I.D. project manager or in-country Peace Corps or USAID staff for information on activities and resources.
- PACD:** Scheduled to terminate in 1990. Four year extension planned.
- Sectors of Activity:**
- Industry
 - Finance
- Areas of Assistance:**
- Small/Microenterprise Development
 - Training/Human Resource Development
- Regions of Recent Activity:** In 1988-90, 10 countries: Botswana, Mali, Ghana, Kenya, Costa Rica, Honduras, Dominican Republic, Guatemala, Fiji, Western Samoa. In 1990-91, 5 more countries: Poland, Pakistan, Senegal, Lesotho, Jamaica.
- Contact Person:** Dr. Ross Bigelow, PRE/SMIE
Phone: (202) 647-5624
Fax: (202) 647-6901

**Bureau for Africa
Office of Market Development and Investment**

AFRICA GROWTH FUND

Aim of Project: Africa Growth Fund is a venture capital firm that takes equity positions in and provides loans to companies that invest in Africa. It is managed by OPIC and financially supported by OPIC, AID, and several private companies.

Resources: \$4.76 million core budget, life of project
FY '90: \$405,000
FY '91: \$391,000
FY '92: \$454,000

Resource Access: Through buy-ins to the project. Buy-in capacity remaining = \$10 million. Non-competitive 8(a) contracts (IMCC only); Direct Purchase Orders under \$25,000.

PACD: September 1993

Sectors of Activity: • Agriculture
• Industry

Areas of Assistance: • Trade & Investment Promotion
• Training/Human Resource Development

Regions of Recent Activity: AFR region

**Contractors/
Grantees:** National Association of State Development Agencies
IMCC

Contact Person: Dean Bernius, AFR/MDI
Phone: (202) 647-7614
Fax: (202) 647-7430

**Bureau for Africa
Office of Market Development and Investment**

AFRICA MANAGEMENT SERVICES COMPANY

Aim of Project: To provide management services and training to African companies.

Resources: \$500,000 annually

Sectors of Activity:

- Agriculture
- Business
- Industry

Areas of Assistance:

- Business Management
- Small/Microenterprise Development
- Trade & Investment Promotion
- Financial Market Development
- Private Sector Project Design & Implementation

**Regions of
Recent Activity:** AFR region

**Contractors/
Grantees:** Managed by UNDP/IFC
AMSCo.

Contact Person: Warren Weinstein, AFR/MDI
Phone: (202) 647-7614
Fax: (202) 647-7430

**Bureau for Africa
Office of Market Development and Investment**

AFRICA PRIVATE ENTERPRISE FUND

Aim of Project: To finance a wide variety of technical assistance activities to Missions in the area of private enterprise.

Resources: FY '90: \$5 million
FY '91: \$7 million
FY '92: \$7 million

Resource Access: Through buy-ins to the project.

Sectors of Activity:

- Agriculture
- Business Development
- Education
- Energy
- Finance
- Industry

Areas of Assistance:

- Business Development
- Private Sector Strategy Development
- Private Sector Project Design & Implementation
- Small/Microenterprise Development
- Financial Market Development

Regions of Recent Activity: AFR region

**Contractors/
Grantees:** Labat-Anderson, Inc. (Prime)
Harvey Co.

Contact Person: Dean Bernius, AFR/MDI
Phone: (202) 647-7614
Fax: (202) 647-7430

**Bureau for Africa
Office of Market Development and Investment**

AFRICA PROJECT DEVELOPMENT FACILITY

Aim of Project: To assist African companies in preparing business plans and in seeking commercial financing.

Resources: FY '89-'90: \$1.5 million
FY '91: \$800,000
FY '92: \$800,000

PACD: 1996

Sector of Activity:

- Agriculture
- Finance
- Industry

Areas of Assistance:

- Business Promotion & Growth
- Private Sector Project Design & Implementation
- Small/Microenterprise Development
- Trade & Investment Promotion
- Financial Market Development

Regions of Recent Activity: AFR region

Contractor/Grantees: Managed by UNDP/IFC

Contact Person: Warren Weinstein, AFR/MDI
Phone: (202) 647-7614
Fax: (202) 647-7430

**Bureau for Africa
Office of Market Development and Investment**

FOREIGN INVESTMENT ADVISORY SERVICE

Aim of Project: To advise African nations on how to attract direct foreign investment.

