

# **DIRECTORY OF SERVICES**

**A Guide to the People, Programs, Projects and Partners of  
The Center for Economic Growth  
and Agricultural Development**

**Bureau for Global Programs,  
Field Support and Research**

**U. S. Agency for International Development**

*Fiscal Year 1998*



*Current as of September 30, 1998*





<b>The Office of Microenterprise Development (EGAD/MD)</b>	27
Microenterprise Innovation Project 940-0406	28
Implementation Grant Program (IGP)	
The PRIME Fund	
Microenterprise Best Practices (MBP)	
MicroServe	
Assessing the Impact of Microenterprises (AIMS)	
<b>The Office of Business Development (EGAD/BD)</b>	29
Global Technology Network 940-0102	30
Business Development Services/IESC 940-0013	31
Appropriate Technology International IV (ATI) 936-5455	32
<b>The Office of Credit and Investment (EGAD/CIS)</b>	33
Micro and Small Enterprise Development Program 940-2003	33
Development Credit Authority	34
<b>The Office for Increased Science and Technology Cooperation among Middle Eastern and Developing Countries (EGAD/IP)</b>	35
The U.S.-Israel Cooperative Development and Research Program (CDR)	
The U.S.-Israel Cooperative Development Program (CDP)	
The Middle East Regional Cooperation Program (MERC)	
<b>Program Support Staff (EGAD/PS)</b>	36

**THE CENTER FOR ECONOMIC GROWTH AND AGRICULTURAL DEVELOPMENT**

**Introduction**

Economic growth, in general, translates into overall improvements in the economic and social well-being of people in developing countries. Better incomes result in: increased food consumption and, often, diets of better quality; greater opportunities for micro and small enterprises to flourish; and significant contributions to improvements in health, education, mortality and morbidity rates. Growth brings increased trade flows and opens markets to U.S. exports. Agricultural development is the engine for economic growth in many countries. Widespread increases in agricultural productivity not only result in larger food supplies but in increased rural incomes. These support growth in local trade and off-farm employment as well as improved rural-urban linkages.

USAID Missions around the world support activities which contribute to the realization of these goals. The Global Bureau's Center for Economic Growth and Agricultural Development (G/EGAD) supports Missions in their efforts but also directly funds and manages activities which contribute to the development of: economic policy and institutions which underpin global economic growth; technologies which translate science into increased productivity; financial systems which provide credit to micro-entrepreneurs and small businesses; and business linkages which permit American firms to transfer technology and know-how directly to their counterparts in developing and transitional countries.

G/EGAD financial and personnel resources are focused on meeting the needs and concerns of missions and developing countries through implementing programs to:

- ! build or strengthen the policy, legal and institutional underpinnings for the operation of **competitive markets** (EGAD/EM & EGAD/BD);
- ! support more rapid and enhanced **agricultural development and food security** (EGAD/AFS); and
- ! expand **access to economic opportunity for the rural and urban poor** and increase the equitableness of such access (EGAD/MD, EGAD/CIS & EGAD/BD).

EGAD programs and resources are also instrumental in support of other Agency objectives, such as **sustainable natural resource management, strengthened rule of law, and sustainable reduction in child mortality** (through improved nutrition). EGAD staff are continually looking for new development approaches by: designing and implementing new, flexible contract and grant mechanisms for technical leadership and field support; spending a large number of person-months on TDY in support of our field support and research agendas; and undertaking key inter-agency and multilateral leadership and policy development tasks.

**Deputy Assistant Administrator (DAA/EGAD)**, Emmy Simmons  
**Associate Assistant Administrator (AAA/EGAD)**, John Wilkinson  
 Office Director **Emerging Markets (EGAD/EM)**, Russell Anderson  
 Office Director **Agriculture and Food Security (EGAD/AFS)**, John Lewis  
 Office Director **Microenterprise Development (EGAD/MD)**, Kate McKee  
 Office Director **Business Development (EGAD/BD)**, Hank Merrill  
 Director **Credit and Investment Staff (EGAD/CIS)** John Wasielewski  
 Director **Program Support Staff (EGAD/PS)**, Jim Bonner

**Mailing Address:**  
 Bureau for Global Programs, Field Support and Research  
 G/EGAD, Room 2.10-084 RRB  
 U.S. Agency for International Development  
 Washington, DC 20523  
 Telephone (202) 712-0374, FAX (202) 216-3593

**Location:**  
 1300 Pennsylvania Ave., NW  
 G/EGAD, Room 2.10-084 RRB  
 U.S. Agency for International Development  
 Washington, DC

S))q

## THE OFFICE OF EMERGING MARKETS (G/EGAD/EM)

EGAD/EM has one Strategic Support Objective which focuses on supporting Missions and the Agency as a whole in achieving five outcomes, or Intermediate Results (IRs):

- P Increased **privatization** of economic assets and improvements in competitive market environments (IR 3.1)
- P Increasingly liquid, transparent, and rationalized **financial markets** (IR 3.2)
- P Increased economic stability and **structural reforms** (IR 3.3)
- P Increased application of **legal, institutional and regulatory reforms** for competitive markets (IR 3.4)
- P Increased **trade, investment**, and generally enhanced business environment (IR 3.5)

The Office manages one major "project", Support for Economic Growth and Institutional Reform (SEGIR), 936-4212. Technical assistance may be accessed through Mission or Bureau "buy-ins" to existing contractual arrangements and through new diversified rosters of competitively-awarded IQC contractors under SEGIR. Technical assistance may also be accessed by soliciting assistance through TDY and virtual-team participation from EM's USDH staff of private sector and economic policy designers and technical experts. Details and contact information are found below and on pages three through sixteen of this guide.

The Office includes senior USDH technical officers available to collaborate with Missions, Bureaus and other Offices and Centers in analyzing economic and institutional reform issues in developing countries, transition economies and emerging market environments. The USDH staff is available to carry out assessments, assist in drafting concept papers, activity designs, carry out policy reviews, conduct evaluations and other kinds of analysis as requested. The staff also provides information and analysis on cross-country experiences.

<u>Staff Name</u>	<u>Specialty</u>	<u>Phone Number</u>
Russell Anderson	Director	(202) 712-2150
Kenneth Lanza	Chief Private Sector Officer	(202) 712-0415
Frances Nickolou	Secretary	(202) 712-2506
Penny Farley	Privatization Component Manager	(202) 712-0361
Richard Howard	Legal and Institutional Reform Component Manager	(202) 712-5625
Rebecca Maestri	Financial Sector Component Manager	(202) 712-0405
Grant Morrill	General Business, Trade and Investment Manager	(202) 712-5557
Orest Koropecy	Macro and Sectoral Economic Policy Manager	(202) 712-5516
Beverly McDonald	Program Analyst	(202) 712-5087
Juan Buttari	Economist	(202) 712-1589
James Elliot	Economist	(202) 712-0403
Mark Gellerson	Economist	(202) 712-1625
Tom Miller	Economist	(202) 712-1812

### Mailing Address:

G/EGAD/EM  
Room 2.11-225 RRB  
U.S. Agency for International Development  
Washington, DC 20523

S))q

**PRIVATIZATION COMPONENT:**

**DESCRIPTION:** Seven consortia offer privatization-related services to USAID and host countries to design and implement privatization programs. Privatization, in the context of SEGIR, encompasses a set of related functions necessary for accomplishing the transfer of state assets to private ownership and/or management. These activities involve (a) building "enabling" policy and institutional structures necessary for privatizing state assets, both productive and services, (b) designing and implementing specific privatization transactions, and (c) establishing a competitive post-privatization corporate environment through restructuring and adoption of sound corporate governance.

The IQCs were signed in June 1997 and are available through June 2002. A summary of the status of active and completed delivery orders, as well as corporate qualifications/past reference statements, may be obtained from EGAD/EM, Penny Farley, and they are available at the USAID-EGAD INTRANET Homepage <http://www.usaid.gov/g/eg>.

**MEANS OF ACCESS:** The seven prime contractors can be accessed through a Delivery Order written with one (or more) of the consortia. There are three different possible approaches for selection based on a process of review and "fair" consideration of the corporate qualifications. If the activity is under \$2 million, the selection can be based on the review and consideration of the corporate qualifications of all seven consortia. Alternatively, selection may be used for activities under \$2 million which may call for more specialized expertise, for which additional qualification statements and information on key personnel must be sought from each contractor in response to a Scope or Work. In either of these cases, a selection memorandum is written and submitted to the Contracting Officer for the record. For delivery orders above \$2 million, a "mini-competition" based on technical criteria is required. The CO handles this competition by soliciting bids from all seven consortia. Selection is made by a technical panel.

1. **ABT ASSOCIATES Inc.** Contract #PCE-1-00-97-00003-00. Contact: Michele Laird; Phone (301) 215-5929; e-mail [michele\\_laird@abtassoc.com](mailto:michele_laird@abtassoc.com). Subcontractors: a) Baker & McKenzie, b) Taylor-DeJong, Inc., c) Bert Smith & Co., d) Coverdale, and e) Napolitan Associates.
2. **BARENTS GROUP INC.** Contract #PCE-1-00-97-00037-00. Contact: Dimitri Plionis; Phone (202) 467- 2422; e-mail [dplionis@barents.com](mailto:dplionis@barents.com). Subcontractors: a) Bracewell & Patterson, b) Parsons Power, c) HIID, d) Burson Maarsteller, e) Teleconsult, f) AED, and g) AMEX.
3. **BOOZ, ALLEN & HAMILTON** Contract #PCE-1-00-97-00013-00. Contact: Art Warman; Phone (703) CA902-5319; e-mail [warman\\_art@bah.com](mailto:warman_art@bah.com). Subcontractors: a) International Management and Communications Corporation (IMCC), b) Mendez England & Associates, c) Research Triangle Institute (RTI) and d) Soza & Company. Associates: a) Arnold & Porter, b) Employee Stock Ownership Plan Association (ESOP), c) Turnaround Management Association (TMA), d) Stewart Information International (SII), f) American Society of Assessors (ASA), and d) the International Center for Economic Growth (ICEG).
4. **CARANA Corporation** Contract #PCE-1-00-97-00014-00. Contact: Eduardo Tugendhat; phone (703) 243-1700; e-mail [eduardo.tugendhat@carana.com](mailto:eduardo.tugendhat@carana.com). Subcontractors: a) Hagler Bailly, b) Multinational Strategies Inc. (MSI), c) Coudert Brothers, d) East-West Management Institute (SOROS), f) BDO Seidman, and g) The PBN Company.
5. **CHEMONICS International, Inc.** Contract #PCE-1-00-97-00015-00. Contact: Susi Mudge; phone (202) 955-7475; e-mail [smudge@chemonics.com](mailto:smudge@chemonics.com). Subcontractors: a) Ernst & Young, b) Institute for

S))q

Public Private Partnerships (IP3), c ) K&M Engineering and Consulting Corporation, d) Ogilvy Adams & Rinehart, f) The Recovery Group, and g) ADB & Associates.

6. **DELOITTE TOUCHE TOHMATSU International** Contract #PCE-1-00-97-00016-00. Contact: Teresa Mastrangelo; phone (202) 879 5644; e-mail tmastraangelo@dtus.com. Subcontractors: a) Smith McCabe, b) ADB & Associates, c) American Bar Association (ABA), d) Brown University.

7. **INTERNATIONAL BUSINESS & TECHNICAL CONSULTANTS Inc. (IBTCI)** Contract #PCE-1-00-97-00017-00. Contact: Jay Kalotra; phone (703) 749-0100; email jkalotra@ibtci.com. Subcontractors: a) The Academy for Educational Development, b) Bozell Sawyer Miller Group, c) Deloitte-Touche Tohmatsu, d) The International Law Institute, and e) K&M Engineering and Consulting Corporation.

Component Manager: Penny Farley, G/EGAD/EM, Room 2.11-131 RRB, U.S. Agency for International Development, Washington, D.C. 20523; Phone (202) 712-0361; Fax (202) 216-3025.

**LEGAL AND INSTITUTIONAL REFORM:**

DESCRIPTION: The mechanisms for the Legal and Institutional Reform component of SEGIR includes five IQC prime awards, each with four to six subcontractors and other resource firms. Each firm will be allowed total buy-ins up to \$26 million over a three year period with two one year extensions allowed. The services provided under this component are broadly defined to include activities which support the development of institutions, regulations and legislation which encourage a sound policy environment and build institutional structures to promote and sustain private sector development. This component is designed to provide service in those subject areas where economic growth and governance issues merge. The following is an illustrative, but not exhaustive, list of subject areas: a) alternative dispute resolution for commercial transactions; b) methods and analyses of anti-corruption; c) decentralization (fiscal federalism); d) institutional development supporting economic institutions; e) land title and collateralization; f) administrative efficiencies and public administration; g) legal environment for contract disputes and h) prudential supervision and institutional reform. The IQCs were signed in August 1997. A summary of the status of active and completed delivery orders, as well as background summaries, corporate qualifications/past reference statements, may be obtained from EGAD/EM, Richard Howard, and they are available at the USAID-EGAD INTRANET Homepage <http://www.usaid.gov/g/eg> .

