TO. . .

USAIDs

Staff Offices

Regional Bureaus

SELECT LIST OF U.S. PRIVATE TECHNICAL ASSISTANCE RESOURCES USED IN A.I.D.

Examples of the range of skills and institutional capabilities now used in A.I.D. under a variety of relationships, including contracts, grants and partnership arrangements.

Prepared by

OFFICE OF PRIVATE RESOURCES
Private Resources Development Service
AGENCY FOR INTERNATIONAL DEVELOPMENT

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November 1968

AGENCY FOR INTERNATIONAL DEVELOPMENT

OFFICE OF PRIVATE RESOURCES,

PRIVATE RESOURCE DEVELOPMENT SERVICE

WASHINGTON, D.C. 20523

ADDITIONAL INFORMATION

This material describes the wide range of technical assistance offered by a select list of non-profit organizations. PRDS' familiarity with the skills and capabilities of these and other private organizations can be helpful in programming and selecting technicians and specialists for specific projects.

Additional information on how these organizations can help meet foreign aid requirements may be secured from:

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A. I. D. 's ROLE WITH RESPECT TO NON-A. I. D. RESOURCES IN THE TOTAL FOREIGN ASSISTANCE EFFORT

by William S. Gaud

(Highlights of Policy Determination No. 37, issued by the A. I. D. Administrator to all Missions and all units in AID / Washington, 2/10/67.)

Our resources in A. I. D. - both staff and money - are not equal to the needs of the developing countries. Therefore, we must work harder than ever to mobilize other resources - private, community and local government.

I am convinced that this Policy Determination will enable us to get more mileage from each dollar spent and each direct-hire employee on board.

BACKGROUND

A. I. D. furthers the total foreign assistance effort to developing countries through three means:

1. It assists developing countries to coordinate diverse aid-donors, encouraging such donors to provide assistance and identifying, where necessary, suitable opportunities for assistance by U. S. non-Federal aid donors.

2. It finances - or provides financial incentives for the provision of skills or resources to developing countries by U. S. entities other than A. I. D.

3. It uses its own personnel to assist developing countries.

POLICY

A. I. D. must act as a catalyst to stimulate others to provide assistance to developing nations. . . It must, therefore, be fully aware of the total range of potential aid donors, whether U. S., non-Federal, multilateral, or foreign.

A. I. D. is directed by statute to coordinate its effort with those of private and other public entities providing resources from the U. S.

A. I. D. is not staffed to provide, through its own direct-hire personnel, all the required technical assistance which it is capable of financing. Therefore, other sources of personnel must be tapped.

Before agreeing to finance a technical assistance activity, A. I. D. will make a diligent effort to ascertain that no other suitable aid donor is willing to finance the activity.

Missions will seek to identify, to other countries and available potential donors, specific new projects. . . which are to the cooperating countries' advantage and suitable for private U. S. investment.

The Office of Private Resources should be called upon to assist in this effort, where appropriate.

ORDER OF PREFERENCE

Where other factors are equal, means of obtaining skilled personnel will be used in the following order of preference:

a. by contract, with non-governmental organizations ;

b. by participating agency agreement (or contract) with other federal, state or local government agencies;

c. by direct-hire.

In choosing between other government agencies and the private community as sources of needed skills, it is A.I.D. policy, other factors being equal, to favor the private community.

IMPLEMENTATION

All Missions and all units in AID/Washington are instructed to apply these policies in every appropriate instance.

Staff officers must intensify their efforts to become conversant with the location, capability, and quality of resources throughout the U.S., which are potentially available for the total assistance effort.

Missions must intensify their efforts, within their respective countries to become conversant with the activities of all other aid donors and to assist the countries in coordinating them.

The Office of Management Planning must, in consultation with other offices, design agency-wide procedures to assure the maximum possible compliance with these policies.

PRIVATE RESOURCES AND PUBLIC FUNDS

Private U. S. resources which can be mobilized to help developing countries are much greater than the money Congress appropriates for A. I. D.

For a long time many private groups have carried on programs in these countries with their own funds. Many others are potential contributors.

Present events make it clear that we must pay increased attention to the resources available from U. S. private donors. There must be a step-up in the use of private capital and human resources from the business community, voluntary agencies, the universities, community groups, foundations, unions, farm organizations, cooperatives, and even state and local governments, if we are to sustain our development objectives overseas.

THE OFFICE OF PRIVATE RESOURCES

The Office of Private Resources was created to provide a central point of contact within AID/W for both profit and nonprofit U. S. private organizations.

-- PRR's Private Investment Center is designed to meet the needs of potential U. S. investors in the less developed countries through administration of A. I. D.'s investment incentive program. These include: financing pre-investment surveys; insuring against losses due to inconvertibility, expropriation, war, revolution and insurrection guaranteeing loans and equity investments; and providing local currency and long-term dollar loans.

The Center also endeavors to assist private investors by furnishing essential information, searching out special opportunities, and developing business-opportunity surveys. Additional information is available through pamphlets, such as Political Risk Insurance and Private Investment Incentives which describe how the programs work.

-- PRR's Private Resources Development Service is charged with developing new means to stimulate and expand technical assistance participation in development by private voluntary agencies, cooperatives and other nonprofit and business groups (except universities). In addition, as detailed in A. I. D. Manual Circular 1003. 3, May 31, 1968, PRR/PRDS is prepared to assist countries not requiring concessional assistance -- especially A. I. D. "graduate" and "phaseout" countries -- in obtaining self-financed technical and other development U. S. resources to meet their technological needs.