Resources: \$700,000 annually

Sectors of Activity:

- Agriculture
- Finance
- Foreign Investment
- Industry

Areas of Assistance:

- Foreign Investment
- Trade & Investment Promotion
- Private Sector Strategy Development
- Legal & Regulatory Reform
- Legal & Regulatory Reform

Regions of Recent Activity: AFR region

**Contractor/
Grantee:** Managed by IFC, MIGA and FIAS

Contact Persons: Warren Weinstein, AFR/MDI
Phone: (202) 647-7614
Fax: (202) 647-7430

**Bureau for Asia, Near East and Europe
Office of Technical Resources**

AMERICAN SOCIETY OF AGRICULTURAL CONSULTANTS

Aim of Project: To provide assistance to missions in developing agri-business projects.

Resources: FY '90: \$200,000
FY '91: \$150,000

Resource Access: Through cable to ANE/TR/ARD

PACD: 1991

Sectors of Activity:

- Agriculture
- Industry

Areas of Assistance:

- Private Sector Strategy Development
- Private Sector Project Design & Implementation
- Policy Reform
- Privatization
- Small/Microenterprise Development

Regions of Recent Activity: ANE region

Contractor/Grantee: American Society of Agricultural Consultants, Inc.

Contact Person: James Snell, ANE/TR/ARD
Phone: (202) 647-7201
Fax: (202) 647-6962

**Bureau for Asia, Near East and Eastern Europe
Office of Private Sector Development**

REGIONAL PRIVATE ENTERPRISE DEVELOPMENT

Aim of Project: To provide policy support and guidance for the development of priority private sector initiatives in the ANE program.

Resources: \$1.0 million for FY '90

Resource Access: Via field cable request or outside grantee/contractor proposal

PACD: September 1993

Sectors of Activity:

- Agriculture
- Energy
- Finance
- Industry

Areas of Assistance:

- Private Sector Strategy Development
- Legal & Regulatory Reform
- Trade & Investment Promotion
- Financial Market Development
- Private Sector Project Design & Implementation

Regions of Recent Activity: ANE region

**Contractors/
Grantees:**

ICEG
PECC
ASACI

Contact Person: Gary Vaughn, ANE/PSD
Phone: (202) 647-3720
Fax: (202) 647-6791

NOTE: ANE/PSD also provides policy guidance and selected TDY and backstopping support for ANE field missions' private sector initiatives. For further information on these services, missions should contact the office directly.

**Bureau for Latin America and the Caribbean
Office of Private Sector Activities**

CARIBBEAN PROJECT DEVELOPMENT FACILITY

Aim of Project: To assist the CPDF in carrying on its project development activities in the Caribbean region and in expanding its services to Central America. The development of income generating services leading to a greater degree of self-sustainability is an important objective.

Resources: FY '90: \$350,000
FY '91: \$350,000
FY '92: \$100,000

PACD: 1992

Sectors of Activity: • Finance

Areas of Assistance: • Credit/Banking Programs
• Private Sector Project Design & Implementation

**Regions of
Recent Activity:** The Caribbean region

**Contractor/
Grantee:** CPDF

Contact Person: Jim Vermillion, LAC/PSA
Phone: (202) 647-9111
Fax: (202) 647-0102

**Bureau for Latin America and the Caribbean
Office of Private Sector Activities**

FOREIGN TRADE INFORMATION SERVICE

Aim of Project: To provide specific program assistance to the Organization of American States to be used in support of the trade information database of the OAS -- the Trade Information Service.

Resources: FY '90: \$184,000
FY '91: N/A

PACD: If the project meets performance objectives, it will be extended through 1991

Areas of Assistance: • Trade and Investment Promotion

Regions of Recent Activity: LAC region

Contractor/Grantee: The Organization of American States

Contact Persons: Ray Solem, LAC/PSA
Phone: (202) 647-9111
Fax: (202)647-0102

**Bureau for Latin America and the Caribbean
Office of Private Sector Activities**

INSTITUTE FOR LIBERTY AND DEMOCRACY

Aim of Project: To assist the ILD in (a) the implementation of international outreach, research and dissemination, and a training program, (b) the expansion of these activities throughout LAC, and (c) the strengthening of ILD's policy development and implementation capacity.

Resources: FY '90: \$1.8 million
FY '91: \$1.93 million
FY '92: \$2.22 million

PACD: February 1994

Areas of Assistance: • Legal & Institutional Reform
• Policy Refcrm
• Training/Human Resources Development

Regions of Recent Activity: Initiated in Peru, but becoming region-wide

**Contractor/
Grante:** Institute for Liberty and Democracy

Contact Person: Ray Solem, LAC/PSA
Phone: (202) 647-9144
Fax; (202) 647-0102

**Bureau for Latin America and the Caribbean
Office of Private Sector Activities**

TRADE CREDIT INSURANCE PROGRAM (TCIP)

Aim of Project: To meet a need for short-term trade credits in Central America.

Resources: An initial \$20 million obligation was made in the mid-1980's, and used to capitalize a reserve fund for TCIP guarantees (10% of total authorized level).