MEANS OF ACCESS: The five prime contractors can be reached through one of three approaches or tiers. Tier I and II allow delivery orders up to an amount of \$2 million. Tier I is used for missions who select one of the five contractors after reading all five background summaries: by reading all of the summaries the "fair competition" requirement is satisfied and only one contractor is contacted. A selection memo is written and provided to the CO who negotiates a delivery order to the selected contractor. Under Tier II all five contractors are requested to provide CV's and timing for technical assistance based on a SOW provided to them by the mission. The mission selects the best offering from among the submitting firms and the CO negotiates a delivery order with that firm. Finally, Tier III must be used for delivery orders above \$2 million, and for all mini-competitions based on technical criteria. The CO handles this competition by soliciting all five contractors for bids on a SOW and a technical panel selects the winning bid based on the selection criteria.

1. **ARD/Checchi Joint Venture**, 1915 Eye St. NW, 6 Floor, Wash., DC 20006. Contract #PCE-I-00-97-00038-00 [Multiplier = 2.0]. Contact: Joseph Grimes; phone (202) 223-2533; email jgrimes@ardinc.com; FAX (202) 223-2540. Subcontractors include: a) Management Systems International, b) Dean Dinwoodey Center, c) GWU Law School, d) New York City Bar, e) Multinational Strategies, Inc., f) The PBN Company, and g) the American Manufactures Export Group.

S))q

Resources include: a) The American Arbitration Association, b) The Fletcher School of Law and Diplomacy, c) The Southwestern Legal Foundation, d) The Association of American Law Schools, and e) Development Partnerships. ARD has expertise in institutional development, while Checchi has experience in the rule of law, administration of justice, and commercial, legal and regulatory reform.

2. **Chemonics International Inc.**, 1133 20th Street NW Suite 600, Wash, D.C. 20036; Contract #PCE-I-00-97-00039-00 [Multiplier = 2.15] Contact: Catherine Hall; phone (202) 955-3347; chall@chemonics.com ; FAX #(202) 955-7540. Subcontractors include: a) Institute for Public and Private Partnerships, Inc., b) International Development Law Institute, c) International Center for Economic Growth, d) Ernst & Young, e) IDR Associates. Resources include: a) University of Wisconsin-Madison Law School, b) George Mason University School of Law, c) National Center for State Courts, d) Chadbourne & Parke, LLP, e) Morgan, Lewis & Bockius, f) The Asia Foundation, g) International Center for Not-for-Profit Law. This consortium has extensive experience in building solid legal and institutional frameworks for transition economies, including drafting commercial codes, developing public-private partnerships for infrastructure regulation, creating alternative dispute resolution mechanisms, and overhauling intellectual property regimes and other legislation to permit freer trade and World Trade Organization accession.

3. **Financial Markets International, Inc. (FMI)**, 4800 Montgomery Lane, Bethesda, MD 20814 Contract #PCE-I-00-97-00040-00 [Multiplier=2.10]. Contact: Robert D. Bond; phone (301) 215-7840; fmi-inc@mindspring.com; FAX #(301) 215-7838. Subcontractor: Gardiner, Kanya International, Inc. FMI's work encompasses legal and regulatory infrastructure projects, exchange development services, private and public-sector market surveillance, institutional development, pension reform, employment restructuring, health-sector reform, and education and training initiatives. Comprised of Ph.D.'s, MBA's and JD's, FMI assists clients with the critical nexus of law and economics in capital markets.

4. **IRIS Center at University of Maryland**, 2105 Morrill Hall; College Park, MD 20742 Contract #PCE-I-00-97-00042-00 [Multiplier = 2.43]. Contact: Dr. Dennis Wood; phone (301) 405-3110; dennis@iris.econ.umd.edu; FAX (301) 405-3020. Subcontractors include: a) Development Alternatives, Inc. (D.A.I.), b) Georgetown University Law Center, c) Harvard Institute for International Development, d) International Law Institute, e) Louis Berger, Inc., f) Nathan Associates, g) University of Michigan Law School. The IRIS Center and the other members of its consortium have extensive experience in legal and institutional reform in over 130 countries for USAID, UNDP, the World Bank and private foundations. The IRIS program involves research, assistance in reform activities in developing and transition economies, and dissemination of ideas and lessons learned.

5. **Price Waterhouse LLC**, Contract #PCE-I-00-97-00057-00 [Multiplier = 2.3]. Contact: Richard Breen; phone (703) 741-1684. Subcontractors include: a) American Bar Association, b) Development Associates, Inc. (DA), c) Morgan, Lewis & Bockius LLP, d) Morrison & Foerster LLP, e) SRI International, f) Steptoe & Johnson LLP, g) The Urban Institute. Resource firms include: a) American Capital Strategies, b) International Management & Development Group, Ltd., c) J.E. Austin Associates, Inc., d) Rust International, Inc. Price Waterhouse LLC is joined by several firms with experience in the law, and in institutional development. These firms are some of America's largest and most important firms and together have offices or relationships in every part of the world

Component Manager: Richard Howard, G/EGAD/EM, Room 2.11-115 RRB,U.S. Agency for International Development, Washington, D.C. 20523; Phone (202) 712-5625; Fax (202) 216-3025.

S))q

## GENERAL BUSINESS, TRADE AND INVESTMENT (GBTI)

DESCRIPTION: The GBTI component is comprised of a) six indefinite quantity contracts (IQCs) and b) the Free Market Development Advisers Program.

(a) **General Business/Trade & Investment (GBTI) IQC** mechanism covers a wide range of activities in each of the following areas: (1) GENERAL BUSINESS DEVELOPMENT (strategies, activity design, institutional development, partnering, donor coordination, electronic technology applications, business environment analysis, legal and regulatory environment, credit, equity capital, financial intermediation, transfer of state-owned assets to the private sector), (2) TRADE (trade policy analysis, trade laws/regulatory reform, tariffs and non-tariff trade barriers, trade competitiveness, trade complementarities, investment climate surveys, trade and investment promotion strategy, forward and backward trade linkages, trade and investment institutional development, World Trade Organization (WTO) accession/compliance, trade agreements, regional and global economic integration, preferential trade programs, firm-level assistance to enhance trade, customs procedure and documentation reform, electronic trade, trade finance and insurance, and tourism), and (3) INVESTMENT (investment policy, investment codes, investment tax regimes, foreign direct investment, investment in privatization, programs, investment linkages/targeting, institutional development, transfer of technologies and management skills). A summary of the status of active and completed delivery orders, as well as corporate qualifications/past reference statements, may be obtained from EGAD/EM, Penny Farley, and they are available at the USAID-EGAD INTRANET Homepage <http://www.usaid.gov/g/eg>.

MEANS OF ACCESS: The six prime contractors can be accessed through a Delivery Order written with one (or more) of the consortia. There are three different possible approaches for selection based on a process of review and "fair" consideration of the corporate qualifications. If the activity is under \$2 million, the selection can be based on the review and consideration of the corporate qualifications of all six consortia. Alternatively, selection may be used for activities under \$2 million which may call for more specialized expertise, for which additional qualification statements and information on key personnel must be sought from each contractor in response to a Scope or Work. In either of these cases, a selection memorandum is written and submitted to the Contracting Officer for the record. For delivery orders above \$2 million, a "mini-competition" based on technical criteria is required. The CO handles this competition by soliciting bids from all six consortia. Selection is made by a technical panel. The six prime contractors accessible under GBTI, along with their sub-contractors include:

1. BARENTS GROUP, LLP, Contract No. PCE-I-00-98-00012-00; Project Manager: John Rogers  
Phone: (202) 467-3826 Fax: (202) 887-5528 E-mail: [jrogers@barents.com](mailto:jrogers@barents.com) Subcontractors:  
ACDI/VOCA, AMEX International, Inc., Arthur D. Little, Inc., Bracewell & Patterson, LLP, ICF Kaiser International, Inc., International Technology Investment, LTD (ITI), IRIS Center at the University of Maryland, OTC, Inc., Overseas Strategic Consulting Ltd, Titus Austin, Inc., Team Technology, Weideman Associates, Inc. Resource Institutions: Babson School of Executive Education, Innovative Ventures, Inc., Maxwell Stamp, Inc., Midwest, Universities Consortium for International Activities, Inc. (MUCIA), Southwestern Pennsylvania Industrial Resource Center.

2. BOOZ ALLEN & HAMILTON, Contract No. PCE-I-00-98-00013-00; Project Manager: Mark Belcher; Phone: (703) 917-2385; Fax: (703) 902-3021; E-mail: [belcher\\_mark@bah.com](mailto:belcher_mark@bah.com). Subcontractors: Cargill Technical Services (CTS), Development Associates, Inc., IMCC, Institute for Public-Private Partnerships (IP3), Labat Anderson Incorporated, Louis Berger International, Inc., Mendez England & Associates. Access Groups: Arent Fox Kinter Plotkin & Kahn, PLLC, Chamber of Commerce of the United States of America, DAH Consulting, Inc., Dewey Ballantine, LLP, EDIN Training and Consulting,

S))q

Institute of International Commercial Law, Pace University School of Law, National Association of State Development Agencies, Small Enterprise Assistance Funds, The Management Edge, Inc.

3. CARANA CORPORATION, Contract No. PCE-I-00-98-00014-00; Project Manager: Byron Battle; Phone: (703) 243-1700; Fax: (703) 243-0471; E-mail: bbattle@carana.com. Subcontractors: Abt Associates, ADB & Associates, Ltd, East-West Management Institute, Multinational Strategies, Inc., Price Waterhouse, LLP, PADCO, Inc., Sibley International Corporation.

4. CHEMONICS INTERNATIONAL, INC., Contract No. PCE-I-00-98-00015-00; Project Manager: Peter Bittner; Phone: (202) 955-3361; Fax: (202) 955-7540; E-mail: pbittner@chemonics.com. Subcontractors: Arthur Anderson, LLP, Crimson Capital Corporation, Innovation Associates, IGI International, Inc., International Business Initiatives, International Law Institute, Intradocs Consulting Group, Kenan Institute of Private Enterprise, Prime International, Inc., Sigma One Corporation, Smith, Bucklin & Associates, Taylor-Dejongh, Inc. Access Groups: Development Programs Ltd., DevTech Systems, Inc., Dewey Ballantine LLP, IEC Strategies, Innovation Associates, International Council of Management Consulting Institutes, Opportunities Industrialization Centers International (OICI), Oracle Corporation, Oregon Small Business Development Center Network, Inter-American Group.

5. NATHAN ASSOCIATES INC. and MANAGEMENT SYSTEMS INTERNATIONAL, INC. (Joint Venture), Contract No. PCE-I-00-98-00016-00; Project Manager: Michael Unger; Phone: (703) 5116-7700; Fax: (703) 351-6162; Email: munger@NathanAssoc.com. Subcontractors: AG International Consulting Corporation, Associates for International Resources and Development, Checchi and Company Consulting, Inc., Deloitte Touche Tohmatsu International, First Washington Associates, Ltd., J.E. Austin Associates, Inc., Pangaea Partners, The Recovery Group. Resource Organizations: American Association of Executives, Center for Economic Policy Research, Stanford University, Hogan & Hartson, LLP, Monitor Company, Strategic Environmental Associates.

6. PRICEWATERHOUSECOOPERS, Contract No. PCE-I-00-98-00014-00; Project Manager: Sydney Lewis; Phone: (703) 633-4278; Fax: (703) 633-6202; E-mail: sydney.a.lewis@us.pwcglobal.com. Subcontractors: A.P. Gross and Company, AgLand, Center for International Private Enterprise (CIPE), Development Alternatives (DAI), Foundation for Enterprise Development (FED), MetaMetrics, SRI International, The Services Group (TSG), Development Informatics, International Development Professionals.

Each of the six SEGIR/GBTI IQCs has a five-year term of performance, has a maximum ordering limitation of \$85 million with an option to increase this ceiling by 25% which can be exercised by the cognizant USAID/W Contracting Officer. There are no duration or dollar value limitations for task orders except for being maintained within the above contract terms, however, it is desired that task orders be performance/results based and the dollar value and term would reflect that which can be reasonably scoped in such fashion.

**(b) Free Market Development Advisers Program (FMFDAP).**

DESCRIPTION: FMDAP places second year U.S. Master of Business Administration (MBA) students in host-country businesses for 10 months to provide general management technical assistance. The Advisers are given a pre-departure briefing in Washington, D.C. which covers country-specific, U.S. foreign policy, and business development topics. While in-country, the Advisers work in mid-level management positions, keep contact with their U.S. university mentors (usually heads of International Management departments), and write case studies on issues of the Advisers' choosing on the challenges of conducting business in a developing country. The case studies are published, together with a

S))q

compendium of "lessons learned" which can be utilized by U.S. and host-country universities. Finally, the Advisers participate in a post-assignment debriefing in Washington, D.C., with USAID/W officials to discuss U.S. business opportunities, country-specific policy issues and the incorporation of "lessons learned" into the Advisers' U.S. educational institutions.

MEANS OF ACCESS: The FMDAP is implemented through a Cooperative Agreement with the Institute of International Education (IIE). CA #: PCE-0022-A-00-2014-00. Contact Leslie B. Anderson, FMDAP Manager, Institute of International Education, 1400 K Street, N.W., Washington, D.C. 20005-2403; Phone (202) 898-0600; Fax: (202) 962-8834. Mission funding provided through transfers to EGAD/EM for the FMDAP CA or through incremental funding via a MAARD.

Component Manager: Grant Morrill, G/EGAD/EM, Room 2.11-120 RRB, U.S. Agency for International Development, Washington, DC 20523; Phone (202) 712-5557; Fax (202) 216-3025.

