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*BUILDING ALLIANCES FOR SUSTAINABLE SOLUTIONS*



USAID: 2011 Diaspora Forum



USAID: African Diaspora Marketplace Laura Barland, AED



USAID: 2011 Diaspora Forum



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## U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT

Photo by: Karl Grobi, Education Development Center, Inc

**THE UNITED STATES HAS A LONG HISTORY OF EXTENDING A HELPING HAND TO THOSE PEOPLE OVERSEAS STRUGGLING TO MAKE A BETTER LIFE, RECOVER FROM A DISASTER OR STRIVING TO LIVE IN A FREE AND DEMOCRATIC COUNTRY. IT IS THIS CARING THAT STANDS AS A HALLMARK OF THE UNITED STATES AROUND THE WORLD -- AND SHOWS THE WORLD OUR TRUE CHARACTER AS A NATION.**

U.S. foreign assistance has always had the twofold purpose of furthering America's foreign policy interests in expanding democracy and free markets while improving the lives of the citizens of the developing world. Spending less than one-half of 1 percent of the federal budget, USAID works around the world to achieve these goals.

USAID's history goes back to the Marshall Plan reconstruction of Europe after World War Two and the Truman Administration's Point Four Program. In 1961, the Foreign Assistance Act was signed into law and USAID was created by executive order.

Since that time, USAID has been the principal U.S. agency to extend assistance to countries recovering from disaster, trying to escape poverty, and engaging in democratic reforms.

USAID is an independent federal government agency that receives overall foreign policy guidance from the Secretary of State. Our work supports long-term and equitable economic growth and advances U.S. foreign policy objectives by supporting: economic growth, agriculture and trade; global health; and democracy, conflict prevention and humanitarian assistance.

We provide assistance in five regions of the world:

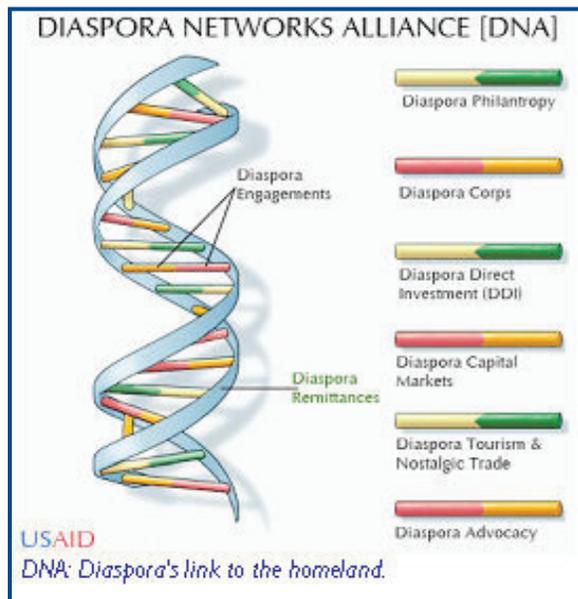
- Sub-Saharan Africa
- Asia
- Latin America and the Caribbean
- Europe and Eurasia, and
- The Middle East.

With headquarters in Washington, D.C., USAID's strength is its field offices around the world. We work in close partnership with private voluntary organizations, indigenous organizations, universities, American businesses, international agencies, other governments, and other U.S. government agencies. USAID has working relationships with more than 3,500 American companies and over 300 U.S.-based private voluntary organizations.

To learn more about USAID visit: [www.usaid.gov](http://www.usaid.gov)

# RESOURCES ON DIASPORA ENGAGEMENT

## AMPLIFYING THE IMPACT OF REMITTANCES



Diaspora communities are being recognized as important stakeholders and potentially powerful actors in international affairs and foreign assistance. These groups and individuals are using their influence and financial resources to contribute to the development of their countries of origin or ancestry. For instance, in 2011 officially recorded remittance flows – person-to-person money transfers – exceeded US\$351 billion worldwide. However, the influence that diaspora communities wield goes far beyond financial transfers and has the potential to extend along the whole spectrum of human development.