PRR/PRDS can assist Bureaus and Missions to mobilize the skills and capabilities - and in some instances financial support - in many areas of management, agriculture, industry and capital accumulation, particularly in the development of farmers' marketing and supply associations, credit and savings societies, housing and urban development, and consumer-owned enterprises.

PRDS can obtain economies and provide more flexible choices for the Bureaus and Missions, while assisting them in stimulating private sector growth in the developing countries, by means of:

1. PRDS-administered global contracts, under which a wide choice of technical skills from many sources is available for Bureau or Mission-funded task orders.

2. PRDS-administered incentive grant funding, which serves as a catalyst in attracting essential skills and resources, and is designed to increase privately funded and managed program contributions to A.I.D.'s priority objectives.

3. Voluntary agencies, which are well-equipped through already established mechanisms to carry out many local requests which Missions approve of but are not equipped to handle.

4. Assisting, on request, Bureaus and Missions to locate and mobilize other suitable U.S. private resources for A.I.D.-financed, partially-financed, or non-AID-financed overseas developmental projects.

DRAWING ON OUTSIDE SUPPORT

The skills and professional talents which have been furnished by organizations administered by PRR/PRDS are tabulated on page 5. This table reveals the wide range of uses to which Missions have put this kind of private support in technical assistance programs.

In fiscal year 1968 these organizations alone furnished 295 technicians and specialists to missions exclusive of persons sent overseas by the registered voluntary agencies.

In addition there is a wide variety of world wide and regional grant and contractual arrangements not covered in this partial inventory.

A.I.D. has only now begun to tap the real wealth of resources from the total private sector. This information and partial inventory of organizations in partnership agreements with A.I.D. may encourage Bureaus and Missions to explore for new ways to use non-government resources.

We are confident that PRDS can expand its usefulness to Bureaus and Missions by helping them to stimulate creative public-private partnerships and generate popular involvement of people in the developing countries.

SOURCES OF PRIVATE ASSISTANCE

Non-Profit Organizations Listed in PRR/PRDS' Inventory of Private Resources Classified by Principal Activities

AGRICULTURE - Rural Development and Electrification

Agricultural Cooperative Development International (ACDI)
Agri-Business Council
Farmers Union International Assistance Corporation (FUIAC)
International Cooperative Development Association (ICDA)
Cooperative League of the U. S. A. (CLUSA)
National Rural Electric Cooperative Association (NRECA)
Cooperative Fertilizers International (CFI)*

EDUCATION - Information and Training

Asia Foundation (In EA, NESA, VN)
International Cooperative Training Center (ICTC)

MANAGEMENT - Industrially Related Needs

International Executive Service Corps (IESC)
Council for International Progress in Management, Inc. (CIPM)

GENERAL PURPOSE - Community Development, Health, Nutrition, etc.

Voluntary Agencies (VA)
Disaster Relief

CAPITAL MOBILIZATION AND BANKING

CUNA, International
National League of Insured Savings Associations (NLISA)

HOUSING AND URBAN DEVELOPMENT

Foundation for Cooperative Housing (FCH)

TECHNOLOGY

Volunteers for International Technical Assistance (VITA)

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*CFI is an independent organization of U. S. fertilizer cooperatives, many of which are also members of CLUSA and ICDA, established in 1968 to assist Indian cooperatives build a fertilizer cooperative in India.

TESTED SKILLS AND CAPABILITIES

The PRDS-administered organizations draw on many hundreds of members and related organizations to furnish technical services required by A.I.D. for specific overseas assignments.

The table on the opposite page shows what each organization has done or is capable of doing. Mark "X" indicates categories to which specific professional talents and technical skills have been assigned. Mark "O" indicates categories in which the organizations have proven capabilities.

In addition to the capabilities listed, these organizations have provided experts in such specialties as tourism, public-market planning, hotel management, handicraft and cottage industries and library methods, as well as in the more general fields of manufacturing and distribution, agri-business and related processing, storing and distribution activities, credit and finance, wholesale-retail merchandising, and fertilizer production and distribution.

SKILLS AND CAPABILITIES OF PRDS CONTRACTORS X—Skills already utilized overseas O—Skills contractor can furnish	AF 1	CLUSA 2	CFI 3	CIPM 4	CUNA 5	FUIAC 6	FCH 7	ICDA 8	ICTC 9	IESC 10	NLISA 11	NRECA 12	VA 13	VITA 14
AGRICULTURE														
Agricultural Credit	O	X			X	X		X	X					
Agronomy									X					X
Cooperative Research	X	O			X		O		X	O				O
Grain Storage		O				X	X			X				X
Grain Marketing		O				O	O			X				X
Livestock Marketing		O				X		X		X				X
Poultry Production		O				O		O		X				X
Rural Electrification										X		X		O
EDUCATION														
Chemistry									X					X
Economics	X						O		X		O			X
General Training	X	X	X		X	X	X	X	X	X	X	X	X	X
MANAGEMENT														
Audit and Accounting		O		X	X					X	X			X
Business Management		X		X		O	X	O		X	X			X
Feasibility & Survey Analysis		O	X	X	X	O		O	X	X		X		O
Geology								O		X				X
Industrial Engineering			X	X						X				X
Prod. Management & Engineering	X			X						X		X		
Real Estate Appraising			X				O			X	O			
Supermarket Managment		O		X				O		X				
Sales Management				X			O			X	O			
CAPITAL MOBILIZATION AND BANKING														
Banking		X			X	X		O		X	X			
Credit Unions	X	O			X	X		O						
Financial Analysis		O	X	X	X	O		O	O	X	X	X		
Insurance Actuaries		X			O	O				X				
Mortgage Finance		O	X	O	O	O		O		X	X			
Savings and Loan										X	X			
Stock Exchange Counseling				O						X				
HOUSING AND URBAN DEVELOPMENT														
Architecture			X				X			X	X			
Community Planning	X						O			X	O			X
Construction and Inspection			X				X			X	X	X		O
Housing	X						X			X				X
GENERAL														
Legal Counseling	X	O				X	X	O		X				X
Public Administration	X			O						X				