**COMPONENT 4: FINANCIAL SECTOR**

DESCRIPTION: The financial sector component consists of multiple IQCs and a U.S. Securities and Exchange Commission interagency agreement. A full and open competition is in process to award approximately six 5-year IQCs under SEGIR's financial sector component. The IQCs are intended to provide long- and short-term technical assistance and training in the broad arena of the financial sector, ranging from microfinance to derivative products. Other areas of TA include, but are not limited to: capital market development, central and commercial bank reform, policy advice, training, conferencing, municipal finance, pension reform, etc. Awards will be announced on or before December, 1998.

(a) **Contractor Services available through IQC Mechanisms**. (to be awarded December '98) LOP FUNDING: \$300 million (**anticipated**)

MEANS OF ACCESS: Similar to other SEGIR IQCs.

**(b) U.S. Securities and Exchange Commission InterAgency Agreement:**

DESCRIPTION: The agreement teams the SEC with USAID to provide long- and short-term technical assistance to develop securities markets and regulatory functions in host country stock exchanges and their regulatory agencies on a cost reimbursable basis. Contact Beth Arvan, U.S. Securities and Exchange Commission, 450 5th Street, NW, Washington, D.C. 20549; Phone (202) 942-2763; Fax: (202) 942-9524; E-Mail: arvanb@sec.gov

MEANS OF ACCESS: Transfer to EGAD/EM for Inter-Agency Agreement.  
Component Manager: Rebecca Maestri, G/EGAD/EM, Room 2.11-133 RRB, U.S. Agency for International Development, Washington, D.C. 20523; Phone (202) 712-0405; Fax (202) 216-3025.

**COMPONENT 5: MACRO AND SECTORAL ECONOMIC POLICY**

DESCRIPTION; This component supports several broad policy themes: economic growth strategies and poverty reduction; sources of growth, policy reform and poverty alleviation; financial reform and economic growth; growth and the social sector; reform of the state.

(a) **4-6 IQC Prime Awards and Subs** (to be awarded Fall 1999)

S))q

**(b) Consulting Assistance on Economic Reform (CAER) II.**

DESCRIPTION: The CAER procurement mechanism seeks to introduce and maintain appropriate economic policies by:

- ! increasing USAID mission capabilities to design economic policy reform programs;
- ! increasing the capabilities of host governments to manage economic policy reform agendas; and, ! improving the quality of the dialogue between USAID missions and host governments on economic policy reform issues.

Services include short-, medium- and long-term advisory assistance, including long-term in-country advisors; and short- and medium-term training, including on-the-job training, workshops, courses, and observation tours. Technical areas of assistance include: macroeconomics and microeconomics, fiscal and monetary policy, international trade and investment, public finance, local government finance, financial markets and services, capital markets, micro and small enterprise development policy, labor markets and income distribution policy, women in development policy, institutional economics, political economy of policy reform, environmental policy, agricultural economics, pricing policy, and regulatory policy. Delivery orders may range from \$25,000 to \$2,500,000.

MEANS OF ACCESS: Companion Core (C) and Requirement (Q) Contracts: PCE-C-00-95-00015 and PCE-Q-00-95-00016. The Q-Contract is intended for Missions and USAID/W Bureaus. Contact Dr. Charles Mann, Harvard Institute for International Development, Phone (617) 495-0798; Fax: (617) 496-8040, Email: cmann@hiid.harvard.edu. Sub-Contractors: a) Associates for International Resources and Development, b) International Management and Communications Corporation, c) Development Alternatives, Inc., d) Research Triangle Institute. Buy-in permitted until termination of agreement on 8/24/00. Buy-in cap of \$25 million.

**(c) Macro and International Economic Analysis.** IQC CONTRACT #: AEP-I-00-96-90026 (Barents Group); AEP-I-00-96-90027 (ISTI Inc.); and AEP-I-00-96-90028 (Nathan Associates)

DESCRIPTION: Delivery orders will involve the following areas: 1) Macroeconomics: monetary policy including banking, credit and interest rates; fiscal policy; national income accounts; national budgets; expenditure patterns and trends; investment planning; and budgeting; 2) Balance of payments: mechanisms of adjustment, exchange rates, financial flows, foreign reserves, international debt, and debt service payments; 3) International trade, investment and debt: merchandise and service exports and imports; foreign investment activities and policies; commercial policies; debt structure, policy and performance; nominal and effective rates of protection; 4) International economy and LDCs: international trade trends and patterns, international monetary system, integration and trade agreements (including GATT issues); 5) Multi-sector and sector policies, including sector policies in an economy-wide context; 6) Financial markets: the banking system, equity and futures institutions; financial markets and systems; non-bank financial and credit institutions; 7) Public sector-private sector roles: pricing and subsidy policies; regulations; public and quasi-public institutions; de-nationalization and privatization; measures to increase competition and the scope of market forces; and 8) The interaction between specific activities of multilateral institutions, other bilateral donors, and A.I.D. programs in host countries.

MEANS OF ACCESS: Delivery orders permitted until IQC termination data of 12/99. Buy-in cap per contract is \$3 million.

Component Manager: Orest Koropecky, G/EGAD/EM, Room 2.11-113 RRB, U.S. Agency for International Development, Washington, D.C. 20523, Phone (202) 712-5516, Fax (202) 216-3025.

S))q

**THE AGRICULTURE & FOOD SECURITY OFFICE (G/EGAD/AFS)**

The Office of Agriculture and Food Security provides analytical, technical, and program assistance for global, regional and country-based agricultural programs. The office's efforts assist in meeting the ever-changing and -increasing world food, feed, fiber and fuel needs of LDCs, promoting greater efficiency and productivity in resource use, while maintaining environmental integrity. The Agency food security goal seeks to increase broad-based food security and the sustainable productivity of agricultural and natural resources.

Agricultural development is a keystone for general economic development and the conservation of natural resources. By increasing food production and improving marketing efficiency, food supplies are increased and food prices are reduced. The result is increased incomes for producers and increased purchasing power for consumers. Moreover, the process stimulates general economic development which, in turn, expands the demand for agricultural products. Improved food availability and increased incomes are also key factors in alleviating food insecurity. Improved and sustainable agricultural practices can also contribute significantly to the improved conservation of natural resources; they are complementary, rather than competitive, activities.

Agricultural development is brought about by many factors but two of the most important are improved technologies and policies, both of which are within the Office of Agriculture and Food Security's (AFS) manageable interest. These technologies and policies are largely derived from, or based on, research to find new and better ways of addressing constraints. Therefore, AFS places major emphasis on supporting a wide range of applied research activities in, and for, developing countries. Adoption requires that research must be followed by development or outreach activities. And, both public and private sectors need to be involved in all phases.

AFS seeks to multiply the financial and human resources at its disposal by working closely with other USAID offices, bureaus and missions, as well as a number of outside groups. For instance, it collaborates with: more than 40 other donors in sponsoring the Consultative Group on International Agricultural Research (CGIAR), which supports 16 international research centers; dozens of U.S. colleges and universities and developing nation institutions through its Collaborative Research Support Program (CRSP); and additional institutions and the private sector through other mechanisms.

AFS is organized in three Divisions: (1) Food Policy; (2) Sustainable Technology; and (3) Agriculture Enterprise and Market Development.

<u>Staff Name</u>	<u>Specialty</u>	<u>Phone Number</u>
John Lewis	Director	(202) 712-5118
Bess Willis	Director's Secretary	(202) 712-5194
Tracy Atwood	Deputy Director	(202) 663-2536
Ernestine Mitchell	Program Operations Assistant	(202) 712-5197
Kimberly Burgess	Administrative Assistant	(202) 712-1965
Rachida Roberts	Admin. Assistant	(202) 712-1387
<u>Food Policy Division</u>		
Richard Fraenkel	Div. Chief	(202) 712-0129
Ralph Cummings	Senior Economist	(202) 712-5567
Pam Stanbury	Land Tenure Specialist	(202) 712-1716
Joyce Turk	Animal Specialist	(202) 712-1424

S))q

Christine Bergmark	Science Advisor	(202) 712-5065
Charles Sloger	Soil Agronomist	(202) 712-1902
Ans Burgett	Ag. Dev. Officer	(202) 712-1385
George Like	Ag. Dev. Officer	(202) 712-1436
Deborah Rubin	BASIS Technical Coordinator	(202) 712-1307

Sustainable Technology Division

Harvey Hortik	Div. Chief	(202) 712-1412
Robert Bertram	Biodiversity Specialist	(202) 712-5064
Mildred Blakeney	Program Analyst	(202) 712-5068
Dana Dalrymple	Research Advisor	(202) 712-5596
Terry Hardt	Ag. Dev. Officer	(202) 712-0434
Robert Hedlund	Entomologist	(202) 712-0484
Carole Levin	Management Advisor	(202) 712-1906
Harry Rea	Aquaculture Specialist	(202) 712-0359
John Swanson	Senior Agronomist	(202) 712-5602

Agriculture Enterprise and Market Development Division

Dawn Thomas	Division Chief	(202) 712-5108
Josette Lewis	Biotechnology Specialist	(202) 712-5592
Lori Johnson	Project Coordinator	(202) 712-0462
Jonathan Olsson	Food Info. Coordinator	(202) 712-5488
Donnie Harrington	Ag. Dev. Officer	(202) 712-1385
Chris Brown	Agribusiness Economist	(202) 712-1915
Christian Foster	Economist/NIS	(202) 712-5073

Mailing Address:  
G/EGAD/AFS  
Room 211-040 RRB  
U.S. Agency for International Development  
Washington, DC 20523  
Fax (202) 216-3010

S))q

**FOOD POLICY DIVISION**

**Broadening Access and Strengthening Input Market Systems (BASIS), 936-4213**

DESCRIPTION: The BASIS program consolidates and builds upon three completed USAID Cooperative Agreements (The SARSA Project, ACCESS II, and FIRM). The two main complementary components are: (1) a collaborative research support program (CRSP) for research on factor markets, led by a U.S. Title XII institution; and (2) a Task Ordering Contract (TOC) for technical assistance to meet USAID Mission and host country needs. The TOC was awarded to Associates in Rural Development and Development Alternatives, Inc. in May, 1998.

The CRSP was competitively awarded in September 1996, to a consortium led by the Land Tenure Center (U Wisconsin-Madison). Research will be carried out in five regions: Eastern and Southern Africa, Central and Southeast Asia, and Central America.

During the first two years of the project, exploratory trips and/or regional research planning workshops have been conducted in each of the five BASIS regions. Research is now underway in four regions: East and Southern Africa, Central America, and Central Asia. In addition, a Global Research Agenda has been identified, and a mini-competitive grants program has been initiated. Several grants have been awarded to pursue work on factor market integration.

The BASIS CRSP has a homepage ([www.wisc.edu/ltc/basis.html](http://www.wisc.edu/ltc/basis.html)) on the World Wide Web which provides links to full-text versions of regional reconnaissance mission and planning reports as well as its newsletter and other activity documents.

MEANS OF ACCESS: BASIS CRSP (Grant #: LAG-4123-A-00-6016-00. End date: 9/25/2001) can be accessed through the Cooperative Agreement through MAARD and OYB transfers. Contact for the CRSP: Dr. Michael Roth or Ms. Danielle Hartmann, The Land Tenure Center, 1357 University Avenue, Madison, WI. Telephone (608)262- 5528; FAX (608) 262-2141; EMAIL [basis-me@facstaff.wisc.edu](mailto:basis-me@facstaff.wisc.edu) To access the IQC, interested missions or bureaus can submit scopes of work to the G/EGAD/AFS CTO. After approval, the mission or bureau CO notifies the two contractors and requests proposals. Contact for the IQCs: Dr. Bob Walter, Development Alternatives, Inc. [[bob\\_walter@dai.com](mailto:bob_walter@dai.com)] and Dr. Henri Josserand, Associates for Rural Development [[hjosserand@ardinc.com](mailto:hjosserand@ardinc.com)].

USAID Contact: Deborah Rubin, G/EGAD/AFS/FP, Room 2.11-101 RRB, Washington, D.C 20523-2110. Phone (202) 712-1307. Fax: (202) 216-3010.

**Agricultural Policy Analysis Project III (APAP III), 936-4201**

DESCRIPTION: The Agricultural Policy Analysis Project phase III (APAP III) seeks to increase knowledge and understanding of policy alternatives and impacts on the agricultural sector, natural resource base, and special interest groups. The goal of APAP III is to create in host countries an economic environment with efficient agricultural market systems, sustained economic growth of the agricultural sector, and increased employment opportunities. APAP III facilitates missions' assistance to host-country decision makers in identifying policy issues and resolving problems concerning agricultural policy. Priority policy issues include strengthening market organization and functions, equity issues of policy impacts on incomes and living standards of rural and urban poor, and agricultural/environmental sustainability.

S))q

The four components of APAP III are: 1) technical assistance for policy analysis; 2) comparative policy analysis and synthesis research; 3) training, guidelines and methodology development; and 4) information dissemination and networking. Services include: performing policy inventories; sector assessments or program reviews; development of policy strategies or reform programs; policy verification and analysis; policy analysis of alternatives and impacts; development of program indicators; review of lessons learned across countries or major findings on cross cutting issues of growth and performance; training, guidelines and methodology development; and information dissemination and networking.