Sector of Activity: • Finance

Areas of Assistance: • Credit/Banking
• Trade & Investment Promotion
• Financial Market Development

Regions of Recent Activity: Costa Rica, El Salvador, Guatemala, Honduras, LAC region

Contractor/Grantee: TCIP

Contact Persons: Ray Solem, LAC/PSA
Phone: (202) 647-9111
Fax: (202)647-0102

**Bureau of Food for Peace & Voluntary Cooperation
Office of Private & Voluntary Cooperation**

SUPPORT TO COOPERATIVES

Aim of Program: To strengthen and expand U.S. cooperative development organizations' international operations; to expand financial/economic development through LCD cooperatives. The program is a comprehensive co-op development program with components such as core grants and co-op initiatives.

Resources: \$6 million annually

Resource Access: Through U.S. cooperative development organizations. Missions can buy-in to PVO agreements. There is no set buy-in capacity. FY '90 buy-ins totalled \$2.3 million.

Sectors of Activity:

- Agriculture
- Electrification
- Finance
- Housing
- Insurance

Areas of Assistance:

- Institutional Strengthening of Cooperatives
- Financial Market Development
- Small/Microenterprise Development
- Training/Human Resource Development
- Privatization

Regions of Recent Activity: Poland, Ecuador, LAC region.

**Contractors/
Grantees:**

CLUSA (NCBA)
ACDI
CUNA (WOCCU)
CHF
NRECA
VOCA

Contact Person: Harry Wing, FVA/PVC
Phone: (202) 663-2636
Fax: (202) 663- 2267

**Bureau for Program & Policy Coordination
Office of Economic Affairs**

CONSULTATIVE ASSISTANCE FOR POLICY REFORM

Aim of Project: To provide technical expertise in support of economic policy reform.

Resources: FY '90: \$550,000
FY '91: \$550,000
FY '92: \$550,000

Resource Access: Through buy-ins to PPC/EA. Buy-in capacity = \$1.1 million per year. Buy-in can obtain senior consulting assistance in the design, implementation, and monitoring of economic policy reform.

Sectors of Activity:

- Agriculture
- Environment
- Finance
- Industry

Areas of Assistance:

- Policy Reform
- Privatization
- Legal & Regulatory Reform
- Legal & Institutional Reform
- Private Sector Strategy Development

Regions of Recent Activity: Belize (Policy reform priorities and sequencing), Honduras (Financial markets assessment and policy reform strategies), Eastern Europe (Ways to estimate the size, content and duration of "The Marshall Plan"), Thailand (U.S.-Thai relations with influential Thais to prevent deforestation), and Swaziland (Improving implementation of the government's capital budget.)

**Contractors/
Grantees:** Harvard Institute for International Development (Prime)
Development Alternatives, Inc.

Contact Person: Alan Batchelder, PPC/EA
Phone: (202) 647-8558
Fax: (202) 647-8518

**Bureau for Program & Policy Coordination
Office of Economic Affairs**

INSTITUTE FOR POLICY REFORM

Aim of Project: To establish links between the academic community and A.I.D. economic reform goals and activities.

Resources: FY '90: \$750,000
FY '91: \$1 million
FY '92: \$1 million

Resource Access: Buy-in details to be finalized in FY '91

PACD: March 1991, to be extended

Sectors of Activity:

- Agriculture
- Energy
- Environment
- Finance
- Industry

Areas of Assistance:

- Policy Reform
- Trade & Investment Promotion
- Privatization
- Financial Market Development
- Small/Microenterprise Development

**Contractor/
Grantee:** Institute for Policy Reform

Contact Person: Jerome La Pittus, PPC/EA
Phone: (202) 647-8558
Fax: (202) 647-8518

**Bureau for Program & Policy Coordination
Office of Economic Affairs**

INTERNATIONAL CENTER FOR ECONOMIC GROWTH (ICEG)

Aim of Project: To support research on economic reform.

Resources: FY '90: \$3.2 million
FY '91: \$1.3 million

Resource Access: Through buy-ins to PPC/EA

Sectors of Activity:

- Agriculture
- Energy
- Environment
- Finance
- Industry

Areas of Assistance:

- Policy Reform
- Financial Market Development
- Privatization
- Small/Microenterprise Development
- Legal & Regulatory Reform

**Contractor/
Grantee:** International Center for Economic Growth

Contact Person: Ed Costello, PPC/EA
Phone: (202) 647-8558
Fax: (202) 647-8518

**Bureau for Program & Policy Coordination
Office of Economic Affairs**

MACRO & INTERNATIONAL ECONOMIC ANALYSIS - IQC

Aim of Project: To provide high quality consulting services in a wide range of macro- and micro-economic areas.