1/ Asia Foundation; 2/ Cooperative League of USA; 3/ Cooperative Fertilizers International; 4/ Council for International Progress in Management, Inc.; 5/ CUNA International, Inc.; 6/ Farmers Union International Assistance Corporation; 7/ Foundation for Cooperative Housing; 8/ International Cooperative Development Association; 9/ International Cooperative Training Center; 10/ International Executive Service Corps; 11/ National League of Insured Savings Associations; 12/ National Rural Electric Cooperative Association; 13/ Voluntary Agencies; 14/ Volunteers for International Technical Assistance.

AGRICULTURAL COOPERATIVE DEVELOPMENT INTERNATIONAL (ACDI)

ACDI represents a merger of Farmers Union International Assistance Corporation (p. 14) and International Cooperative Development Association (p. 16). These two A. I. D. contractors have worked with U. S. cooperatives and farm organizations, and assisted with A. I. D. -financed credit, agricultural and cooperative projects. ACDI will take over these activities.

The significance of this to A. I. D. is that the merger will provide a much improved service and a wider range of resources. It creates a strong, central organization representing hundreds of U. S. cooperatives for assistance.

AGRICULTURAL RESOURCES ON TAP

ACDI members are large regional and federated cooperative organizations with a vast range of capabilities. These enterprises have more than $1.5 billion in combined assets. Three organizations rank among the 500 largest U. S. corporations.

Each member in ACDI (currently 24) is represented on its board. This brings large farmer-owned agri-businesses from all parts of the U. S. into direct participation with A. I. D. The involvement of top-level cooperative personnel in ACDI's meetings help to strengthen partnership arrangements with A. I. D., increase the scope of direct cooperative assistance to counterpart organizations overseas, and develop better use of resources for specific project requirements.

This agricultural-oriented group can assist Bureaus and Missions to become familiar with farmer-based agri-businesses and to examine more fully how their available resources can strengthen A. I. D. 's technical assistance programs.

These enterprises have an extensive history of organizing people's movements out of which successful businesses grew. The programs have strong social impact, involve many people and help them build their own institutions.

THEY OWN WHAT THEY BUILD

U. S. farmers have developed organizations for practically every kind of agricultural enterprise. Through the organizations in ACDI, they own and operate their own oil wells, refineries, fertilizer plants along with sources of raw materials, manufacture a growing number of items, and distribute farm supplies and equipment through many thousands of retail outlets.

They also operate insurance companies, super-markets, telephone and electric power companies, carry on extensive training and education programs and maintain legislative offices in Washington.

ACDI can furnish bureaus and missions with experienced specialists and technicians by drawing on its members' resources.

ASIA FOUNDATION

The Asia Foundation, based in San Francisco, has been conducting economic, social and cultural programs in Asia since 1954. The Foundation's assistance is granted in response to Asian requests and to projects designed and carried out by Asians and has been particularly active in assisting private institutions.

A partial program support grant to the Foundation in 1969 is in line with A.I.D. policy to encourage privately programmed and managed technical assistance with major emphasis in the following program areas:

1. Law and Public Administration: provides assistance to educational institutions, professional groups, training and study grants.

2. Education and Human Resources: university development, including regional seminars for administrators; for support of secretariats of regional agencies; for curriculum reform; for student guidance activities; for special programs for national minorities; for educational and manpower surveys and planning.

3. Book Programs, Library Development, Local Publishing: The Books for Asian Students program, geared to needs of particular schools and libraries; library training and rural library development; translation and other support for local language books.

4. Assistance to strengthen professional groups in Asian countries, regional associations and interchange with U.S. counterparts.

5. Asian Regional Cooperation and Development: support for regional training facilities in rural development, educational radio and TV, science education; international conferences on Pacific trade; aid to various regional Asian organizations.

6. Voluntary Community and Other Private Organizations Related to Development: Aid to youth groups, cooperatives and credit unions; women's social service organizations; community development in both rural and urban areas; groups interested in vocational training.

Requests for information on the above or other program areas may be referred to the field offices, to the Foundation headquarters or to AID/W Office of Private Resources.

COOPERATIVE FERTILIZERS INTERNATIONAL (CFI)

CFI is an independent association organized by U. S. farmers' cooperatives in 1968 to assist in financing and constructing fertilizer cooperatives in India and other developing countries. It has no contract with A. I. D.

The members have so far pledged $1. 4 million for technical assistance to launch a $119 million Indian fertilizer cooperative and to get construction started in 1969 if possible. The association states it has $55 million in private U. S. capital committed and available to purchase U. S. supplies and equipment.

INDIA FERTILIZER

Present plans call for construction of the Indian project to begin in 1970 with completion targeted for 1972. The plant is designed to produce 800, 000 tons of fertilizer per year, reduce fertilizer prices to farmers by $165 million, and pay for itself in 12 years, when it will be owned debt-free by Indian farmers.

The go-ahead signal awaits final clearance by the Indian government and general agreement on the terms of the loans by the Indian government, Indian and U. S. cooperatives, the Bank of America which is arranging the financing with funds from U. S. private banks and insurance companies.