Recognizing this untapped potential, in 2009 USAID established the Diaspora Networks Alliance (DNA) framework as a roadmap through which USAID and its private sector resource partners can engage with diaspora communities towards effective programming in the developing countries where it has a field presence. The DNA framework has identified six channels for diaspora engagement.

**Diaspora Philanthropy:** Also referred to as “collective remittances”, these private financial flows are based upon strong personal, cultural, and community ties and offers unique promise for migrants to become directly engaged in development of their home communities. Partnerships have emerged to leverage the collective donations that migrant associations and diaspora networks send to their home countries to finance community development projects.

**Diaspora Volunteerism:** It is estimated that there are 200,000 first and second-generation immigrants amongst the 1 million U.S. residents who spend time volunteering abroad each year. Volunteering organizations have been steadily increasing volunteer opportunities to diaspora community members to encourage them return to their home countries to perform short to long-term public service, bringing specialized and local knowledge to the tasks of economic and social development. Some notable in diaspora volunteerism are the Armenian Volunteer Corps, IndiCorps and American International Health Alliance.

**Diaspora Entrepreneurship:** Standing at the intersection between remittances and enterprise development, diaspora entrepreneurs are demonstrating the willingness and commitment to invest their own financial resources and sweat equity in what are typically characterized as risky markets.

**Diaspora Capital Markets:** Diasporas can provide much needed capital to home economies through various capital market instruments. These include hard currency bank accounts, certificates of deposit, equity and debt funds, bonds, and securitization of remittances. A notable example is a diaspora bond, which is typically issued by a country or a private corporation, to their diaspora communities abroad in order to raise debt capital to finance development projects. Some notable examples are India and Israel, which have successfully raised \$32.4 billion and \$11.3 billion respectively. Several development countries with a sizeable diaspora have the potential to do a similar bond issuance in the future.

**Diaspora Tourism & Nostalgic Trade:** Developing countries receive over 300 million tourists visit each year. Diasporas make up a large portion of this group. In addition to stimulating the local economy they are visiting, diaspora tourists support their home communities by buying nostalgic goods which typically are produced by micro and small-scale enterprises. Greater efforts can be made to promote diaspora tourism and to develop the capacity of the producers of nostalgic goods through value chain development.

**Diaspora Advocacy & Diplomacy:** Increasingly diaspora communities are participating in the policy dialogues of their countries of origin or ancestry and are engaging in cultural, political and commercial activities especially with the use of social media. DNA can help to leverage this important influence through partnerships in support of program areas, such as conflict mitigation, democracy and governance, and institutional development.

# FINANCIAL RESOURCES

## GENERAL GRANT-SEEKING ADVICE FOR NGOs/PVOs

Visit <http://www.usaid.gov/where-we-work> to see if USAID and your organization are currently working in the same country and to ensure that your organization's goals align with the USAID priorities for that country.

NGOs that seek to compete for USAID grants and cooperative agreements must be registered in USAID's Private Voluntary Organization (PVO) online registry. Funding for Disaster assistance and sub-grants or subcontracts, are generally not subject to this requirement. To learn more, visit USAID Private Voluntary Cooperation (PVC) web site at [www.usaid.gov](http://www.usaid.gov): search keyword **PVC**.

USAID seeks to work with partners willing to collaborate with other organizations. Explore the PVO registry at [www.pvo.net/usaid/](http://www.pvo.net/usaid/) and research USAID-funded groups that you may want to partner with to complete common development objectives. Alliances with other organizations can make your organization more competitive when applying for funding.

Establish a relationship with the USAID Mission in the countries where you work; set up meetings with them and invite them to see your operation.

Sign up for the International GrantStation Insider at [www.GrantStation.com](http://www.GrantStation.com). This monthly newsletter provides the latest information on new funding programs and upcoming grant deadlines, as well as general information that benefit all grant-seekers.