Resources: All funding through buy-ins to PPC/EA. Buy-in capacity = \$3 million. Services cannot be longer than 120 days.

PACD: September 1992

Sectors of Activity:

- Agriculture
- Energy
- Environment
- Finance
- Industry

Areas of Assistance:

- Policy Reform
- Privatization
- Small/Microenterprise Development
- Trade & Investment Promotion
- Financial Market Development

**Contractors/
Grantees:** Robert Nathan & Associates (Co-Prime)
Development Alternatives, Inc. (Co-Prime)

Cable Reference: STATE 344760

Contact Person: Richard Delaney, PPC/EA
Phone: (202) 647-8573
Fax: (202) 647-8518

**Bureau for Program & Policy Coordination
Office of Economic Affairs**

OPERATION INDEPENDENCE

Aim of Project: To support studies on policy reform in Israel.

Resources: FY '90: \$500,000
FY '91: \$750,000
FY '92: \$500,000

PACD: 1995

Sectors of Activity:

- Agriculture
- Energy
- Environment
- Finance
- Industry

Areas of Assistance:

- Policy Reform
- Privatization
- Legal & Regulatory Reform
- Legal & Institutional Reform
- Financial Market Development

**Contractor/
Grantee:** Operation Independence

Contact Person: Alan Batchelder, PPC/EA
Phone: (202) 647-8558
Fax: (202) 647-8518

**Bureau for Program & Policy Coordination
Office of Policy Development & Program Review**

INSTITUTE FOR THE STUDY OF FREE ENTERPRISE SYSTEMS

Aim of Project: To support studies at the State University of New York on issues related to private sector policy formulation, such as privatization, financial markets, and capital markets.

Resources: FY '90: \$200,000
FY '91: \$200,000

Sectors of Activity: • Finance
• Industry

Areas of Assistance: • Privatization
• Financial Market Development
• Policy Reform
• Private Sector Strategy Development

**Contractor/
Grantee:** State University of New York

Contact Person: Fred Kirschstein, PPC/PDPR
Phone: (202) 647-7071
Fax: (202) 647-8518

**Bureau for Program & Policy Coordination
Office of Policy Development & Program Review**

SEQUOIA INSTITUTE

Aim of Project: To produce private sector research and publications.

Resources: FY '90: \$300,000
FY '91: \$300,000
(Approximate)

Sectors of Activity: • All sectors are permitted

Areas of Assistance: • Policy Reform
• Privatization
• Financial Market Development
• Trade & Investment Promotion
• Private Sector Strategy Development

**Contractor/
Grantee:** Sequoia Institute

Contact Person: Fred Kirschstein, PPC/PDPR
Phone: (202) 647-7071
Fax: (202) 647-8518

**Bureau for Program & Policy Coordination
Office of Policy Development & Program Review**

TECHNOLOGY ASSESSMENT POLICY ANALYSIS PROJECT

Aim of Project: To assist in the transfer, adaptation, and mastery of technology in developing countries; to assist in technology research and development in developing countries.

Resources: FY '90: \$275,000
FY '91: \$575,000
FY '92: \$575,000

PACD: September 1992

Sectors of Activity: • All sectors are permitted

Areas of Assistance: • Policy Reform
• Private Sector Strategy Development
• Trade & Investment Promotion
• Legal & Regulatory Reform

Regions of Recent Activity: All regions, with an emphasis on the Pacific Basin, India, and Bangladesh

Contractors/Grantees: Stanford Research Institute
Northwestern University
Yale University
University of California, Berkeley
University of Pennsylvania

Contact Person: Richard Sines, PPC/PDPR
Phone: (202) 647-7073
Fax: (202) 647-8518

**Bureau for Program & Policy Coordination
Office of Women in Development**

GENDER IN ECONOMIC & SOCIAL SYSTEMS (GENESYS)

- Aim of Project:** To assist A.I.D. Bureaus and Missions to design, implement, and evaluate program and project activities to enhance the contribution of both men and women to sustainable economic development.
- Resources:** \$19 million in core, buy-in, and matching funds. Annual buy-in capacity = \$1.5 million.
FY '90: \$893,700
FY '91: \$821,000
FY '92: \$821,000
- Resource Access:** Through buy-ins. Buy-in matching level: 75/25 (FY '90), 60/40 (FY '91), 50/50 (FY '91).
- PACD:** September 1994
- Sectors of Activity:**
- Agriculture
 - Education
 - Industry
 - Environment
- Areas of Assistance:**
- Gender Analysis
 - Small/Microenterprise Development
 - Private Sector Project Design & Implementation
 - Training/Human Resource Development
 - Private Sector Strategy Development
- Regions of Recent Activity:** All regions
- Contractors/Grantees:** The Futures Group (Prime)
Ernst & Young
Management Systems International
- Contact Persons:** Tulin Pulley or Ron Grosz, PPC/WID
Phone: (202) 647-3938
Fax: (202)647-5340