CFI was organized following preliminary fertilizer surveys in India by members of U. S. fertilizer cooperatives. These early studies were assisted by A I. D. grants and undertaken jointly by the International Cooperative Development Association and the Cooperative League of USA. Members of these two organizations took the leadership in establishing CFI to give more emphasis to the India fertilizer project. It is a non-profit association.

FEASIBILITY STUDIES

Present membership of CFI is composed of 22 regional cooperatives. It includes some of the largest fertilizer distributors in the U. S. CFI is prepared to assist developing countries in determining the feasibility of establishing other fertilizer cooperatives.

CFI relies on its own members, or Central Farmers, a U. S. fertilizer cooperative of regional associations with annual sales of over $100 million, for all technical assistance and know-how in its overseas projects.

COOPERATIVE LEAGUE OF THE U.S.A. (CLUSA)

CLUSA is a national organization of U.S. cooperatives with over 20 million members. It operates no enterprises itself, but serves as a focal point for social, economic and legislative action. It provides educational, training and information services, and sponsors seminars and conferences for U.S. cooperatives.

CLUSA's international work began after World War II, with a fund-raising drive to assist European cooperatives. Help to developing countries started in India in 1954.

DOLLAR CONTRIBUTIONS

From 1963 to 1967, CLUSA spent $1,788,000 for international cooperative assistance. Its annual commitment now averages $350,000.

CLUSA draws considerable support - both technical and financial help - from its larger, regional members, which are engaged in insurance, manufacture and distribute farm supplies and equipment, operate oil wells, refineries, fertilizer plants, and are in joint enterprises with other cooperatives.

Under A.I.D. contract, CLUSA conducts country surveys, program development projects, training and educational courses, develops new cooperatives and operates existing ones, and provides management expertise.

It has furnished technical assistance to missions in Bolivia, Brazil, Chile, Colombia, Ecuador, Guatemala, Panama, Peru, Nigeria, India and Korea, and operated a Latin American task force covering a dozen countries.

TECHNICAL CONTRIBUTIONS

CLUSA participated in the development of and has given leadership to the following A.I.D. supported projects:

1. The Organization of the Cooperatives of America (OCA).
2. The Fund for International Cooperative Development (FICD).
3. The International Cooperative Development Association (ICDA).
4. CARE.
5. The Inter-American Cooperative Finance Society (SIDEFCOOP).

CLUSA helped create an international consortium to develop insurance cooperatives in Latin America. In Italy, it furnished seed capital for a cooperative bank (IFCAI) to assist cooperatives unable to obtain financing. It has made small impact loans to Latin American cooperatives.

In India, CLUSA helped establish 67 regional training centers and a National Cooperative College, 15 credit and community development projects, oilseed processing cooperatives and seed-distribution centers.

COUNCIL FOR INTERNATIONAL PROGRESS IN MANAGEMENT, INC. (CIPM)

CIPM was founded in 1933 by a group of U. S. business and professional leaders. Its purpose is to assist in the worldwide development of professional management personnel. It is the official U. S. affiliate of the Conseil International pour l'Organization Scientifiquies (CIOS), established in 1924 under the leadership of Herbert Hoover and Thomas Masaryk.

Focused on international operations, CIPM developed valuable experience in foreign economic and industrial development and in management development. It has provided assistance to U. S. foreign aid programs in 40 countries since 1950, but continues its own self-funded activities.

DEVELOPING PRIVATE INSTITUTIONS

A PRDS grant to CIPM now permits it to expand its privately-managed and financed programs. These programs aim at establishing and developing private institutions which will help sustain the growth of private enterprise and encourage industrial development in host countries. These objectives are consistent with A. I. D. 's priority goals.

CIPM is assisting regions and missions in planning, developing, recruiting, organizing, or conducting industrial or commercial programs with those purposes in mind. It is now undertaking privately-managed activities, assisted in part by the grant, in Morocco, Thailand, Ecuador, Paraguay, Nigeria, Mexico, Panama, Colombia, Peru, Argentina, Brazil, Venezuela and Indonesia.

CIPM continues to handle special categories of participants in the U. S. for training. In addition, it provides consultants for short-term overseas needs and organizes teams of industrial executives to conduct management seminars in developing countries. More than 700 experts have gone to 40 countries on such missions in recent years.

MEMBERS FURNISH EXPERTS

These experts are drawn largely from CIPM's membership, consisting of more than 100 U. S. corporations, educational institutions, foundations and professional associations.

CIPM assists the International Executive Service Corps on an informal basis. It is engaged in the Inter-American Investment Development Center program, aimed at creating opportunities for profitable joint ventures between Latin American entrepeneurs and U. S. business.

It is the coordinating body for the U. S. private sector program; Private Enterprise Fellowships, which annually awards 60 fellowships to students from 26 developing countries for training in the U. S.

CUNA INTERNATIONAL, INC. (CUNA)

CUNA is a worldwide association of credit union leagues and federations with more than 40 years of experience in credit union development.

The United States, birthplace of CUNA International, is the center of worldwide credit union development. This country has 19 million of the world's 30 million members and 23,000 of the world's 52,000 credit union and thrift societies.

CUNA's broad purpose is to carry on educational programs to promote, encourage and foster the organization and development of credit unions at home and abroad. A portion of members' annual dues are set aside for overseas development and training programs.

BUILDING IN 70 COUNTRIES

CUNA's World Extension Department has assisted in organizing credit unions in 70 countries since 1954. It is prepared to furnish experienced and professional credit union personnel to help more than 90 countries in the Free World establish credit union programs.