## FOR BUSINESSES

All companies must register with the Central Contractor Registration (CCR) at: [www.ccr.gov](http://www.ccr.gov)

The U.S. Government has two central web portals for companies interested in business opportunities. When USAID posts solicitations, notices of contract opportunities and corresponding solicitations are available at FedBizOp at [www.fbo.gov](http://www.fbo.gov), the single source for federal procurement opportunities. Notices of federal grant and cooperative agreement opportunities are listed at [www.grants.gov](http://www.grants.gov).



USAID:AFP

# GRANTS AND COOPERATIVE AGREEMENT (ASSISTANCE)

## ALIGNING INITIATIVES, CREATING GREATER IMPACT



USAID: Guatemala

**Award Eligibility:** The solicitation officer (RFA/RFP) will identify who may be eligible for an award. Before USAID awards a grant or contract, it must make a determination based on the following types of information obtained from the applicant or other available sources:

- Proof of financial resources to perform the project, or the ability to obtain them.
- If no audited financial statements are available, USAID may perform a pre-award survey.
- Projected budget, cash flow, organizational chart, and past performance references.
- Applicable policies and procedures of the potential partner (e.g., accounting, personnel, purchasing, property management).
- If a USAID Contracting or Agreement Officer cannot make a positive, pre-award determination, a formal selection survey involving a pre-award audit of the business will be required.

USAID generally undertakes direct assistance programs to benefit developing countries through competitive grants and cooperative agreements. This ensures that all activities are concentrated on specific objectives to maximize impact and that they are consistent, mutually reinforcing, and draw support from the best available sources. The Agency publishes Annual Program Statements (APS) and Requests for Assistance (RFAs) on [www.grants.gov](http://www.grants.gov) to advertise competitive assistance programs.

**APS** is a channel through which local, national and multinational corporations of any size, both U.S. and foreign owned, can propose innovative public-private partnerships that achieve their core business goals, while also enabling USAID to accelerate and exponentially increase the impact of our foreign assistance investments. Visit: [www.usaid.gov](http://www.usaid.gov): search keyword **APS**.

**RFAs** invite interested parties to submit competitive applications for USAID assistance and explain what the application should contain, how it should be written and the evaluation criteria to be used.

## ACQUISITIONS AND CONTRACTS

USAID also does business through a variety of federal contracting mechanisms. For more information on USAID assistance or contracts, please visit [http://transition.usaid.gov/business/business\\_opportunities/](http://transition.usaid.gov/business/business_opportunities/).

**Contracts (Acquisitions).** These are subject to the Federal Acquisition Regulations (FAR), the USAID Supplement to the FAR (AIDAR), and applicable portions of USAID's Automated Directives System (ADS).

**FedBizOpps (Federal Business Opportunities)** are for procurement opportunities over \$25,000. Government buyers are able to publicize their contract opportunities by posting information directly to FedBizOpps [www.fbo.gov](http://www.fbo.gov). Commercial vendors seeking federal markets for their products and services can search, monitor, and retrieve opportunities solicited by the entire federal contracting community. Acquisitions for contract actions are posted directly to FedBizOpps by registered USAID federal users. Posts include Requests for Proposals (RFPs), Invitations for Bids (IFBs), and Requests for Quotations (RFQs).

**Personal Services Contracts (PSCs).** Under a PSC, a contractor is treated very much like civil service staff, frequently performing the same or similar work. USAID hires people under PSCs to work in a variety of fields, both in USAID/Washington and in USAID Missions worldwide.

**Small Businesses:** USAID's Office of Small and Disadvantaged Business Utilization and Minority Resource Center (OSDBU/MRC) serves as an advocate and advisory office within the Agency for U.S. small businesses, small disadvantaged businesses, women-owned small businesses, HUB Zone small businesses, and service-disabled veteran-owned small businesses. Learn more about this service and opportunities for your small business at: [www.usaid.gov/business/small\\_business/](http://www.usaid.gov/business/small_business/)

## GLOBAL DEVELOPMENT ALLIANCE

USAID's Global Development Alliance (GDA) division is the Agency's public-private partnership hub, which works to enhance development impact by mobilizing the ideas, efforts, and resources of the private sector. GDA uses the Global Development Alliance model to form alliances between two or more parties to jointly define and address a development issue. Alliance partners share resources, risks, responsibilities and rewards in pursuit of common objectives. GDA issued its APS in January 2011. For information on the application process visit the GDA Web site at: <http://idea.usaid.gov/organization/gp>.