**Bureau for Program & Policy Coordination
Office of Women in Development**

GENERAL MATCHING RESERVE FUND

- Aim of Project:** Matching funds are provided to USAIDs to enhance the integration of gender issues into all USAID activities.
- Resources:** \$1.5 million annually; \$500,000 remaining in FY 90 funds. Matching proportions: 75/25, FY 90; 60/40, FY 91.
- Resource Access:** Cable to PPC/WID with initial scope of work and budget
- Sectors of Activity:**
- Agriculture
 - Education
 - Environment
 - Industry
- Areas of Assistance:**
- Gender Analysis
 - Small/Microenterprise Development
 - Training/Human Resource Development
 - Private Sector Project Design & Implementation
 - Policy Reform
- Contact Person:** Tulin Pulley, PPC/WID
Phone: (202) 647-3938
Fax: (202) 647-5340

**Bureau for Science & Technology
Office of Agriculture**

AQUACULTURE RESEARCH & SUPPORT

Aim of Project: To develop systems to improve small-scale aquaculture including management, networks, extension, pond design and marketing.

Resources: \$255,000 annually

Resource Access: Through buy-ins to BOA# DAN-4180-B-00-8009-00

PACD: September 1993

Sectors of Activity:

- Agriculture
- Education
- Environment
- Industry

Areas of Assistance:

- Training/Human Resource Development
- Small/Microenterprise Development
- Legal & Institutional Reform
- Private Sector Strategy Development
- Policy Reform

**Contractor/
Grantee:** Auburn University

Contact Person: Chris Jones
Phone: (703) 875-4016
Fax: (703) 875-4186

**Bureau for Science & Technology
Office of Energy**

BIOENERGY SYSTEMS & TECHNOLOGY

- Aim of Project:** To promote private sector bioenergy systems using agricultural crop residues and forest wastes.
- Resources:** \$3 million
- Resource Access:** Via S&T/EY, or directly through Winrock International
- Sectors of Activity:**
- Agriculture
 - Energy
 - Environment
 - Finance
- Areas of Assistance:**
- Private Sector Project Design & Implementation
 - Policy Reform
 - Private Sector Strategy Development
 - Trade & Investment Promotion
 - Small/Microenterprise Development
- Contractor/
Grantee:** Winrock International
- Contact Person:** Frank Tugwell
Phone: (703) 525-9430
Fax: (703) 243-1175

**Bureau for Science & Technology
Office of Energy**

CONVENTIONAL ENERGY TECHNICAL ASSISTANCE

Aim of Project: To transfer commercially proven U.S. energy technology, operating know-how, and financing strategies to developing countries; to promote new roles for the private sector.

Resources: FY '90: \$500,000
FY '91: \$1.2 million**
FY '92: \$1.5 million**

Resource Access: Through buy-ins to the project

PACD: September 1990**

Sector of Activity: • Energy

Areas of Assistance: • Private Sector Project Design & Implementation
• Trade & Investment Promotion
• Privatization
• Private Sector Strategy Development

Regions of Recent Activity: CETA has been particularly active in the Philippines identifying private sector projects for technical assistance.

**Contractors/
Grantees:** Bechtel National, Inc.
K & M
Core International
Arthur D. Little

Contact Person: Alberto Sabadell
Phone: (703) 875-4056
Fax: (703) 875-4053

**** NOTE:** A new ten-year project, Energy Technology Innovation, is in place. The RFP for competitive bids is being processed by contracts management.

**Bureau for Science & Technology
Office of Energy**

ENERGY CONSERVATION SERVICES

- Aim of Project:** To provide energy conservation technical and financial assistance, training and information services. Increasing emphasis is placed on efficiency in power sector and new generating capacity (cogeneration).
- Resources:** FY '90: \$1.3 million
FY '91: \$1.3 million
FY '92: unspecified
- Resource Access:** Through buy-ins to the project
- PACD:** July 1992
- Sectors of Activity:**
- Energy
 - Environment
 - Finance
 - Industry
- Areas of Assistance:**
- Private Sector Project Design & Implementation
 - Private Sector Strategy Development
 - Trade & Investment Promotion
 - Policy Reform
 - Training/Human Resource Development
- Regions of Recent Activity:** Costa Rica (developed a demand-side management system), Pakistan (initiating a system based on the Costa Rican model)
- Contractors/Grantees:** Hagler Bailly (Prime)
K & M
Qualtec
EDI
- Contact Person:** Alberto Sabadell
Phone: (703) 875-4056
Fax: (703) 875-4053

**Bureau for Science & Technology
Office of Energy**

ENERGY PLANNING & POLICY DEVELOPMENT

Aim of Project: To implement least-cost power investment planning; employ environmental criteria in power planning; leverage multilateral policy reform; and implement project lending.