Its first contract with A. I. D. in 1962 was to assist in developing credit unions in Latin America. It has organized credit union federations in Peru, Venezuela, Colombia, Brazil, Bolivia, Ecuador, Guatemala, Honduras, Costa Rica, Panama, Nicaragua, El Salvador, and fostered societies in the Dominican Republic, Guyana, Paraguay and Uruguay.

The success of these programs is demonstrated by the fact that organization goals have been fulfilled in Peru, Colombia and Venezuela, and A. I. D. has phased out its technical assistance activities in these countries.

MOBILIZING NEW CAPITAL

CUNA has estimated that for every dollar of technical assistance cost to A. I. D. more than $20 of new capital has been mobilized among Latin American credit union members. In 1962 there were 432 credit unions with 129,000 members and savings of $4.2 million. Presently, there are more than 2,500 credit unions with 750,000 members and $54 million in member savings. The 1972 goal is 5,000 credit unions, 2.2 million members and savings of $152 million.

Credit union development has also been assisted by A. I. D. in the East African countries of Tanzania, Uganda and Kenya. CUNA has provided also its own manpower in these countries, as well as programs in the Philippines and Korea.

Congress has authorized $1,250,000 in extended risk guaranty coverage for U. S. credit unions wishing to make loans assisting credit unions in developing countries.

FARMERS UNION INTERNATIONAL ASSISTANCE CORPORATION (FUIAC)*

FUIAC is a non-profit organization incorporated in Washington, D. C. by the National Farmers Union to provide technical assistance to rural people in developing countries.

FUIAC has recruited technicians to organize and manage agricultural cooperatives, cooperative banks, and credit and thrift societies, to conduct training courses and prepare visual aids, to provide guidance and support to farm institutions in credit, poultry, grain and livestock and to conduct surveys and supervise regional coordination of these activities.

It has been called on to serve the Missions in Colombia, Chile, Peru, Bolivia, Venezuela, Tunisia, Dahomey, Uganda, Kenya, Philippines, India, Vietnam, Nepal and Thailand.

The most promising developments are in Uganda, where coffee and cotton marketing cooperatives, credit societies, a budding minor crops cooperative, and farm supply centers have been developed on a national basis to serve 500,000 rural families, and in Nepal, where simple storage and marketing facilities are being created to increase grain production, stabilize prices and improve distribution to the people.

FARMERS FURNISH TECHNICIANS

FUIAC draws heavily on the National Farmers Union and its associated cooperatives for know-how and manpower on these overseas projects.

The National Farmers Union has a membership of 275,000 families. It has been active for over a half-century in organizing cooperatives in the U. S. It operates its own life and casualty insurance company. Its cooperatives are heavily invested in facilities, and market agricultural and livestock products, store and process cereals and oil seeds, produce, refine and distribute petroleum products, manufacture fertilizer, farm chemicals, animal feeds, as well as sell a wide range of farm machinery and supplies to members.

ON-THE-FARM TRAINING

FUIAC has for a number of years placed young farm and cooperative leaders from Latin America and French-speaking African nations on U. S farms to live-and-learn with farm families, and get a first-hand exposure to democratic processes

FUIAC, through National Farmers Union, is associated with the International Federation of Agricultural Producers representing 36 nations.

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*FUIAC and International Cooperative Development Association have merged to form Agricultural Cooperative Development International. 10/30/68.

FOUNDATION FOR COOPERATIVE HOUSING INTERNATIONAL (FCH)

FCH was organized as a non-profit foundation in 1950 FCH Company, Inc , its wholly owned subsidiary, which is concerned with planning, organization and management of cooperative housing in 20 states, became involved in overseas work in 1961 FCH International was organized in 1965 to carry out expanded international programs.

Under a worldwide A. I. D. agreement, FCH International has provided services for 29 task orders in Latin America and Africa Technical, assistance has been provided for A. I. D. in Argentina, Bolivia, Brazil, Chile, Colombia, Peru, Central American republics, Venezuela, Cameroon, Ethiopia, Gabon, Kenya, Libya, Malawi, Sierra Leone, Sudan and Tunisia, for the Inter-American Development Bank in Bolivia and the Ecuadorian Housing Bank in Ecuador.

HOUSING SERVICES

FCH has provided A. I. D. with long-term technical assistance personnel and supporting specialists for regional and urban planning, development and settlement; organization and construction of cooperative housing; planning and mobilization of financing; preparation and development of legal policies; and for programs of education and training of cooperative leadership, membership and management

LESSONS FOR OVERSEAS

There are over 2, 175 cooperative housing projects in the U. S. valued at $1. 7 billion and providing homes for 135, 000 families. FCH has translated the experiences it has had with these cooperative housing projects into valuable technical assistance services that fit the development housing needs overseas.

Its cooperative housing projects have ranged from large cooperative apartment complexes and middle-class homes to $300 rural dwellings produced with self-help labor.

Although FCH has no official ties with the American Institute for Free Labor Development, it cooperates with labor's housing program. The AFL-CIO supported Institute has developed housing projects for union members in Mexico, Honduras, the Dominican Republic, Colombia, Chile, Uruguay, Argentina and Venezuela. A. I. D. has earmarked a housing guaranty of $72 million for the Institute's program, of which $12 million has been obligated and $22 million committed.

INTERNATIONAL COOPERATIVE DEVELOPMENT ASSOCIATION (ICDA)*

ICDA can place at A. I. D. 's service the resources of 20 large regional cooperatives, whose officers serve as its directors.