MEANS OF ACCESS: Missions can access the services of this project through a buy-in with Abt Associates, Inc, contract # LAG-4201-C-3052-00 through the end of December, 1998. Contact: Dr. Timothy Mooney, Abt Associates, Inc., Hampden Squares, Suite 600, 4800 Montgomery Lane, Bethesda, MD 20814-5341, Phone (301) 913-0678. Fax: (301) 652-3839. Internet:timothy\_mooney@abtassoc.com

USAID Contact: George Like, G/EGAD/AFS/FP, Room 2.11-072 RRB, Washington, DC 20521-2110. Phone (202) 712-1436. Fax: (202) 216-3010. Internet:glike@usaid.gov

**Dairy Directive, 936-5457**

DESCRIPTION: Grant proposals are reviewed by a Technical Review Committee consisting of six Agency technical livestock and agribusiness specialists representing the LAC, AFR, ENI, BHR and G Bureaus. Criteria include: demonstrated impact, integration with AID Mission strategic and policy objectives, demonstrated experience of proposers in international dairy development, leveraged funding, and reflection of dairy directive purpose.

Total annual funding for grants varies between \$2 and \$3.5 million per year. In FY 1996, the following grants were made under this new process:

- ! West Bank (Land O'Lakes and American Near East Refugee Aid) -- \$1.7 million
- ! Bulgaria (Land O'Lakes) -- \$1.0 million
- ! Kenya (American Breeders Service Global, Heifer Project International, and Technoserve) -- \$0.8 million

In Kenya, the project has targeted producers and entrepreneurs. Almost three thousand farmers were trained, as well as agribusiness representatives. As part of the program, fifty three farm visits were also conducted to monitor and ensure progress in improved dairy production. In Bulgaria, Land O'Lakes sponsored the first-ever National Dairy Policy Forum at which participants voluntarily organized six working groups to address important issues facing the country's dairy industry. These working groups have become the operational support network in the industry for policy reform, introduction of product standards and regulations, market information, domestic and export market promotion, and continued technical support to producers, cooperatives and processors. The project has also created associations for dairy processors, producers, and a Dairy Union all of which serve to ensure that delivery services continue to support the growth of Bulgaria's dairy system.

MEANS OF ACCESS: USAID Missions can access services through a direct agreement with Land O'Lakes or one the above mentioned recipient entities. Grant #: Various. Contact: Rolf Campbell, Land O'Lakes, P.O. Box 116, Minneapolis, MN 55440-0116, Phone (612) 481-2585, Fax (612) 481-2556. Jim Dawson, Agricultural Business Systems, 5209 Fairway Drive, Madison, WI 53711, Phone (608) 271-7847; Fax (608) 271-0234.

S))q

USAID Contact: Joyce Turk, G/EGAD/AFS, Room 2.11-082 RRB, Washington, DC 20523, Phone (202) 712-1424; Fax: (202) 216-3010

S))Q

**Food Security II, 936-5439**

DESCRIPTION: This Agency-wide follow-on to the highly successful Food Security in Africa project builds on a foundation of research, networking, training and policy dialogue. Project activities have been linked to important policy changes in several African nations and the demand for project services has been exceptionally high. Project experience and capacity is also being applied more broadly to help address urgent food security problems in certain parts of Africa. The project will: (1) expand and improve the knowledge base on policy-relevant food security issues; (2) ensure timely and effective communication of project-generated findings to decision makers; (3) develop and apply monitoring procedures to assess the people-level impact of food security strategies and project activities; and (4) strengthen local capacities for food security policy research, analysis, and monitoring.

Issues successfully addressed in country-level research have included: the targeting and management/monetization of food aid, particularly in Mozambique and Eritera; the design of improved agricultural information systems, particularly in Mali and Mozambique; and the improvement of sectoral policies to mitigate impacts on household food security of agricultural incentives, particularly with rice imports and cereals marketing in Mali, maize processing and marketing in Kenya, Zimbabwe, and Mali, and inputs provision in Senegal. Cross-country analyses have examined: strategies for mitigating food sector instability, with particular emphasis on improved uses of food aid in Mozambique and strategic cereals stocks in Mali; factors affecting trends in real food and cash crop prices in Mozambique, Zimbabwe, Ghana, and most of the Sahelian countries; and factors affecting farmer incentives to invest in soil conservation and input use packages, particularly in Burkina Faso, Mali, and Senegal. Evaluators concluded the results of the first cooperative agreement to be "outstanding." Most respondents praised the good communication prevailing in their relationships with MSU. They recognized MSU's strategy of fostering a team approach for all research. The open communications approach has helped significantly to improve working relationships among National Agricultural Research System (NARS) social and technical scientists.

MEANS OF ACCESS: USAID missions can access services through a MAARD for an add-on or a stand-alone cooperative agreement with Michigan State University. Or a transfer to the EGAD Food Security II project, 936-5439, core grant # PCE-A-00-97-00044-00 which ends September, 2001. Contact: Dr. Michael T. Weber, Michigan State University, Dept. of Agricultural Economics, East Lansing, MI 48824-1039, Phone (517) 353-8639; Fax (517) 336-1800.

USAID Contact: Dr. Ralph W. Cummings, Jr., G/EGAD/AFS/FP, Room 2.11-071 RRB, Washington, DC 20523-0214, Phone (202) 712-5567; Fax: (202) 216-3010

**Global Livestock CRSP, 931-1328**

DESCRIPTION: The Global Livestock CRSP is a multidisciplinary program that researches the biological, socioeconomic, and policy areas of the livestock sector in three regions: East Africa, Latin America, and the Central Asian Republics. The University of California-Davis is the grantee and subgrants to Utah State University, the University of Wisconsin, Colorado State University, Texas A&M University, the University of California-Davis and the University of California-Los Angeles. Linkages have been established with more than one national agency within each country, and between U.S. and LDC institutions. Research focusses on: GIS modeling tools to predict regional trends in rangeland production (CAR); early warning systems for monitoring nutrition and livestock health (East Africa); improving pastoral risk management (East Africa); integrated modeling systems for balancing ecosystem integrity (East Africa); the role of animal source foods in childhood cognitive development (East Africa); and livestock-natural resource interfaces (Latin America).

S))q

This is the transition stage of the Global Livestock CRSP that began with re-engineering.

Accomplishments include:

! Established formal links with institutions in Kazakhstan, Uzbekistan, and Turkmenistan that involved in rangeland and livestock research through site visits, installation of a computer system throughout the project sites, and identified centers in each country where the GIS work for each republic can be carried out.

! Continued research on a model of rangeland productivity based on carbon dioxide flux measurements.

! Commenced pilot rangeland-livestock GIS for Kazakhstan.

! Conducted rapid assessment of children's nutritional status and designed feasibility study of school-based nutrition interventions.

! Developed network of cooperators and partners to implement a full scale early warning livestock and food security program for East Africa.

MEANS OF ACCESS: Services may be accessed through either a grant, cooperative agreement or contract with the University of California, Davis or through a transfer to the EGAD Global Livestock CRSP, 931-1328, core grant # DAN-1328-G-SS-4093-00, ending 9/30/2003. Contact: Dr. Montague Demment, SR CRSP Office, University of California, Davis, Davis, CA 95616. Phone (916) 752-1721; Fax: (916) 752-7523.

USAID Contact: Dr. Joyce Turk, G/EGAD/AFS/FP, 2.11-082 RRB, Washington, DC 20523-2110, Phone (202) 712-1424; Fax (202) 216-3010.

**Sustainable Agricultural Systems CRSP, 936-4198**

DESCRIPTION: The project enhances the ability of developing countries to improve the welfare of their growing populations by sustaining both agricultural production and environmental quality. The project has three components: (1) a Collaborative Research Support Program (CRSP) to support innovative, integrated systems-based research to maintain the environment and promote a greater understanding and integration of agricultural production systems with the socio-economic-political environment; (2) Research Support Grants to access and incorporate research results on aspects of sustainability currently under investigation but external to the CRSP; and (3) an Information Management System to support knowledge and network building activities. The research activities are being implemented by a consortium of eight U.S. universities, the U.S. Department of Agriculture, the U.S. Geological Service, five members of the International Agricultural Research Centers network, three international PVOs, 15 cooperating country research/extension institutions and over a dozen local PVO/NGO organizations.

Using the participatory research, interdisciplinary teams, inter-institutional collaboration, and emphasis on landscape scale interactions, the SANREM CRSP has developed an interactive process for outlining and implementing a sustainable agriculture research agenda in four locations globally (the Philippines, Burkina Faso, Ecuador, and Cape Verde) and has been initiated in Morocco. Over 600 researchers and professionals have increased their research skills through training and workshops on a variety of issues, including indicators of sustainability, participatory methodologies, GIS, gender analysis, statistics, and proposal writing. Two community based organizations have been formed to provide data which informs the community and influences local policy. Participatory and collaborative approaches have been adopted

S))q

at host country partner institutions. National research institutions are adopting interdisciplinary, intersectoral and participatory approaches and integrating them in their strategic plans in the Philippines, Burkina Faso, and Cape Verde. Local governments in the Philippines, Ecuador, and Burkina Faso are seeking and using research outputs to inform and guide decisions on water quality and environmental issues.

**MEANS OF ACCESS:** Services may be accessed through either a grant, cooperative agreement or contract with the University of Georgia or through a transfer to the EGAD Sustainable Agricultural Systems CPSP, 936-4198, core grant # LAG 4198-A-002017-00. Contact: Dr. Robert Hart, the University of Georgia, SANREM CRSP, 1422 Experiment Station Road, Watkinsville, GA 30677, Phone (706) 769-3792; Fax (706) 769-1471.

USAID Contact: Dr. Christine Bergmark, G/EGAD/AFS, Room 2.11-083 RRB, Washington, DC 20523-2110, (202) 712-5065; Fax: (202) 216-3010.

**Soil Management CRSP, 931-1311**

**DESCRIPTION:** The Soil Management (SM) CRSP develops, evaluates, and promotes the transfer of soil-management and integrated nutrient management technologies that increase agricultural productivity, enhance food security, and serve the economic and environmental interests of developing countries and the U.S. The CRSP develops products necessary to overcome the principal soil-management constraints to agricultural productivity and environmental stability, and disseminates those products in areas where a lack of information or a failure to adopt improved technologies limits agricultural performance. The SM CRSP develops globally-applicable knowledge products, called decision aids, and technologies. Some products that the CRSP has developed are decision support systems for integrated nutrient management and a soil erosion-soil fertility-economic-soil science pesticide impacts model. It is developing improved socioeconomic information and economic valuation techniques for design and implementation of policies aimed at balancing a nation's subsistence food production versus environmental protection of steplands. It will increase use of inexpensive bionitrogen fertilizer by improving legume inoculant formulations, quality control methods for agribusinesses. The CRSP will diagnose, assess and carry out strategic research and outreach to increase production and sustainability of rice/wheat cropping system in South Asia. Research will be undertaken to evaluate and test different methods of improving African women farmers' access to chemical and organic fertilizers.

The CRSP is collaborating with institutions and people in the following countries: Mali, Senegal, Malawi, Cape Verde, Gambia, Uganda, South Africa, Kenya, Ecuador, Peru, Honduras, Nicaragua, Haiti, India, Bangladesh, Nepal, and Philippines. Beneficiaries are national researchers/institutions; government policy makers, agribusiness, PVOs and NGOs and local farmers.

**MEANS OF ACCESS:** Services for the research and outreach may be accessed through either the grant, contract with the Management Entity (University of Hawaii, grant # LAG-G-00-97-00002-00 or directly with the participating institutions: Cornell University, North Carolina State University, Montana State University, Texas A&M University, University of Florida. Contact: Dr. Goro Uehara, University of Hawaii at Manoa, 2500 Dole Street, Krauss 22, Honolulu, Hawaii 96822, Phone (808) 956-6593; Fax: (808) 956-3421, E-mail: goro@hawaii.edu.

USAID Contact: Dr. Charles Sloger, G/EGAD/AFS, Room 2.11-094 RRB, Washington, DC 20523-2110, Phone (202) 712-1902; Fax: (202) 216-3010, E-mail: csloger@usaid.gov

S))q

## SUSTAINABLE TECHNOLOGIES DIVISION

### Bean/Cowpea CRSP, 931-1310

DESCRIPTION: The Bean/Cowpea CRSP is conducting research on the major constraints to bean and cowpea production and utilization. These include: (1) disease and insects; (2) growth and development stresses; (3) sustainable agriculture; (4) socio-cultural factors; (5) storage, food preparation and nutrition; and (6) farming systems. Short-term and degree training programs, workshops and seminars are also components of this CRSP. The role of women as producers, processors and consumers as well as in research and training is also the focus of the project.

Major accomplishments include: (1) dramatic increases in cowpea production in Senegal, (2) germplasm collection and evaluation for major bean and cowpea strains, (3) new varieties with increased yield and multiple disease resistance and insect resistance, (4) low-cost seed storage technologies, (5) collection of parasites to be used in biological control of insect pests, (6) new bean varieties with improved nitrogen fixation capacity, (7) non-race specific rust resistance, and (8) new varieties with improved nutritional value and reduced firewood/fuel requirements.

U.S. participating institutions include: Michigan State University, Purdue University, University of Georgia, University of Wisconsin, University of California-Riverside, University of California-Davis, University of Idaho, University of Minnesota, University of Nebraska-Lincoln, University of Puerto Rico, Washington State University, Clemson University and Auburn University.