Resources: \$1.3 million annually

Resource Access: Through buy-ins to the project

PACD: July 1992

Sectors of Activity:

- Education
- Energy
- Environment
- Finance
- Industry

Areas of Assistance:

- Policy Reform
- Trade & Investment Promotion
- Private Sector Strategy Development
- Training/Human Resources Development

**Contractors/
Grantees:**

IDEA, Inc.
Lawrence Berkley Lab
Oakridge National Lab
Princeton University
University of Maryland

Contact Person: Dr. David J. Shirad, S&T/EY
Phone: (703) 875-4047
Fax: (703) 875-4053

**Bureau for Science & Technology
Office of Energy**

PRIVATE SECTOR ENERGY DEVELOPMENT PROGRAM

Aim of Project: To promote private sector finance and ownership of energy facilities, particularly electric power.

Resources: \$10 million

Resource Access: Through buy-ins to the project or host country requests

PACD: 1994

Sector of Activity: • Energy

Areas of Assistance: • Private Sector Project Design & Implementation
• Policy Reform
• Legal & Institutional Reform
• Privatization
• Trade & Investment Promotion

**Contractor/
Grantee:** T. Head & Co.

Contact Person: John R. Hammond, S&T/EY
Phone: (703) 524-4400
Fax: (703) 524-3164

**Bureau for Science & Technology
Office of Energy**

RENEWABLE ENERGY APPLICATIONS & TRAINING (REAT)

Aim of Project: To catalyze bankable, commercial renewable energy projects.

Resources: \$1.2 million annually

Resource Access: Through buy-ins to the project

PACD: July 1992

Sectors of Activity:

- Education
- Energy
- Environment
- Finance
- Industry

Areas of Assistance:

- Trade & Investment Promotion
- Private Sector Strategy Development
- Training/Human Resource Development
- Private Sector Project Design & Implementation
- Policy Reform

**Contractors/
Grantees:**

IDEA, Inc.
Lawrence Berkley Lab
Oakridge National Lab
Princeton University
University of Maryland

Contact Person: Dr. David J. Jhirad, S&T/EY
Phone: (703) 875-4047
Fax: (703) 875-4053

**Bureau of Science & Technology
Office of Forestry, Environment & Natural Resources**

FORESTRY PRIVATE ENTERPRISE INITIATIVE

Aim of Project: To promote sustainable forestry- and natural-resources-based enterprises and income generation with expanded private sector cooperation.

Resource Access: Through buy-ins to the project

PACD: September 1990 - currently being extended

Sectors of Activity:

- Environment
- Forestry

Areas of Assistance:

- Private Sector Strategy Development
- Policy Reform
- Private Sector Project Design & Implementation
- Trade & Investment Promotion
- Legal & Institutional Reform

**Contractors/
Grantees:** U.S. Department of Agriculture/Forest Service
Inter-American Management Consulting Corporation

Contact Person: Dan Deely, S&T/FNR
Phone: (703) 875-4019
Fax: (703) 875-4394

**Bureau for Science & Technology
Office of Health**

THE ENTERPRISE PROGRAM

Aim of Project: To increase the delivery and use of acceptable, affordable family planning services through the private sector.

Resources: FY '90: \$3.8 million

PACD: A new project, the details of which had not been finalized at the time of printing, will assume the duties of The Enterprise Program in FY '91.

Sectors of Activity: • Health, Nutrition, and Population

Areas of Assistance: • Private Sector Project Design & Implementation
• Privatization

Regions of Recent Activity: All regions

**Contractors/
Grantees:** John Snow, Inc. (Prime)
John Short Associates
Coverdale, Birch, and Davis

Contact Person: Jennifer M. Adams, S&T/H
Phone: (703) 875-4721
Fax: (703) 875-4413

**Bureau for Science & Technology
Office of Health**

HEALTH FINANCING & SUSTAINABILITY

- Aim of Project:** To provide technical assistance, applied research services, training, and information dissemination in health economics, financing and management to facilitate the process of increasing private and public resources available to health sectors in developing countries.
- Resources:** FY '90: \$1.8 million
FY '91: \$1.8 million
FY '92: \$1.8 million
- Resource Access:** Through buy-ins to the project. Buy-ins account for approximately 50% of the project's total funding. The capacity level varies between \$1.0 - \$2.5 million over the five year life of the project. Buy-ins cover technical assistance services with applied research.
- PACD:** 1993
- Sectors of Activity:** • Health & Nutrition
- Areas of Assistance:** • Privatization
• Training/Human Resource Development
• Private Sector Project Design & Implementation
- Regions of Recent Activity:** Belize, the Dominican Republic, Ecuador, Haiti, Jamaica, Peru, Egypt, Jordan, Pakistan, Kenya, Mali, Niger, Zaire
- Contractors/Grantees:** Abt Associates (Prime)
Management Sciences for Health
The Urban Institute
Clark Atlanta University
Tillinghast, A Towers Perrin Company
- Contact Person:** Robert Emrey, S&T/H/HSD
Phone: (703) 875-4468
Fax: (703) 875-5490