These executive and management people desire to work with A. I. D. to show how their organizations can help, especially in programs which have as their broad purpose agricultural improvement, capital accumulation, community development and institution building. ICDA can also furnish technicians with nuts-and-bolts know-how for specific projects from these and related organizations.

ICDA has assisted USAID Missions with surveys and feasibility studies. It has also provided leadership and management training, recruited technicians and management personnel, and devised methods for raising capital to encourage private growth in developing countries.

AGRICULTURE-ORIENTED TASKS

Its main assistance has been agriculture-oriented. This is consistent with the interests of its cooperative-members. These non-profit agri-businesses are in many kinds of enterprises and have combined assets of more than $1. 3 billion.

ICDA is presently developing an International Cooperative Service Corps, to provide middle-level and retired cooperative executives for overseas services, either at the request of USAID Missions or private associations in developing countries.

FERTILIZER DEVELOPMENT

Its early assistance to help Indian cooperatives establish fertilizer cooperatives led to A. I. D. financed preliminary surveys and the creation of Cooperative Fertilizers Incorporated. These efforts have interested private U. S. investment capital, with one financial institution prepared to negotiate a $55 million loan, which if approved would likely be covered by an AID/PRR extended risk guaranty.

In Honduras, ICDA assisted in developing a nation-wide cooperative program; in Colombia, it assisted in improving dairy production and distribution, and in organizing wholesale and retail food outlets, and in Jamaica in developing dairy herds and a dairy industry.

It has made feasibility studies on fertilizer production in Uruguay, wholesale cooperatives in Chile, and chain stores and super-markets in Iran.

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*ICDA and Farmers Union International Assistance Corporation have merged to form Agricultural Cooperative Development International 10/30/68.

INTERNATIONAL COOPERATIVE TRAINING CENTER (ICTC)

ICTC was established at the University of Wisconsin under A. I. D. contract in 1962 at the urging of a group of U. S. cooperative leaders. Its purpose is to serve in a liaison capacity with cooperatives in planning and supervising the field training for participants from developing countries studying cooperatives in the U. S.

This purpose has been well carried out at the Center. It continues to plan and conduct training programs, and supports field training in cooperatives and related fields. Americans preparing for work in cooperatives overseas are now included with foreign participants as students.

STUDENT JOB TRAINING

Students who wish on-the-job experience can select one or more cooperatives from the roster of 575 which have volunteered their services. Dollar value of time contributed by these cooperatives in arranging tours, lecturing to groups or working with individual participants is estimated at between $25, 000 and $50, 000 annually.

International Cooperative Training, Inc., a 26-member advisory committee of cooperative leaders, maintains offices in Madison, Wisconsin, and works closely with the Training Center. It counsels on cooperative matters and enlists active support of U. S. cooperatives for on-the-job training for participants.

FLEXIBLE PROGRAMS

The Center works closely with A. I. D. 's Office of International Training. Operating with considerable flexibility, it is able to tailor its courses to the particular requirements of bureaus and missions. Much of the training cost normally borne by the missions is absorbed in the basic agreement. Approximately 1, 000 participants from 60 countries have attended ICTC in the first six years.

The ICTC is equipped to make studies of cooperative Bureaus and Missions. Thus far its members have made reports on cooperative training in Tunisia, cooperative education in India, and agricultural cooperatives in Argentina, Korea and Thailand.

INTERNATIONAL EXECUTIVE SERVICE CORPS (IESC)

IESC is a private, non-profit executive task force of top U. S. business leaders. It was established with a grant from A. I. D. It has provided technical and management know-how for business concerns and certain government institutions in 45 developing countries.

The first IESC volunteer went overseas in 1963. There are now 4, 700 volunteers on call.

In fiscal year 1968, IESC received more than 800 requests for business assistance. Its goal is to initiate 500 new projects each year, selected from applications received.

AMERICAN BUSINESS VOLUNTEERS

IESC's unpaid representatives, mostly the principal officers and personnel directors of more than 170 U. S. corporations in 63 cities, help identify qualified volunteer executives. Among volunteers who have accepted or will accept assignments are more than 200 senior corporation executives including 53 former chairmen and presidents. Over 300 U. S. corporations are now represented by returned IESC volunteers.

Requests for assistance normally come from businessmen overseas. There also is an increasing appreciation of IESC's services by Missions. Some have already turned to it as a reservoir for hard-to-find skills to assist the private sector in developing countries.

KINDS OF ASSISTANCE PROVIDED

Currently, 52% of the projects are in Latin America. Twenty percent of all projects are in agriculture and food processing. Textiles, banking and general goods production are next in order of emphasis. The greatest demand for assistance is in production techniques and planning with general administration, financing and marketing following in that order.

Most of the projects are on a business-to-business basis. IESC charges its clients a fee for its services. Although the fees seldom cover costs, payments amounted to approximately $1 million in 1967.

AID grants finance the direct costs of overseas projects. The grant was $2. 8 million in fiscal year 1968. The remaining support came from 145 corporations which contributed $350, 000, from gifts by individuals and foundations totaling $250, 000 and from service fees from overseas clients of approximately $1 million.

NATIONAL LEAGUE OF INSURED SAVINGS ASSOCIATIONS (NLISA)

NLISA represents over 400 U. S. federally insured savings and loan associations. It draws on these associations for top managerial talent to establish and strengthen savings and loan associations in the developing countries.