MEANS OF ACCESS: USAID missions can access specialized services through a grant, cooperative agreement or contract with Michigan State University or through a transfer to the Bean/Cowpea CRSP. Contact: Dr. Pat Barnes-McConnell, 200 Center for International Programs, Michigan State University, East Lansing, MI 48824-1035, Phone (517)-355-4693; Fax: (517) 432-1073.

USAID Contact: Dr. Harvey Hortik, G/EGAD/AFS, Room 2.11-006 RRB, Washington, DC 20523-0214, Phone (202) 712-1412; Fax: (202) 216-3010.

### Consultative Group on International Agricultural Research (CGIAR), 936-4111.88

DESCRIPTION: The CGIAR Project provides core budget contributions to 16 IARCs which are sponsored by the Consultative Group on International Agricultural Research (CGIAR). The 16 IARCs are:

- International Center for Tropical Agriculture (CIAT)
- Center for International Forestry Research (CIFOR)
- International Maize and Wheat Improvement Center (CIMMYT)
- International Potato Center (CIP)
- International Plant Genetic Resources Institute (IPGRI)
- International Center for Agricultural Research in the Dry Areas (ICARDA)
- International Center for Living Aquatic Resource Management (ICLARM)
- International Center for Research on Agroforestry (ICRAF)
- International Crops Research Institute for the Semi-Arid Tropics (ICRISAT)
- International Food Policy Research Institute (IFPRI)
- International Irrigation Management Institute (IIMI)
- International Institute of Tropical Agriculture (IITA)
- International Livestock Research Institute (ILRI)

S))q

- International Rice Research Institute (IRRI)
- International Service for National Agricultural Research (ISNAR)
- West African Rice Development Research Association (WARDA)

MEANS OF ACCESS: The Consultative Group on International Agricultural Research provides core funding to the IARCs. Regional bureaus, Missions and other offices of USAID may also access the IARCs through agreements with individual IARCs and/or through transfers to G/EGAD/AFS.

Contractors/Grantees: Dr. Grant Scobie, Director General, International Center for Tropical Agriculture (CIAT), Apartado Aereo 6713, Cali, Colombia, Phone (57-21) 445-0000; Fax: (57-21) 447-00273, Email: CIAT@cgnet.com

Dr. Jeffrey A. Sayer, Director General, Center for International Forestry Research (CIFOR), P.O. Box 6596, JKPWB Jakarta 10065, Indonesia, Phone 62 (251) 34-3852; Fax: 62 (251) 32-6433, Email: CIFOR@cgnet.com

Dr. Timothy Reeves, Director General, International Center for the Improvement of Maize & Wheat (CIMMYT), Apartado Postal 6-641, 06600 Mexico, D.F. Mexico, Phone (52-5) 726-9091; Fax: (52-511) 726-7559/7558, Email: CIMMYT@cgnet.com or CIMMYT@CIMMYT.MX

Dr. Hubert G. Zandstra, Director General, International Potato Center (CIP), Apartado 1558, Lima, Peru, Phone (51-14) 366920; Fax: (51-14) 351570, Email: CIP@cgnet.com or CIP@CIPA.org.pe

Dr. Geoffrey C. Hawtin, Director General, International Plant Genetic Resources Institute (IPGRI) c/o FAO of the United Nations, Via delle Sette Chiese 142, 00145, Rome, Italy , Phone (39-6) 518921; Fax: (39-6) 575-0309, Email:IPGRI@cgnet.com.

Dr. Adel El-Beltagy, Director General, International Center for Agricultural Research in the Dry Areas (ICARDA), P.O. Box 5466, Aleppo, Syria, Phone (963-21) 225012/225112/234890; Fax: (963-21) 225105/213490/551860, Email: ICARDA-FAX@cgnet.com.

Dr. Meryl Williams, Director General, International Center for Living Aquatic Resources Management (ICLARM), MC P.O. Box 2631 Makati, Metro Manila, Philippines, Phone (63-2) 817-5255/817 5163; Fax: (63-2) 816 3183, Email: ICLARM@cgnet.com.

Dr. Pedro A. Sanchez, Director General, International Center for Research in Agroforestry (ICRAF) United Nations Avenue, P.O. Box 30677, Nairobi, Kenya, Phone(254-2) 521450; Fax: (254-2) 521001, Email: ICRAF@cgnet.com

Dr. James G. Ryan, Director General, International Crops Research Institute for the Semi-Arid Tropics (ICRISAT), Patancheru P.O., Andhra Pradesh, 502 324, India, Phone (91-40) 596161, Fax: (91-40) 241239, Email:ICRISAT@cgnet.com

Dr. Per Pinstrup-Anderson, Director General, International Food Policy Research Institute (IFPRI) 1200 17th Street, N.W., Washington, D.C. 20036-3006 USA, Phone 1-202/862-5600; Fax:1-202/467-4439, Email:IFPRI@cgnet.com

Dr. David Seckler, Director General, International Institute for Irrigation Management (IIMI), 127 Sunil Mawatha, Pelawatte, via Colombo, Sri Lanka, Phone DG (94-1) 867404; Fax:(94-1) 866854, Email: IIMI@cgnet.com

S))q

Dr. Lukas Brader, Director General, International Institute of Tropical Agriculture (IITA), Ibadan, Nigeria, c/o Ms. Maureen Larkin. L.W. La, Phone (234-2) 2410848/24114301/2412169 ; Fax: (234-2) 2412221 or (874)-1772276 via Satellite

Dr. Hank Fitzhugh, Director General, International Livestock Research Institute (ILRI), P.O. Box 30709, Nairobi, Kenya, Phone (254-2) 630743; Fax: (254-2) 631499, Email: ILRI@cgnet.com

Dr. George Rothschild, Director General, International Rice Research Institute (IRRI), P.O. Box 933, Manila, Philippines, Phone (63-2) 812-7686; 812-1926; 891-1286; Fax: (63-2) 891-1292, Email: IRRI@cgnet.com

Dr. Christian Bonte-Friedheim, Director General, International Service for National Agricultural Research (ISNAR), Laan van Nieuw Oost Indië, 2593 BM The Hague, Netherlands , Phone (31-70) 3496100; Fax: (31-70) 3819677, Email: ISNAR@cgnet.com

Dr. Eugene R. Terry, Director General, West Africa Rice Development Association (WARDA) 01 B.P. 2551, Bouake 01, Côte d'Ivoire, Phone (225) 632396/633242/634514; Fax: (225) 634714, Email: WARDA@cgnet.com

USAID Contact: Dr. Robert B. Bertram, G/EGAD/AFS, Room 2.1-085 RRB, Washington, DC 20523-0214, Phone (202) 712-5064; Fax: (202) 712-3010

**Integrated Pest Management (IPM) CRSP, 936-4196**

DESCRIPTION: The Integrated Pest Management (IPM) CRSP makes available the U.S. agricultural research network to the international agricultural research and development community, helping make important contributions to the resolution of difficult, persistent constraints to the adoption of IPM. It is important because: 1) high value horticultural export crops receive relatively high chemical inputs that can result in chemical residue on the products, a primary reason why such crops may not be accepted by importing countries, and 2) transitional systems are particularly vulnerable to pest damage as many such systems occur on "marginal" land. The major goal of this project is to improve the well being of farmers in developing countries by increasing their capacity to produce, utilize and market agricultural commodities through cost-effective and environmentally sustainable methods. Funds are available in this grant for providing IPM related technical assistance to Missions. It is expected that most TA activities will involve cost sharing by the requesting Mission.

Cooperating U.S. institutions include: Virginia Polytechnic Institute and State University, University of Georgia, Ohio State University, University of California-Davis, University of Maryland-Eastern Shore, North Carolina A & T, Lincoln University of Missouri, Purdue University, Montana State University, Pennsylvania State University, and the U.S. Department of Agriculture. The major host country sites for research and implementation are Guatemala, Jamaica, the Philippines, Albania, Bangladesh, Uganda, Ecuador and Mali, with additional activities in Eritrea, Ukraine, and Egypt.

MEANS OF ACCESS: Requests for technical assistance under this project should be sent by USAID Missions to the AFS USAID Contact. Research and management services may be accessed through grant, cooperative agreement or contract with Virginia Tech with clearance from the Global Bureau Procurement Office. Core grant # LAG-4196-G-00-3053. Contact: Dr. Brhane Gebrekidan, Program Director, IPM CRSP, Office of International Research and Development, 1060 Litton Reaves Hall,

S))q

Virginia Polytechnic Institute and State University, Blacksburg, VA. Phone 540/321-3516, Fax 540-231-3519

USAID Contact: G/EGAD/AFS, Robert Hedlund, Room 211-103 RRB, Washington, DC 20523-2110, Phone (202) 712-0484, Fax (202) 216-3010.

**International Agricultural Research Centers (IARCs), 936-4111**

DESCRIPTION: This project provides core budget contributions to one IARC not associated with the Consultative Group on Agricultural Research (CGIAR), special project funding for 8 collaborative research networks in East and West Africa, 4 professional staff, SLOs, and other liaison and management activities. The IARC funded under the project but not associated with the CGIAR is the Asian Vegetable Research and Development Center (AVRDC).

MEANS OF ACCESS: Regional bureaus, Missions and other offices of USAID may access these projects through agreements with G/EGAD/AFS and with the individual IARC.

Contact: Dr. Samson C.S. Tsou, Director General , AVRDC, P.O. Box 205, Taipei 10099, Taiwan, Republic of China, Phone (886-6) 583-7801; Fax: (886-6) 583-0009, Email: AVRDC@cgnet.com.

Contact for Networks: Dr.. Alexander von der Osten, Executive Secretary, CGIAR Secretariat, World Bank, 701 18th Street, N.W., Room J-4073, Washington, D.C. 20433, Phone 202/473-8918/8919; Fax: 202/473-8110, Email: A.von-der-osten@cgnet.com

USAID Contact: Dr. Robert B. Bertram, EGAD/AFS, Room 2.1-085 RRB, Washington, DC 20523-0214, Phone (202) 712-5064; Fax: (202) 712-3010.

**Peanut CRSP, 936-4048**

DESCRIPTION: The Peanut CRSP conducts research on the major constraints to peanut production and utilization, in both host countries and the U.S. These constraints include: (1) yield potential of varieties; (2) mycotoxin hazards to health; (3) pest damage to crops; (4) soil microbiological barriers; (5) resource management practices and development of new peanut derived products. The Peanut CRSP coordinates complementary activities with the ICRISAT programs in Asia and Semiarid Tropical Africa, IDRC and ACIAR in Asia and CARDI in the Caribbean. Degree training, non-degree training, short courses, and workshops prepare host country collaborators and stimulate technology transfer.

The recent major accomplishments include: (1) Economic growth- increase in peanut yields in Burkina Faso by 221% through ash application; application of Tricograma and Bacillus thuringensis for insect resistance increase Phillipine profit nearly 3-fold; new peanut butter formulation and peanut products for improved quality and consumer acceptance; increase of processing efficiency through technology transfer from Thailand to Jamaica; identification and characterization of two economically important diseases in Thailand (2) Improved human health and nutrition through: a-development of screening methods for mycotoxin; identification of gene that controls enzyme in aflatoxin synthesis; identification of three aflatoxin resistant varieties from Ghana; development of a highly adsorbent clay identified to bind and remove aflatoxin from village processed peanut oil and meal fed to animals has been developed; (3) Environmental enhancement-release of breeding lines form Texas and North Carolina resistant to rootknot nematodes, leafhoppers, leafspot, and resistant to rust; development of integrated pest management methods reducing insecticide application; insect ecology studies correlating peanut; (4) Human resource development-Host country participants in Philippines and Thailand trained 60 technicians, farmers and extension personnel in peanut seed production and production technologies; six

S))q

students completed graduate degrees; two new institutions in Ghana have become partners in the mycotoxin management project; 20 host country participants have come to the U.S. for short-term training; (5) a new system to regenerate peanut plants from tissue and plasmid vectors for peanut transformation; new selection methodologies were developed for transgenic peanuts.

MEANS OF ACCESS: Missions can access specialized short and long term technical assistance through arrangements with the University of Georgia through a Basic Ordering Agreement, grant # DAN-4048-G-00-0041-00. Contact: Dr. David G. Cummins, University of Georgia, Georgia Experiment Station, Griffin, GA 30223-1797, Phone (404) 228-7312; Fax: (404) 228-7270.

USAID Contact: Dr. Terry Hardt, G/EGAD/AFS/ST, Room 2.11-092 RRB, Washington, DC 20523, Phone (202) 712-1412; Fax: (202) 216-3010.

**Pond Dynamics/Aquaculture CRSP, 936-4023**

DESCRIPTION: The Pond Dynamics/Aquaculture CRSP has brought together the resources of developing country and U.S. institutions to optimize the efficiency of aquaculture productions systems, to minimize the negative environmental impacts of aquaculture, to explore the socioeconomic issues associated with aquaculture development, to disseminate scientific and technical information, and to develop economical and culturally appropriate aquaculture mangement strategies. Its mission is to raise small farmers' incomes and increase consumers' welfare by enhancing fish farm productivity; to improve the well-being of the rural poor; and to conserve or enhance the natural resource base. The collaborating U.S. institutions are: Oregon State University, Auburn University, University of Michigan, University of Arkansas at Pine Bluff, University of Arizona, Southern Illinois University at Carbondale, University of Hawaii, University of California at Davis, University of Oklahoma, University of Delaware, and University of Texas. The collaborating host countries are: Honduras, Peru, Kenya, Philippines and Thailand.