**Bureau for Science & Technology
Office of Health**

PROJECT SUPPORT

Aim of Project: To supply, produce, and promote oral rehydration salts (ORS) through the private sector and to provide technical assistance to A.I.D. in the areas of ORS production, quality control, and distribution. In working with private sector producers and marketing firms, Project SUPPORT complements public sector activities of governments and international agencies, such as WHO and UNICEF.

PACD: 1991

Sectors of Activity:

- Health & Nutrition
- Industry

Areas of Assistance:

- Trade & Investment Promotion
- Private Sector Project Design & Implementation
- Training/Human Resource Development

**Contractor/
Grantee:** Program for Appropriate Technology in Health

Contact Person: Lloyd Feinberg, S&T/H/HSD
Phone: (703) 875-4479
Fax: (703) 875-5490

**Bureau for Science & Technology
Office of Health**

WATER & SANITATION FOR HEALTH (WASH)

Aim of Project: To provide short-term technical assistance in water supply and sanitation sectors. Work is carried out in urban, peri-urban and rural areas and includes focus on solid wastes and some environmental areas.

Resources: FY '90: \$2.5 million
FY '91: \$2.5 million
FY '92: \$2.5 million

Resource Access: Through buy-ins to the project or through CTO allocation. There is no buy-in capacity level. A 50/50 match is common.

PACD: September 1993

Sectors of Activity:

- Environment
- Water Supply & Sanitation

Areas of Assistance:

- Training/Human Resource Development
- Financial Market Development
- Privatization
- Policy Reform

Regions of Recent Activity: All regions (over 65 countries)

**Contractors/
Grantees:** Camp Dresser & McKee International (Prime)
International Science & Technology Institute
Associates in Rural Development
Training Resources Group
University Research Corporation
Research Triangle Institute

Contact Person: A. Dennis Long, S&T/H/WVC
Phone: (703) 875-4743
Fax: (703) 875-5490

**Bureau for Science & Technology
Office of Population**

CONTRACEPTIVE SOCIAL MARKETING

Aim of Project: To increase the availability and use of contraceptives among low and middle income groups in developing countries using commercial marketing and distribution techniques; and to establish cost recovery schemes and targets in all sales programs.

Resources: \$32 million

PACD: September 1993

Sectors of Activity: • Health, Nutrition, & Population

Areas of Assistance: • Private Sector Project Design & Implementation

**Contractors/
Grantees:** The Futures Group (Prime)
Porter Novelli
Academy for Educational Development

Contact Person: Betsy Brown, S&T/POP/FPSD
Phone: (703) 875-4721
Fax: (703) 875-4413

**Bureau of Science & Technology
Office of Rural & Institutional Development**

AGRICULTURE MARKETING IMPROVEMENT STRATEGIES

Aim of Project: To enhance Mission and LDC capability to diagnose, assess alternatives, and implement changes in agricultural commodity and management marketing systems.

Resources: Core funding: \$500,000 annually

Resource Access: Through buy-ins to the project. Buy-in capacity = \$6 million for the life of the project

PACD: 1993

Sector of Activity: • Agriculture

Areas of Assistance:

- Legal & Regulatory Reform
- Legal & Institutional Reform
- Trade & Investment Promotion
- Policy Reform
- Private Sector Strategy Development

Contractors/

Grantees: Abt Associates
Post Harvest Institute
Deloitte Touche

Contact Person: Thomas J. Mehen
Phone: (703) 875-4625
Fax: (703) 875-4394

**Bureau for Science & Technology
Office of Rural & Institutional Development**

FINANACIAL RESOURCES MANAGEMENT (FIRM)