NLISA furnishes Bureaus and Missions with short term and long term specialists in all phases of the housing finance field. These include: guidance on legislation necessary for the establishment of savings and loan systems, organization of individual savings and loan associations, both mutual and stock, mortgage lending practices and teller operations.

PROMOTING THRIFT AND HOMES

Twenty-one countries have received technical assistance from NLISA under A. I. D. agreements. Its main objectives in all of the countries is to promote thrift and home ownership, develop strong savings and loan associations and systems; establish and maintain educational activities, and encourage capital formation.

NLISA has concentrated its efforts in Latin America, but now maintains an office in Tunisia headed by an AID/NLISA regional African inspector to provide construction inspection of a $35 million housing guarantee program in seven African countries.

In Latin America, rapid progress has been made in nine countries. In the past seven years, savings and loan financing has gone into 60, 000 new homes. Savings by 600, 000 individuals amount to $185 million. Ten years ago there were no private financial institutions in Latin America created to help a growing middle-class build or buy homes. Now there are 94 private home-financing organizations.

INVESTMENTS FOR LATIN AMERICA

U. S. savings and loan associations have pledged $16 million for investment in Latin America under A. I. D. 's guarantee program. Applications from Latin American private home-financing institutions are being processed by A. I. D.

NLISA conducts training programs for A. I. D. technicians, Peace Corps Volunteers and participants brought to this country by A. I. D.

Two other U. S. savings and loan organizations with A. I. D. contracts are the American Savings & Loan Institute, Chicago, which provides assistance in contract compliance in the Latin American housing guaranty program, and the Washington Federal Savings & Loan Association, Miami, which provides assistance in the Latin American housing guarantee program, mainly fiscal surveillance and as fiscal consultants.

NATIONAL RURAL ELECTRIC COOPERATIVE ASSOCIATION (NRECA)

NRECA is a nation-wide private service organization. It represents nearly 1,000 rural electric cooperatives in 46 states. These electric cooperatives serve approximately 22 million people. Their assets are in excess of $5 billion.

Eight NRECA employees in Washington are involved fulltime on A.I.D. programs. NRECA also draws on member rural electric systems as well as its own staff of 170 persons for technical and managerial personnel. Of the more than 60 specialists who have served overseas under AID/NRECA agreements, 44 are from member cooperatives.

NRECA can turn to almost any part of the U.S. for specialists experienced in all phases of rural electric organization and management, especially as they relate to electric cooperatives or community development. It can also provide management institute-type training for groups and consulting assistance for individual cooperatives.

COUNTRIES SERVED BY NRECA

NRECA has completed 59 task orders with A.I.D. in 22 countries plus four regional activities. It has helped to organize and develop 30 rural electric cooperative systems in 12 countries.

Long-term projects are in Nicaragua, Ecuador, Brazil, Colombia, Costa Rica, Peru, Vietnam, and the Philippines. A.I.D. has authorized more than $28 million in loans for development of rural electric cooperatives, exclusive of Vietnam.

WHAT NRECA STAFF OFFERS

The Missions are able to draw on the skills and capabilities of NRECA's professional staff in the field of rural electrification for feasibility studies, research in technical and legislative matters, training of operating and management personnel, management services, membership education, and sales and services.

NRECA each year conducts a four-months training program for foreign participants, mostly from Latin America. It also offers in-country training. Training is a major part of every rural electric development to enable host-country counterparts to take over management and operations as quickly as possible.

REGISTERED VOLUNTARY AGENCIES

The people of the U. S., through private voluntary agencies and non-profit organizations, have maintained a long tradition of help to people overseas.

Of the more than 500 U. S. voluntary organizations supporting overseas programs, 78 are registered with the Advisory Committee on Voluntary Foreign Aid. (See list p. 23). This enables them to apply for U. S. Government excess property, surplus commodities in the Food for Freedom program, under Title II of PL 480, and ocean freight for privately donated program supplies.

WIDENED RANGE OF ACTIVITIES

The primary purpose of these organizations is humanitarian assistance. Missions may find it particularly significant that in addition to providing basic relief and emergency help, these U. S. voluntary agencies conduct educational, agricultural, health and self-help activities in some 93 countries.

In recent years, the agencies have complemented short-term quick impact activities with long-range programs. These include the establishment of mutual-aid type of institutions and enterprises. They have provided valuable technical assistance for large-scale agricultural developments among small farmers in the Philippines and India.

Much of this assistance is outside the area of A. I. D. support. These voluntary organizations have established mechanisms overseas with wide experiences in operating programs. USAID Missions have found them well-prepared to cope with many local requests, including food and clothing, which A. I. D. is not equipped to handle.

SUPPLIES DONATED BY AGENCIES

The voluntary agencies donate many supplies, including medicine, drugs, hospital equipment, agricultural tools, machinery, food and clothing. A. I. D. reimburses these agencies for the cost of ocean freight for supplies going to developing countries. Thus the Missions frequently are able to refer requests for local assistance to the best qualified agencies. The agencies also help administer food-for-work programs and A. I. D. incentive grants to small but important local projects.

The Disaster Relief Coordinator is responsible for the combined U. S. Government response to foreign disasters. Many voluntary agencies assist in this field.

The Technical Assistance Information Clearing House provides an inquiry service, compiles directories on voluntary programs overseas which are distributed in Missions.

VITA's volunteer force of 5,000 scientists, engineers and specialist-technicians provides technical inquiry services by mail for small and medium-sized businesses and private nonprofit groups overseas. They have the use of the technical facilities of 200 universities and 800 corporations in the U. S.