MEANS OF ACCESS: A buy-in to this project through the mangement Entity at Oregon State University can provide short, medium and long-term technical support service. In addition, this CRSP is capable of designing, implementing and managing degree training programs, managing collaborative research activities, enhancing research and training capabilities of developing country institutions. and designing/conducting baseline data surveys. Grant #LAG-G-00-96-90015-00. Contact: Dr. Hillary Egna, Office of International Research and Development, 400 Snell Hall, oregon State University, Corvallis, OR 97331-1641; Phone: (503) 737-6415; Fax: (503) 737-3447; E-mail: egnah@@ucs.orst.edu.

USAID Contact: Harry Rea, G/EGAD/AFS/ST, Room 2.11-052, Washington, DC 20523-2110; Phone: (202) 712-0359; Fax: (202) 216-3579; E-mail: hrea@usaid.gov.

**Sorghum and Millet CRSP (INTSORMIL), 931-1254**

DESCRIPTION: The Sorghum/Millet CRSP is a U.S.-LDC collaborative research network which enhances the ability of U.S. and LDC institutions to alleviate constraints to sorghum and millet production, marketing and utilization through the development of appropriate and sustainable technology. The Sorghum/Millet CRSP works collaboratively with scientists at national research

S))q

institutions in the ecogeographic zones of East, West and Southern Africa, Latin America and Asia. The collaborating U.S. institutions are: Kansas State University, University of Kentucky, Mississippi State University, University of Nebraska, Purdue University and Texas A&M University. Major program components are sorghum and millet agronomy, breeding, biotechnology, economics, entomology, food quality and utilization, pathology, physiology, and resource management.

Some major accomplishments of the Sorghum/Millet CRSP are: (1) Development of improved sorghum and millet varieties, hybrids and germplasm with higher human food quality traits, striga resistance, drought tolerance, bird resistance and insect and disease resistance; (2) Development of improved tillage programs, crop residue practices, and water harvesting techniques; (3) Development of insect and disease management programs; (4) Establishment of small food quality and utilization laboratories; (5) Identification of sorghum root exudate which stimulates striga germination and rapid laboratory striga screening methods; (6) Development of alternative food uses; and, (7) Training of over 700 LDC scientists to the MS and PhD levels in relevant aspects of sorghum and millet improvement.

MEANS OF ACCESS: A buy-in to this project through the Management Entity at the University of Nebraska can provide short, medium and long term technical support services. In addition, this CRSP is capable of designing, implementing and managing degree training programs, managing collaborative research activities, enhancing research capability of LDC institutions and designing baseline data surveys. Grant #: DAN-1254-G-00-0021-00. Contact: Dr. John M. Yohe, INTSORMIL, Univ. of Nebraska, 113 Biochemistry Hall, Lincoln, NE 68583-0748. Phone (402) 472-6032; Fax: (402) 472-7978; Internet: srmlcrsp@unl.edu .

USAID Contact: Dr. John Swanson, G/EGAD/AFS/ST, Room 2.1-095, Washington, DC 20523, Phone (202) 712-5602. Fax (202) 216-3010.

## **AGRICULTURE ENTERPRISE AND MARKET DEVELOPMENT DIVISION**

### **Rural and Agricultural Incomes with a Sustainable Environment (RAISE), 936-4224**

DESCRIPTION: RAISE is a partnership which two of USAID's Global Centers -- Economic Growth/Agricultural Development, and Environment -- have formed to devise and implement strategies and initiatives worldwide to promote sustainable, environmentally sound, employment, trade, investment and income opportunities. RAISE is above all a demand-driven technical assistance and program implementation vehicle which is meant to support USAID's field mission and bureau-managed activities. It is also an opportunity for Agency-wide strategic planning and learning from collective experience in this important field. It is becoming increasingly apparent that both the US interest in expanding world markets and the developing countries' need for sustainable growth and income opportunities will require investment that manage nations' natural resource endowments more effectively to achieve lasting economic and market growth.

USAID intends to award in **November** 1998 up to three competitive contracts to consortia of US agribusiness, tourism or other natural resource-based industry (NRBI) groups, universities, environmental foundations and consulting firms, who will serve as our implementing partners for RAISE. They will operate under indefinite quantity contracts, or IQCs. USAID field missions, and geographic or central bureaus, with strategic goals or projects in the RAISE area (including initiatives involving business

S))q

promotion, policy reform, community development, etc.) will then negotiate task orders for any combination of short or long term services up to five years, to carry out their programs.

The two Global centers will have their own RAISE task orders through which the RAISE teams can contribute to USAID's global strategic planning, help distil best practices and lessons learned, and assure that USAID growth and environment strategies complement more effectively the needs of both USAID's developing country clients and its US private and public sector stakeholders. The Global Bureau funded elements of RAISE will also help enhance USAID's ability to measure the economic and environmental impact which it is having in these important sectors.

**At the end of FY 1998**, Africa and Asia missions and bureaus had already set aside nearly \$1 million for RAISE task orders to be obligated in the final weeks of this fiscal year, immediately after we award the IQCs. USAID's experience with similar projects support an estimate that the Agency could conduct up to \$200 million worth of RAISE activity worldwide in the next five years.

MEANS OF ACCESS: Any USAID unit wishing to implement short- or long-term activities through RAISE simply prepares a task order scope of work, sends an information copy to the COTR, and can negotiate it directly with the RAISE consortium of their choice through their own contracting officer.

Contract names and numbers to be announced shortly.

USAID Contacts: Chris Brown , G/EGAD/AFS, Room 2.11-00, Washington, DC 20523, Phone (202) 712-1915; Fax: (202) 216-3010, Internet: CBrown@usaid.gov. Or, Curt Nissly, G/ENV/ENR, Room 3.08-135 RRB, (202) 712-0218; Fax (202) 216-3174, Internet: CNissly@usaid.gov

**Agricultural Biotechnology for Sustainable Productivity (ABSP), 936-4197**

DESCRIPTION: Biotechnology offers a new set of tools for addressing traditional constraints to agriculture. Biotechnology encompasses tissue culture propagation of disease-free plants, the use of molecular markers for selection in traditional breeding programs, and the genetic engineering of crops for disease resistance, improved nutrition, extended post-harvest shelf life, and other traits. Developing countries, however, are largely being bypassed by the biotechnology revolution due to lack of new technical training and laboratory infrastructure and, in many cases, the lack of a sufficient policy environment to encourage technology transfer and commercial trade in biotechnology.

ABSP is focused on providing developing countries and transition economies with the tools for improving profitability and market opportunities in the agricultural sector. Through creative partnerships between the public and private sector, and through linking technology development with technology policy, ABSP supports local agribusiness development as well as investment and technology transfer from the U.S. commercial biotechnology sector. The program is managed by Michigan State University, but is implemented by a unique and expanding consortium of commercial/private agricultural research institutions, including current or past work with Garst Seeds America, Pioneer Hi-Bred, DNA Plant Technologies, Inc., Semanis Seeds, Monsanto Corporation, Scripps Research Institute, the American Seed Trade Association, the Biotechnology Industry Organization; U.S. regulatory agencies (USDA/APHIS, EPA, PTO); and other U.S. universities (Cornell, University of Arizona, Texas A&M). ABSP is a ten year cooperative agreement, just entering the remaining three years of the project. Mission and Bureau add-ons have been developed through OYB transfers or separate agreements for USAID/Jakarta, USAID/Cairo, USAID/Rabat, and the Africa Bureau.

Core support within the project currently covers the following areas: insect-resistant maize (genetically engineered), insect-resistant potato (genetically engineered), virus-resistant sweet potato; and virus-

S)))))))))))))q

resistant cucurbits such as cucumber, squash or melons (both genetically engineered and traditionally bred). Partnerships for tissue culture propagation of cocoa are currently being developed. In addition, the project provides technical assistance and follow-up training for national and institutional biotechnology policy development in biosafety and intellectual property in cooperation with USDA/APHIS and Stanford Law School, respectively.

**MEANS OF ACCESS:** Missions can access both private sector (commercial) or public sector product development capabilities through agreements with Michigan State University. The current AFS cooperative agreement, # DAN-4197-A-00-1126-00, with MSU runs through 9/30/2000. Contact: Dr. Catherine Ives, Room 324 Agriculture Hall, Institute for International Agriculture, Michigan State University, East Lansing, MI 48824-1325, Phone (517) 432-1641; Fax: (517) 353-1888.

Project Officer: Dr. Josette Lewis, EGAD/AFS/AEMD, Room 2.11-052 RRB, Washington, DC 20523-0214, Phone (202) 712-5079; Fax (202) 216-3010.

**Improved Animal Vaccines Through Biotechnology: Phase I, Rinderpest, 936-4178(a)**

**DESCRIPTION:** More than 30 countries are involved in the current Pan African Rinderpest Campaign. The severity of the epidemic in the past and re-occurring infections have focused attention on the cold chain requirements of the Plowright vaccine. This project has sponsored the development of a new thermo stable vaccine for rinderpest which will be more easily delivered to the field, easier to produce, and as efficacious as the conventional Plowright vaccine. Accomplishments to date include the development of a new recombinant vaccine for rinderpest which has been successfully tested on cattle held in containment at Plum Island, New York and on cattle held in containment in Kenya. The project has trained a number of scientists from Africa in molecular biology applications. In addition, it has developed a unique molecular diagnostics which will be used to distinguish between animals vaccinated with the recombinant vaccine and those which are naturally infected.

The project is currently developing a form of the vaccine which can be administered orally for use in controlling the disease in wild animal populations. It is also developing a "pen-side" diagnostic kit which may be easily used in the field by rural holders.

**MEANS OF ACCESS:** Direct access to the vaccine may be obtained through the University of California, Davis. Training in molecular biology at the doctoral or postdoctoral level, and technology transfer assistance may be initiated via add-on agreements to USAID's CA #DAN-4178-A-00-3051-00. Contact: Dr. T.D. Yilma, Professor of Virology, Department of Veterinary Microbiology and Immunology, 2075 Haring Hall Phone, School of Veterinary Medicine, University of California Davis, CA 95616, Phone(916) 752-8306.

USAID Contact: Dr. Joyce Turk, G/EGAD/AFS/FP, Room 2.11-082 RRB, Washington, DC 20523-2110, Phone (202) 712-1424; Fax (202) 216-3010.

**International Fertilizer Development Center (IFDC), 931-0054**

**DESCRIPTION:** IFDC provides technical assistance in agricultural input supply, training, feasibility studies, sector evaluation, process or product development, fertilizer-related environmental impact assessments, and policy counseling. IFDC conducts research and development in nutrient dynamics; management information systems; watershed management; fertilizer policy; and market research and development. It is a clearinghouse of information on raw materials, processes, products, trade, supply and demand. Since its inception IFDC has trained over 7,000 individuals from 140 countries and conducts

S))q

about 30 courses and workshops annually. IFDC has played a primary role in increasing fertilizer use in developing countries from 38.4 million to 67.1 million tons per year over the past 10 years, thereby increasing cereal production by more than 100 million tons per year. IFDC makes an important contribution to human resource and institutional development and to policy reform to promote competitive free-market systems in developing and emerging market-economy countries.

Among IFDC's recent notable achievements are: (1) the establishment of a sustainable market-economy for fertilizer in Bangladesh, which encouraged the Government of Bangladesh to eliminate fertilizer subsidies; this action has saved over US \$119 million since 1988 and has resulted in the creation of 170,000 jobs in the farm input distribution and banking system; (2) cooperation with international agricultural research centers, national agricultural research and extension systems, and nongovernmental organizations to conduct research in integrated nutrient management as part of the alternatives to slash and burn initiative; desert margins initiative; soil, water, and nutrient management initiative; acid soils initiative; livestock research initiative; and, more recently, the soil fertility initiative for sub-Saharan Africa; (3) the creation of a policy environment conducive to private sector investment with private dealers totaling over 300 and effectively arranged the purchase, importation, sale, and distribution of 40,000 tons of fertilizer into Albania through private contractors and assisted a network of dealers in the importation of fertilizer from the Ukraine and Romania on commercial terms; (4) the guidance of a network of agronomists from 14 countries in sub-Saharan Africa to develop management practices to increase crop production, maintain soil fertility, and more efficiently use scarce rainfall; (5) collaboration with the Food and Agriculture Organization of the United Nations and the International Atomic Energy Agency in research on the efficient use of phosphate rocks from 11 developing countries; (6) in collaboration with national organizations, the establishment of a comprehensive fertilizer information system to facilitate the efficient procurement and marketing of fertilizers in sub-Saharan Africa; and (7) the initiation of the privatization of PEQUIVEN, a parastatal fertilizer manufacturer in Venezuela in its conversion to a private corporation without the protection of Government underwriting; the initial impact included a 122% increase in production during the first 6 months of 1995.

MEANS OF ACCESS: Small activities can best be covered by a purchase order. Large activities in which USAID wishes to exert direct control should be under contract or a cooperative agreement. Core grant, # DAN-0054-G-00-0044-00. Contact: Dr. Amit H. Roy, IFDC, P.O. Box 2040, Muscle Shoals, AL 35662, Phone (205) 381-6600; Fax: (205) 381-7408.