USAID:AFP, Jay Directo

## ADDITIONAL INFORMATION

### UNSOLICITED PROPOSALS

USAID is always looking for those who can contribute new ideas consistent with the Agency's development assistance objectives in the countries where we work. USAID prefers to issue competitive awards whenever possible in order to ensure that we achieve the best value and strongest solutions from those who can deliver the desired results. While we accept unsolicited proposals for review, potential offerors should be aware that only in highly exceptional cases are such proposals likely to be funded. Unsolicited Proposals are expected to be for new, unique, and innovative activities that would not otherwise be "an advance proposal for a known USAID requirement that can be acquired by competitive methods." Please ensure that you are familiar with USAID's country- or regional-based programs prior to submission.

To submit a hard-copy unsolicited proposal to USAID, carefully read the requirements for submission provided at: [http://haiti.usaid.gov/opportunities/docs/guidelines\\_for\\_unsolicited\\_proposals.pdf](http://haiti.usaid.gov/opportunities/docs/guidelines_for_unsolicited_proposals.pdf)

**For Contracts:** All unsolicited proposals requesting funding for a contract should be sent to:

USAID, Evaluation Division (M/OAA/E)  
1300 Pennsylvania Avenue, N.W.  
Washington D.C. 20523  
Attn: Evaluation Division Chief  
Please clearly mark the envelope:  
**"Re: Unsolicited Proposal."**

**For Grants, Cooperative Agreements:** All unsolicited applications for grants and cooperative agreements can be submitted via email or hard copy to the appropriate USAID Mission or office. Check the USAID website for contact information or write to:

U.S. Agency for International Development  
Bureau/Office Name  
Point of Contact (if known)  
1300 Pennsylvania Avenue, NW.  
Washington, DC 20523-7803test

### CENTER FOR FAITH-BASED AND COMMUNITY INITIATIVES

USAID is committed to working with faith-based organizations by developing the Center for Faith-based and Community Initiatives (CFBCI) to better equip faith-based and secular community development organizations as they provide assistance around the world. CFBCI works as a bridge between small nongovernmental organizations and USAID, connecting groups with relevant points of contact at USAID and informing groups of various partnership opportunities on a range of development challenges. In addition, the CFBCI strongly encourages collaboration among the people and organizations addressing a multitude of development issues around the world. To contact CFBCI, e-mail: [cfbc@usaid.gov](mailto:cfbc@usaid.gov).



USAID:AFP, A Majeed

# HOW USAID USES DIFFERENT FUNDING MECHANISMS

**Indefinite Quantity Contracts (IQCs)** do not specify definite quantities or delivery at the time of the award. They are sector-based contracting mechanisms used by USAID to simplify procurement processes for USAID Missions and Bureaus. IQCs enable USAID to rapidly secure services from a preapproved list of contractors. Organizations may find it beneficial to work as subcontractors with preapproved contractors to fulfill their objectives in certain countries.

**Cooperative Agreements** allow the government limited participation in the recipient's assistance program. This participation is limited to approval of the implementation plan and key personnel, participation or collaboration in advisory committees on technical or programmatic issues, concurrence on substantive provisions of sub-awards, approval of monitoring and evaluation plans, and Agency monitoring to permit specified directions or redirection because of inter-relationships with other projects.

**Leader With Associated Cooperative Agreements (LWAs)** are single agreements between USAID and a prime awardee, or "leader," that are vested with central funds. USAID Missions and Regional Bureaus can negotiate and fund multiple "associate awards" associated with the program description under the leader award.