- Aim of Project:** To increase knowledge about the role and use of financial resources and improve the capacity for the management of such resources, particularly in the rural and agricultural sectors of LDCs.
- Resources:** FY '90: \$500,000
FY '91: \$550,000
FY '92: \$650,000
- Resource Access:** Through buy-ins to the project. Buy-in capacity = \$15 million. Submit PIO/T to MS/OP/W/R through S&T/RD/RRD; for efforts up to \$25,000 purchase orders and direct contracting are encouraged.
- PACD:** August 1994
- Sectors of Activity:**
- Agriculture
 - Finance
- Areas of Assistance:**
- Policy Reform
 - Financial Market Development
 - Training/Human Resource Development
- Regions of Recent Activity:** Costa Rica (Policy Reform of Financial Markets), Dominican Republic (Policy Reform of Financial Markets and Savings Mobilization), El Salvador (Informal Financial Markets), Mozambique, and Mali.
- Contractor/
Grantee:** Ohio State University
- Contact Person:** Terry Hardt, S&T/RD/RRD
Phone: (703) 875-4445
Fax: (703) 875-4394

**Office of International Training
Participant Programming Division**

ENTREPRENEURS INTERNATIONAL

- Aim of Project:** To provide on-the-job training for private sector decision-makers in management, marketing, production, and technology in a wide variety of sectors; includes participation in industry conferences and short-term technical seminars and exploration of trade relations with U.S. hosts.
- Resource Access:** Mission PIO/Ps. Mission buy-ins allowed only when normal PIO/P funding process cannot be used.
Buy-in Capacity= \$4.5 million
- PACD:** Continuing
- Sectors of Activity:**
- Agriculture
 - Energy
 - Environment
 - Finance
 - Health & Nutrition
 - Industry
- Areas of Assistance:**
- Training/Human Resource Development
 - Trade & Investment Promotion
- Regions of Recent Activity:** All regions. Currently 14 projects in Africa, 5 in Asia/Near East, and 4 in Latin America/Caribbean.
- Contractors/Grantees:** Partners for International Education & Training (Prime)
National Association of Investment Companies
- Contact Person:** Aileen Kishaba, OIT/PP
Phone: (703) 875-4258
Fax: (703) 875-4346
- NOTE:** 1990 Revised Information Manual to be distributed to Missions during the summer of 1990.

AID/W RESOURCES FOR PRIVATE SECTOR DEVELOPMENT

Organizational Unit: _____

Project Title: _____ PACD: _____

Contact Person: _____

Phone: _____ Fax: _____

Resources Remaining in Project: _____

How are resources accessed? _____

Aim of the Project: _____

Please indicate in which of the following sectors the project is active.

<input type="checkbox"/> Agriculture	<input type="checkbox"/> Health & Nutrition	<input type="checkbox"/> Education
<input type="checkbox"/> Industry	<input type="checkbox"/> Energy	<input type="checkbox"/> Finance
<input type="checkbox"/> Environment	<input type="checkbox"/> Other: _____	

Please rank, from one to five, the five most important areas of assistance of the project, number one being the most important.

_____ Legal & Regulatory Reform	_____ Policy Reform
_____ Legal & Institutional Reform	_____ Gender Analysis
_____ Trade & Investment Promotion	_____ Privatization
_____ Financial Mkt. Development	_____ Small/Microenterprise Development
_____ Pvt. Sector Strategy Development	
_____ Training/Human Resource Development	
_____ Pvt. Sector Project Design & Implementation	
_____ Other: _____	

Prime Contractor: _____

Sub-Contractors (List five at most): _____

Are there any recent cable references that describe the project? _____

What other private sector development services does your office provide? _____

Please fax this form to Ernst & Young, at 243-4221, no later than Monday, May 21st. If you have any questions, call Marian Gibbon, at 284-9500.

AGENCY FOR INTERNATIONAL DEVELOPMENT
WASHINGTON, D C 20523

MEMORANDUM:

TO: ***OFFICE SYMBOL, NAME OF PROJECT DIRECTOR***
FROM: PRE/IBS, Jim O'Connell
SUBJECT: Information Request - additional info for
A.I.D./Washington Private Sector Project Handbook

I am writing to request some additional information for the A.I.D./Washington Private Sector Handbook. The handbook is intended to be a user-friendly guide to all centrally funded private sector projects in A.I.D. A prototype of the guide was published in May by PRE/PD and Ernst & Young. At that time, it was decided that the project should be merged with a similar project that was being started by Fred Kirschstein (PPC) and Phil Hubbard (PRE). In order to successfully combine the two projects, which were similar in form but different in purpose, it is now necessary to obtain additional details about each project.

Specifically, we would appreciate it if you could provide us with the following information regarding the ***PROJECT NAME***

1. Budget for FY '90: _____
FY '91: _____
FY '92: _____

2. Is there a buy-in component to the project (Y/N)?
If yes, what are the details regarding buy-ins,
and what is the buy-in cap?:

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3. In what countries or regions has the project been active in the last year, and in what ways specifically?:

If you have any questions or suggestions as to what should be included in the handbook, please call me at 7-3805 (PRE/International Business Staff). Thank you.