USAID Contact: Dawn Thomas, G/EGAD/AFS/AEMD, Room 2.11-005 RRB, Washington, DC 20523-0214, Phone (202) 712-5571; Fax:(202) 216-3010. Internet: dathomas@usaid.gov

**Postharvest Collaborative Agribusiness Support Program (CASP), 936-4195**

DESCRIPTION: The CASP is a collaborative effort involving four institutions: (1) the Postharvest Institute for Perishables (PIP), University of Idaho; (2) the International Soybean Program (INTSOY), University of Illinois; (3) the Food and Feed Grain Institute, Kansas State University; and (4) the Seed Technology Laboratory, Mississippi State University, which is serving as the Management Entity.

CASP focuses on postharvest agribusiness activities, research, and the continuation of services to field Missions in the postharvest area. Major activities include the establishment or improvement of systems for such major commodity groups as food and feed grains, grain legumes and soybeans, perishable fruit and vegetable products and seeds. The project will conduct collaborative research such as: improvement of storage, prevention of food losses, policy development to help the private agribusiness sector, improved handling and transport of food products and improved efficiency of processing and marketing.

S))q

CASP has been designed to provide AID field missions with access to broad postharvest expertise from the U.S. public and private sectors. Support include the following services: (1) strengthen and develop small- to medium-postharvest enterprises and market systems by assessing and recommending facilities and equipment needs, training programs, maintenance programs, research planning and management, emergency storage plans, food reserve programs, new product processes and technical assistance, (2) conduct economic and technical studies in agribusiness design, development and management, and processing improvement, (3) conduct loss-assessment studies and recommend cost-effective methods for conditioning, storing, processing, marketing and distribution of postharvest products, (4) examine the effects of policy change and technology insertion on marketing, food security and agribusiness development, and delineate the procedures involved in changing a policy or technology, and (5) design training courses and internships for private agribusiness people in food storage and marketing, food-management processes and business development and management.

MEANS OF ACCESS: Either through grant to Mississippi State or incremental funding of core grant agreement # LAG-4195-G-00-3050-00. Contact: Dr. S.F. Pasley, Associate Director for International Agriculture, Office of International Programs, P.O. Box 6342, Mississippi State, MS 39762, Phone (601) 325-3204; Fax: (601) 325-4561, Email: [spasley@oip.msstate.edu](mailto:spasley@oip.msstate.edu)

USAID Contact: Donnie Harrington, G/EGAD/AFS/AEMD, Room 2.11-041 RRB, Washington, DC 20523-2110, Phone (202) 712-0494; Fax: (202) 216-3010, email: [dharrington@usaid.gov](mailto:dharrington@usaid.gov).

**Agricultural and Natural Resources Management Technical Services Project (LAC TECH II), 936-4215**

DESCRIPTION: LAC TECH II provides technical assistance and analytical services, giving high priority to strategy formulation, sector assessments, conceptual input for program/project development, design and evaluation, monitoring of program impact, technical and advisory services. Additional activities include sponsoring workshops, seminars, studies, and educational videos to disseminate knowledge on topics of strategic concern.

Project assistance is currently implemented through an agreement with USDA/ICD. Short-term and medium-term consultants are available via buy-ins to the LAC TECH II Project. Long-Term Technical Advisors include: Food Security (Roberta van Haeten - USDA), Natural Resources Management, Institutional Development (Kerry Byrnes - USDA), and Food Safety (Carol Wilson - USDA).

MEANS OF ACCESS: Missions should direct requests for the services of LAC TECH advisors, or short to medium-term consultants, to G/EGAD/AFS/AEMD. A Mission requesting services should provide a scope of work for advisor(s) or consultant(s). AFS will advise the Mission of advisor availability, and resource requirements for implementation of requested activities. Missions are the LAC TECH II Project's prime clientele, and are encouraged to contact LAC/RSD/BBEG or G/EGAD/AFS/AEMD for informal discussion of ideas or requests. Missions can fund technical advisory services from private and public sector sources through transfers to the EGAD/AFS LAC TECH II Project.

USAID Contacts:

<u>LAC/RSE/BBEG Officer</u>	<u>Project Officer</u>	<u>Project Coordinator</u>
John A. Becker	Donnie Harrington	Lori Johnson
USAID/LAC/RSD/BBEG	USAID/G/EGAD/AFS/AEMD	USAID/G/EGAD/AFS/AEMD
Room 5.09-122 RRB	Room 2.11-041 RRB	Room 2.11-070 RRB
Washington, D.C. 20523	Washington, D.C. 20523	Washington,

S))q

D.C. 20523  
Phone 202/712-0761  
Fax: 202/216-3262

Phone 202/712-0494  
Fax: 202/216-3010  
email: dharrington@usaid.gov

Phone 202/712-0462

S))Q

**THE OFFICE OF MICROENTERPRISE DEVELOPMENT (G/EGAD/MD)**

OFFICE SUMMARY: MD was created to be the main hub of technical resources, and the management unit for the central funding mechanisms, called for in USAID's Microenterprise Initiative. The Microenterprise Initiative, launched in June 1994 and renewed in July 1997, is a set of policies, strategies and specific actions designed to make microenterprise a prominent part of USAID's economic growth strategy to bring poor, disadvantaged and marginalized groups into the mainstream of an expanding economy. In most developing countries, microenterprises are a major path through which poor people, especially women, participate in the economy. As an important source of income and employment, microenterprises often employ a third or more of the labor force, especially where the formal sector is small.

The office addresses the fundamental development goals embraced by the Microenterprise Initiative:

- ! Assist poor people increase their income and assets, thereby gaining the basis to improve their welfare.
- ! Increase the skill and productivity base of the economy, so that the capacity of the economy to grow is enhanced.
- ! Facilitate the development of local organizations serving the microenterprise sector, organizations which become, in effect, institutions of economic democracy.

Among the specific aims sought are: achieving greater outreach and significant scale by microfinance organizations; financial viability of financial services; cost effectiveness of business development services; local institutional development and long-term viability; supportive policy and regulatory reforms; reaching women and the very poor; and, performance and impact information that focuses on results.

<u>Staff Name</u>	<u>Specialty</u>	<u>Phone Number</u>
Katharine Mckee	Office Director	(202) 712-5578
Liza Valenzuela	Dep. Dir/Prvt Enterprise Officer (IGP/PRIME)	(202) 712-5538
Angela Davis	Program Assistant	(202) 712-1451
Roberto Castro	Prvt. Sect. Off. (Microserve)	(202) 712-5542
Monique Cohen	Senior Advisor (AIMS)	(202) 712-1882
Elizabeth Hunt	Gen. Bus. Dev. Spec. (MRR)	(202) 712-5536
Anicca Jansen	Org Dev Analyst/Evaluator (MBP)	(202) 712-5633
Barry Lennon	Financial Systems Advisor (IGP/PRIME)	(202) 712-1598
Barrett Ware	Coop Student Intern/Tech Support	(202) 712-0457

Mailing Address:  
G/EGAD/MD  
Room 2.11-011 RRB  
U.S. Agency for International Development  
Washington, DC 20523-2110  
Fax (202) 216-3228

S))q

The office manages six major activities under the Microenterprise Innovation Project, 940-0406:

1. **Implementation Grant Program (IGP).** The purpose is to expand microenterprise service provision by increasing the financial viability of local institutions that provide financial services -- credit and savings -- and the cost effectiveness of those institutions that provide other inputs. The IGP is a competitively-run grant program open to US PVOs and other experienced organizations. Cooperative agreements are signed in response to an Approval Request for Applications. Contacts: Liza Valenzuela/Barry Lennon

2. **The PRIME Fund** is a Mission co-financing grant fund designed to improve the quality and increase the quantity of Mission support to microenterprise programs. It supports high-quality microenterprise programs put forward by USAID missions. Funds are transferred to missions through a budget allowance. Contacts: Barry Lennon/Liza Valenzuela

3. **Microenterprise Best Practices (MBP)**, a training, research and information exchange component, is designed to expand the knowledge base of the microenterprise field and to improve the design and implementation of USAID-supported projects. MBP consists of a core agenda and a sub-grant facility to encourage "best practices" in the field. MBP is contracted through DAI and involves a consortium of technical consultants and practitioners. Contact: Anicca Jansen

4. **MicroServe** increases the capacity of USAID Missions, Agency personnel and implementing organizations to undertake microenterprise programs. It provides short-term technical assistance to field missions and implementing organizations. There are two IQCs (Chemonics and Weidemann & Associates) and involving consortia of technical consultants, academics and practitioners. Contact: Roberto Castro

5. **Assessing the Impact of Microenterprise Services (AIMS)** contributes to USAID's understanding of how microenterprise services improve the business and welfare of microentrepreneurs, households and communities over time. This research and technical assistance program is provided by MSI and involves a consortium of technical consultants, academics and PVO/NGO representatives. Contact: Monique Cohen

6. **Linkage Activities** are designed to foster greater involvement of other entities in microenterprise development by making microenterprise a more important part of USAID's economic growth strategy and increasing donor coordination. These activities include an agreement with the Peace Corps to expand microenterprise work, support to inter-donor activities, such as the Consultive Group to Assist the Poorest (CGAP), and collaboration with other USAID offices to leverage the role of microenterprise development in their programs. G/EGAD/MD also coordinates microenterprise results reporting (MRR) for the agency and fosters communication on microenterprise issues through support to the microenterprise web page (<http://www.mip.org>). Contact: Elizabeth Hunt (MRR), Kate McKee (other linkage activities).

7. **Staff Support** to missions by G/EGAD/MD staff is available for any aspect of microenterprise development, through electronic or face-to-face consultation and field visits.

S))q

**THE OFFICE OF BUSINESS DEVELOPMENT (G/EGAD/BD)**

OFFICE SUMMARY: BD leverages USAID resources by establishing partnerships and networks with private sector entities in support of the Agency\*s goals of encouraging broad-based economic growth and agricultural development. BD focuses on those countries and sectors in which USAID is active and specifically targets U.S. small-and medium-sized businesses as the delivery mechanism for the use of private sector solutions used to address the problems associated with USAID development assistance programming.

The services used include: the transfer of technology; utilization of business technical expertise via networks; business training; research and commercially-relevant information dissemination; and outreach programs. These services are delivered through four BD programs: **The Global Technology Network, Business Development Services program of IESC, and Enterprise Works Worldwide (EWW).**

Mailing Address:

G/EGAD/BD  
Room M.01-053 RRB

U.S. Agency for International Development  
Washington, DC 20523-0229  
Telephone (202) 712-4406  
Fax (202) 216-3526

<u>Staff Name</u>	<u>Specialty</u>	<u>Phone Number</u>
Hank Merrill	Director	(202) 712-4406
Joe Duncan	Project Officer, GTN;BDS	(202) 712-0474
Wendell Morse	Business Specialist	(202) 712-4666
Chuck Santangelo	Project Officer, EWW	(202) 712-5181

Global Technology Network (GTN)

Carmen Carpio	Operations Associate LAC	(202) 712-1624
John Champagne	State Outreach; ENI	(202) 712-4274
Pamela Cohen	Operations Associate Asia	(202) 835-0333
Tracey Duffey	Operations Associate/Africa	(202) 712-5845
David Gerber	Operations Associate/LAC	(202) 712-5067
Margaret Griffin	Matching Grants	(202) 289-6282
Alex Izadpanah	Environmental Analyst/Asia	(202) 835-0333
Leslie Jenzen	Operations Associate/ANE	(202) 712-4262
Greg Mamary	Operations Associate/ANE	(202) 712-5833
Mark Myers	Operations Associate/Africa	(202) 712-5799
Ken Rogers	Contract Supervisor	(202) 712-0469
John Whitcomb	Systems Support	(202) 712-1624
Ed Wise	Business Development Services	(202) 712-5511
Ted Yoder	Environmental Advisor/Asia	(202) 835-0333
Bill Zuccareno	Operations Associate/ENI	(202) 835-0333

S))q

Outreach Offices:

Scott Bellows	Miami	(305) 371-3394
Paul Bisek	Mid-West-Chicago	(312) 467-0550
George Cole	West Coast Outreach; LAC	(619) 544-0691
Aileen Furlough	Mid-West-Chicago	(312) 467-0550
Christine Nasser	Seattle, WA	(206) 464-7143
Don Smith	Portland, Oregon	(503) 279-9383
Melissa Williams	West Coast Outreach	(909) 466-4144

**Global Technology Network (GTN), 940-0102**

DESCRIPTION: GTN is a trade lead/business matching program that facilitates the transfer of U.S. technology and services to address global development problems. This is accomplished by matching a country's development problems with U.S. firms equipped to provide the appropriate technological solutions. GTN focuses on the following sectors: agricultural technology, communications and information technology, environment and energy technology, and health technology. Business opportunities in these sectors are identified by a network of in-country public and private sector individuals and organizations, which include the U.S. Asia Environmental Partnership, USAID Technology Assistance Centers, the U.S. Department of Commerce/Foreign Commercial Service, the U.S. Department of State, and the U. S. Department of Agriculture. GTN trade leads are electronically transmitted from the field to GTN/Washington, where they are matched and disseminated to U.S. firms registered in GTN's database. GTN is operational (\* indicates planned) in the following 36 countries, with eight planned:

- ! Africa: Botswana, Cameroon, Eritrea, Ethiopia, Ghana, Kenya, Mali\*, Mauritius, S. Africa\*, Senegal, Tanzania, Togo, Uganda, Zimbabwe.
  
- ! Asia and the Near East: Hong Kong, India, Indonesia, Korea, Malaysia, Mongolia, Philippines, Singapore, Sri Lanka, Taiwan, Thailand, Egypt, Jordan, Morocco.
  