A. I. D.'s agreement with VITA in no way affects the technical advice and assistance normally provided by USAID Mission technicians. VITA's services are available to individuals and private and public organizations, as well as to Embassy and Mission staffs.

VITA is particularly equipped to handle inquiries regarding equipment methods, skills or the technology needed to solve problems in production, processing or distribution, as well as designs for improved tools both for industrial and agrarian pursuits. It will also seek to develop systems for the transfer of U. S. technology to the developing countries through village technology handbooks.

WHERE TO SEND INQUIRIES

Inquiries may be directed to VITA through U. S. Embassies and USAID Missions, or mailed directly to VITA headquarters, College Campus, Schnectady, New York 12308. Inquiries are then assigned to selected volunteer specialists for reply. VITA makes no charge to inquirers for its services. Volunteer translators facilitate prompt communications between different language groups.

Inquiries should be (1) quantitative - give measurement costs, materials available, sketches when possible; (2) describe best solution, if any, found nearby, and any limiting social or cultural factors; and (3) indicate a deadline for action.

During the past eight years VITA has provided a link between the technical information needs of developing countries and a large pool of American technical and professional competence working on a volunteer basis.

GROWTH AND NATURE OF ASSISTANCE

Its growth has been exceptionally rapid since 1964. Inquiries have risen from 335 in 1964 to over 3,000 in 1968. Volunteers in this period increased from 1,072 to 5,000 persons.

The nature of assistance rendered: small business 29%; agriculture 25%; community development 22%; food processing 15%; energy sources 6%; and education 3%.

Eighteen U. S. foundations and 38 corporations furnish more than half of VITA's budget. The A. I. D. grant enables VITA to expand its program in support of common development objectives. VITA replaces the contract A. I. D. had with the Technical Inquiry Service of the Commerce Department, which ended June 30, 1968.

REGISTER OF VOLUNTARY AGENCIES

The rules governing the registration of nongovernmental non-profit agencies engaged in voluntary foreign aid are promulgated in Part 203, Chapter II, Title 22, Code of Federal Regulations. Such aid includes projects and services of relief and rehabilitation to needy nationals and refugees in health, education, welfare, agriculture, industry, emigration and resettlement.

The register consists of the following agencies, which are described in detail in the Technical Assistance Information Clearing House directories:

ACCION, International

Aid for International Medicine

America-India Dispensary

American Bureau for Medical Aid to China

American Dentists for Foreign Service

American Emergency Committee for Tibetan Refugees

American Foundation for Overseas Blind

American Friends Service Committee

American Fund for Czechoslovak Refugees

American Institute for Free Labor Development

American Jewish Joint Distribution Committee

American-Korean Foundation

American Middle East Rehabilitation

American Mission to Greeks

American National Committee to Aid Homeless Armenians (ANCHA)

American ORT Federation

American Relief for Poland

Andean Foundation

Assemblies of God-Foreign Service Committee

Boys' Towns of Italy

Brethren Service Commission

Catholic Relief Services - USCC

Christian Children's Fund

Christian Reformed World Relief Committee

Church World Service

Community Development Foundation

Congregational Christian Service Committee

Cooperative for American Relief Everywhere (CARE)

Direct Relief Foundation

Foster Parents' Plan

Friends of Soochow

Dr. Jose P. Rizal Memorial Foundation

Friends of the United States of Latin America

Hadassah

Heifer Project

International Development Foundation

International Educational Development

International Institute of Rural Reconstruction

International Rescue Committee

International Social Service - American Branch

Iran Foundation

Koinonia Foundation

Laubach Literacy

Lutheran Immigration Service

Lutheran World Relief

Meals for Millions Foundation

Medical Assistance Programs, Inc.

Mennonite Central Committee

Mizrachi Women's Organization of America

National Association of the Partners of the Alliance

Near East Foundation

Pan American Development Foundation

People to People Health Foundation (Project HOPE)

Polish American Immigration and Relief Committee

Project Concern

Refuge des Petits

Salvation Army-National Headquarters

Save the Children Federation

Seventh-Day Adventist Welfare Service

Summer Institute of Linguistics

The Thomas A. Dooley Foundation

Tolstoy Foundation

Unitarian Universalist Service Committee

United HAIS Service

United Israel Appeal

United Lithuanian Relief Fund of America

United Missions Air Training and Transport

United Ukrainian American Relief Committee

Vietnam Orphan Care

VITA - (Volunteers for International Technical Assistance)

Volunteer Border Relief

World Neighbors

World Relief Commission, Inc., N. A. E.

World University Service

World Vision Relief Organization

Y. M. C. A. - International Committee

International Division, National Board of the YWCA of the USA

ADDITIONAL SOURCES OF PRIVATE TECHNICAL ASSISTANCE

This brochure describes the resources of non-profit, private organizations with technical assistance agreements administered by PRR/PRDS. These organizations represent only a small part of the private resources which Missions can utilize.

Non-government organizations now have 1, 322 technical service contracts in 67 countries with A. I. D. They, for illustration, tap the resources of 241 colleges and universities, move AFL-CIO manpower to assist labor organizations on three continents, as well as encourage U. S. business and industry to apply their know-how to overseas enterprises.

Missions wishing to make a quick reference to the capabilities of these private organizations, or review their qualifications for specific projects, will find much helpful information in publications such as the following which have been distributed throughout the Agency:

- The Current Technical Service Contracts (W-443),
- A. I. D. -Financed University Contracts (W-442),
- Technical Assistance Information Clearing House Directories, and
- International Guide to Directories on Resources in International Development.

PRR/PRDS is also prepared to assist Missions and Bureaus in procuring additional information on request.