**Associate Awards** are grants that USAID Missions award under a LWA agreement between the "leader" and USAID. Associate awards are issued without going through a competitive or sole-source justification process; thus they allow USAID Missions and Bureaus to quickly and easily access technical support in response to development challenges. All associate awards are initiated by the local USAID Mission, and leader partners are strongly discouraged from approaching the Mission with unsolicited work ideas.

**Interagency Agreements (IAAs)** are agreements through which one government agency obtains supplies or services through another government agency. The agency providing the supplies or services often uses the funds to award contracts and/or grants. Services or supplies obtained through IAAs are unique to the servicing agency and are not found commercially.

**Partial Credit Guarantees** allow USAID to use credit for any development purpose specified by the Foreign Assistance Act. They cover up to 50 percent of the risk in lending to projects that advance USAID objectives and catalyze developing-country private sectors to expand investment in local development activities. USAID Missions are the primary contact for obtaining these loans, although the Development Credit Authority can issue loan guarantees to private lenders, particularly for local currency loans.

**Grants Under Contract** use a contractor to manage a grants program when it is not feasible to use USAID's direct grant award processes. These grants are awarded to NGOs. USAID is significantly involved in the contractor's selection criteria and choice of grant recipient. USAID grant requirements apply to contractor-issued grants, and contractors are not allowed to award cooperative agreements.

**Blanket Purchase Agreements** are basic ordering agreements negotiated between a contractor and an agency, contracting activity, or contracting office, containing (1) terms and clauses applying to future contracts (orders) between the parties during its term; (2) a description, as specific as practical, of supplies or services to be provided; and (3) methods for pricing, issuing, and delivering future orders under the basic ordering agreement. A basic ordering agreement is not a contract.

## STAY INFORMED, STAY CONNECTED

Here are some of our general tips if you are interested in doing development work with USAID:

**Check the Forecast.** USAID issues a Business Forecast that shares some of the opportunities we will be making available throughout the year from our Washington D.C. headquarters and from Missions worldwide. Check: <http://www.usaid.gov/work-usaid/get-grant-or-contract/business-forecast>.

**Get to Know USAID.** Explore the pages on the USAID website at [www.usaid.gov/about\\_usaid](http://www.usaid.gov/about_usaid). Read about our ongoing programs and the work we do as well as the successes we see in development partnerships every day through our efforts. Follow us with the following social media outlets: [www.facebook.com/usaid.news](http://www.facebook.com/usaid.news), [blog.usaid.gov](http://blog.usaid.gov), [www.youtube.com/usaidvideo](http://www.youtube.com/usaidvideo), [www.twitter.com/usaid](http://www.twitter.com/usaid)



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**Sign up for Notification Services.** Information on how to register for notification services can be found on the [FedBizOpps.gov](http://FedBizOpps.gov) and [Grants.gov](http://Grants.gov) home pages. You will receive notices on pre-solicitation materials, the solicitation itself, modifications to solicitations, and general procurement announcements.

**Think Locally.** Explore our USAID Mission directory and Mission websites to engage with our country and regional programs: <http://www.usaid.gov/where-we-work>.

## U.S. FEDERAL REGULATIONS AND POLICIES

If you wish to work with USAID as a development partner in any location around the world, you must be familiar with U.S. federal regulations that govern the way USAID conducts its business. Regulations and policies that govern USAID operations can be linked to from the USAID website at: <http://transition.usaid.gov/business/regulations/>

For all contracts, USAID refers to the U.S. Government Federal Acquisition Regulations (FAR) and USAID's Acquisition Regulation (AIDAR). For all grants and cooperative agreements (assistance mechanisms), USAID uses the U.S. Government Code of Federal Regulations (CFR).

For all acquisition and assistance awards (contracts, grants, and cooperative agreements), USAID refers to USAID policy and guidance found in the Automated Directives System (ADS), specifically Series 300: Acquisition and Assistance, found at: [www.usaid.gov/policy/ads/300/](http://www.usaid.gov/policy/ads/300/).



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