- ! Latin America and the Caribbean: Argentina, Brazil, Guatemala\*, Costa Rica, Chile, Honduras\*, Mexico, Panama, Peru, Uruguay.
  
- ! Eastern Europe and the NIS: Czech Rep\*, Hungary\*, Kazakhstan\*, Macedonia, Poland\* and Russia

Technology Assistance Centers (TACs) are being established and funded by USAID field missions to help private sector companies in developing countries access the technology and expertise they need to compete effectively in local and global markets. BD works with USAID missions to develop an in-country TAC that is linked to a network of partner organizations, thus expanding in-country technical assistance services. TACs serve as a mechanism for assisting developing country firms, especially small and medium scale enterprises (SMEs), seeking access to U.S. technology and expertise, primarily through GTN. TACs are also a source of business opportunities for U.S. SMEs seeking to market their products and services abroad.

BD also provides follow-up on GTN leads, as well as information on USAID activities, through Agency outreach offices in California, Florida, Illinois, Oregon, and Washington. Additional outreach is provided through partnerships with the U.S. Department of Commerce/Commercial Service, the U.S. Small Business Administration, primarily through the U.S. Export Assistance Centers and 24 state trade organizations in: Alaska, Arkansas, California, Colorado, Delaware, District of Columbia, Florida, Georgia,

S))q

Idaho, Iowa, Maine, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nevada, New York, North Carolina, South Dakota, Tennessee, Utah, Virginia, Washington.

BD administers a small matching grants program to support U.S. firms that are pursuing GTN trade leads. This grant program is designed to increase the number of successful transactions resulting from linkages made through the GTN system. The grants are available for both developing country and U.S. entrepreneurs. The types of funded activities include, but are not limited to: product demonstrations, and marketing surveys. USAID funds will not exceed \$15,000 per transaction, and must represent not more than 50% of the total transaction cost.

MEANS OF ACCESS: U.S. firms can access GTN by a toll-free 1-800 phone number, fax, mail, or on-line through Internet. Missions can access services through a MAARD for an add-on or a stand-alone agreement with BD partners/contractors. Or a transfer to the BD GTN project, 940-0102.

USAID Contact: Joe Duncan, G/EGAD/BD, Room M.01-052, Washington, DC 20523-1000, Phone (202) 712-0474, Toll-Free: (800) 872-4348; Fax: (202) 216-3526

**Business Development Services II (BDS II), 940-0013**

DESCRIPTION: The Business Development Services (BDS) project operated through the International Executive Service Corps (IESC), provides business development services designed to assist small- and medium-sized businesses in developing countries and emerging democracies. It utilizes volunteer networks to establish linkages with counterpart U.S. companies in order to transfer technology and support other business development activities.

Since 1988, IESC's Business Development Services (BDS) project has been testing program models, new services and delivery mechanisms to support SME growth, technology transfer and economic development in the developing world. BDS II provides USAID Missions and Bureaus with an expanded array of industry-specific and highly professional advisory services, interventions and cost-effective delivery mechanisms to assist achievement of USAID's private sector development objectives. IESC under a cooperative agreement with G/EGAD/BD, undertakes an array of services, including the following:

**Diagnostics and Selection of Local Companies:** IESC utilizes U.S. industry experts to undertake diagnostic studies of local companies that desire U.S. company expertise and assistance. IESC officers actively seek out local businesses with promise for expansion, technological development and new ventures, and assist them in preparing proposals for networking and matchmaking with U.S. companies.

**Networking and Matchmaking:** Based on initial exploratory contacts, sector strategies and long-term analyses of SME in the host country, IESC/BDS staff, with assistance from industry experts, search and locate appropriate U.S. companies to assist and co-venture with local businesses. IESC/BDS staff assist overseas local enterprises in a wide variety of support services, as well as provide traditional IESC technical assistance. BDS can assist financial institutions, such as Enterprise Funds, in developing financial projects or carrying-out due diligence for new and existing investments. To institutionalize the program in host countries, particularly ADCs and emerging democracies, the project will be established in host country private non-profit voluntary organizations such as Chambers of Commerce. Local and U.S. companies will be charged reasonable fees in order to assist the program in becoming self-financing.

**Tailor-Made Business Services:** IESC recognizes that, throughout the world, trade and investment has become increasingly global rather than local, creating vast new markets for the products and services

S))q

of small and medium sized businesses. Modern communications technologies enable information to flow instantaneously throughout the world, providing access to business information, trade leads, and new ideas. Privatization has put commerce in the hands of individuals rather than states.

The increased use of technological innovations has changed the methods of delivering technical assistance to the owners and managers of SMEs. However, SMEs in the developing world and throughout emerging market countries often do not have the skills or resources necessary to benefit from technological advances that would allow them to be players in the global economy. Managers of SMEs need help to solve specific, well-defined management and technical problems and they need specific assistance that will have a direct impact on productivity and competitiveness.

**Initiatives For a Changing Environment:** IESC presents a package of innovative programs and services that enable SMEs to develop *sound business practices*. SMEs need different services provided in a flexible manner so that they are available as the business needs evolve. In addition, IESC will continually evaluate, modify, and improve each component.

MEANS OF ACCESS: Cooperative agreement, Grant No#: PCE-A-00-98-00035-00.

USAID Contact: Joe Duncan, G/EGAD/BD, Room M.01-052, Washington, D.C. 20523-0220, Phone (202) 712-0474. Fax (202)

**Enterprise Works Worldwide (EWW), 936-5455**

DESCRIPTION: EWW's integrated approach to development focuses in four program areas: 1) Commercialization of income-enhancing productive technologies; 2) Commodity sector development with multiple interventions in the production, processing, and marketing chain; 3) Financing for technology dissemination and small enterprise development; and 4) Identification and dissemination of sustainable technologies with favorable effects on natural resources and the environment.

EWW is concentrating on seven specific areas: 1) oilseed farmers and entrepreneurs; 2) animal herders and fiber processors; 3) tree crop farmers; 4) market gardeners; 5) dairy producers; 6) non-timber forest product collectors and processors; and , 7) ceramists and metal workers.

MEANS OF ACCESS: EWW services can be accessed through a Basic Ordering Agreement.

USAID Contact: Chuck Santangelo, EGAD/BD, Room 200 RRB, Washington, DC 20523-0229, Telephone (202) 712-5181; Fax (202) 216-3526

S))q

## THE CREDIT AND INVESTMENT STAFF (G/EGAD/CI)

OFFICE SUMMARY: CI manages the Micro and Small Enterprise Development (MSED) Program and the Development Credit Authority . The office also offers training designed to increase the capacity of financial institutions overseas to lend to micro and small enterprises (MSEs). Office objectives are: (1) to use guarantee facilities and direct loans to help increase the flow of credit to MSEs previously lacking access to formal financial markets; and, (2) to introduce innovative financing mechanisms to USAID-assisted countries to broaden access to credit and financial resources.

<u>Staff Name</u>	<u>Specialty</u>	<u>Phone Number</u>
John Wasielewski	Director	(202) 712-5058
Sandra Goshgarian	Investment Officer	(202) 712-0382
Judith Coker	Investment Officer	(202) 712-5363
Gil Rosenthal	Investment Officer	
Karen Pak	Investment Officer	(202) 712-0389
Joanne Gabriel	Financial Analyst	(202) 712-0211
Maria Pineda	Financial Analyst	(202) 712-5868
Magie Reynolds	Secretary	(202) 712-4265

### Mailing Address:

Office of Credit and Investment, G/EGAD/CI  
U.S. Agency for International Development  
Room 2.10-102 RRB  
Washington, D.C. 20523-2110  
Phone (202) 712-4265  
Fax (202) 216-3593

### **Micro and Small Enterprise Development Program**

DESCRIPTION: MSED uses loans and guarantees to encourage financial institutions -- including commercial banks, finance companies, insurance companies, leasing companies, and other specialized financial intermediaries -- to extend and expand credit to microentrepreneurs and small businesses. The primary financial instrument is the Micro and Small Business Loan Portfolio Guarantee (LPG). LPG provides loan guarantees of up to 50% of the principal loss on a portfolio of small business loans, and up to 70% of the principal loss for micro-loans, made by financial institutions in developing countries. The guarantees are combined with training to give banks needed skills in assessing small business and micro business credits, and to assist borrowers in preparing business plans to present to the banks.

MSED also uses direct loans and guarantees to provide capital for NGOs/PVOs engaged in small business and microenterprise lending, as well as to support other development activities, such as privatization, where intended to serve small and micro-borrowers. In particular, MSED has now provided a partial guarantee in South Africa, Zimbabwe and Indonesia for market-rate loans that banks offer to creditworthy NGOs/PVOs, which use the loan proceeds to on-lend to the micro sector.

Working closely with USAID field missions, the Credit and Investment Staff has achieved the following developmental impact:

S))q

- ! Catalyzed lending by financial institutions to small and micro businesses in more than 33 countries, leading to over \$150 million in new credit to micro and small business borrowers.
- ! Trained over 800 bankers in small business lending techniques in 16 countries.
- ! Generated almost 5,400 loans with a median size of \$488 when a Sri Lankan bank used its guarantee to expand the amount of credit available under its rural, microenterprise banking program.
- ! Established a bridge fund for ACCION International to support microenterprises throughout Latin America.
- ! Provided bond guarantees to banks in Latin America that focus on small and micro businesses to allow those banks to expand their lending activities.
- ! Supported the needs of entrepreneurs in South Africa by operating a \$27.0 million LPG program designed to mobilize credit for South Africans disadvantaged by apartheid.
- ! Managed an \$8 million LPG program in the West Bank/Gaza structured to mobilize credit and other types of financial support for Palestinian-owned businesses as part of the U.S. Government's overall effort to provide targeted support for the Middle East peace process.

**The Development Credit Authority**

DESCRIPTION: As proposed, the DCA would operate in the following manner:

- ! DCA would be a **mission-driven initiative**. As such, USAID's field missions will identify, design, authorize, implement and monitor DCA projects.
- ! USAID will institute **distinct and separate filters for assessing the developmental soundness and creditworthiness** of DCA projects. USAID field missions will be responsible for reviewing and authorizing DCA projects. An independent Credit Board in Washington will examine and approve DCA projects on financial and creditworthiness grounds.
- ! Each DCA project must be **financially viable** (i.e., it must have sufficient cash flows to meet all the operational costs and service all debt).
- ! USAID will **share risk** to the maximum extent possible. For non-sovereign projects, USAID will aim to share no more than 50% of the risk on any given transaction and, in no case more than 80% of the risk. Only for long-term sovereign credit projects will USAID consider assuming 100% of the risk.
- ! USAID will serve as a **lender of last resort**. As such, USAID will not provide financing for any project for which other sources of financing are available.

Financial Dimensions of DCA

- ! For FY 1999, USAID has \$7.5 million in budget authority for DCA. Assuming the **leverage** traditionally achieved by the Agency's credit programs, DCA would be able to extend

S))q

approximately \$75 million in credit in that fiscal year. The expectation is that DCA would grow to \$16.5 million by the year 2000, permitting approximately \$165 million in credit activities each year.

! DCA will provide **credit at or near market rates**, not at subsidized rates. In addition, DCA will charge both up front and risk based fees to borrowers.

THE ISRAELI PROGRAMS STAFF(G/EGAD/IP)

OFFICE SUMMARY: IP promotes increased science and technology cooperation among Middle East and developing countries, and the utilization of U.S. and Israeli technical expertise by developing countries. Three programs support this strategic objective: the U.S.-Israel Cooperative Development and Research Program (CDR); the U.S.-Israel Cooperative Development Program (CDP); and the Middle East Regional Cooperation Program (MERC). These programs forge new links between Arab and Israeli scientific and technical institutions, and between scientists in developing countries and counterparts in the U.S. and Israel. The results of this science and technology cooperation have been numerous, including advances in saline agriculture, improved agricultural water management technology, improved biopesticides, as well as added understanding of leishmaniasis and leprosy.

Because of the integral involvement of Israel, the strength of the cooperation and the success of the research depend upon the Middle East Peace Process. Recent political tension in the region could negatively impact all three programs. This is particularly true for the MERC Program, which is entirely based on Arab-Israeli cooperation. Travel restrictions during periods of unrest impede the implementation of cooperative projects.

<u>Staff Name</u>	<u>Specialty</u>	<u>Phone Number</u>
David O'Brien	Program Coordinator	(202) 712-0465
Andre Orange	Program Assistant	(202) 712-5577

Mailing Address:  
G/EGAD/IP  
Room 2.11-040 RRB  
U.S. Agency for International Development  
Washington, DC 20523  
Fax (202) 216-3010

S))q

**THE PROGRAM SUPPORT STAFF(G/EDAD/PS)**

OFFICE SUMMARY: PS coordinates budget and program processes for the Center. This includes assisting in obtaining approval for program implementation, tracking of funding actions, providing support for G/EGAD offices and coordinating and facilitating regional bureau and mission activities.

<u>Staff Name</u>	<u>Specialty</u>	<u>Phone Number</u>
Jim Bonner	Director	(202) 712-1140
John Gelb	Deputy Director	(202) 712-5063
Ardrea Hamilton	Program Analyst	(202) 712-5271

Mailing Address  
G/EGAD/PS  
Room 2.10-080 RRB  
U.S. Agency for International Development  
Washington, DC 20523  
Fax (202) 216-3593

U:\GPUB\DOCS\SERVICES.EG

S))q