



**USAID**  
FROM THE AMERICAN PEOPLE

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION/MINORITY RESOURCE CENTER

# U.S. SMALL BUSINESSES: CREATING OPPORTUNITIES WITH USAID



*“ USAID will undertake a much more systematic effort to leverage its funds and technical expertise. . . to serve poor people in the developing world and build stronger self-sustaining institutions.”*

**ANDREW S. NATSIOS, ADMINISTRATOR USAID**

We hope you find the information in this book useful in pursuing business opportunities with USAID. For additional information, visit USAID's website at [www.usaid.gov](http://www.usaid.gov).



Mississippi Consortium for International Development (MCID) and University of Mosul World Water Day Celebration

### ON THE COVER:

A displaced woman in Mornei, West Darfur, is grateful to receive plastic sheeting to use as shelter during the rainy season. USAID is airlifting plastic sheeting, blankets, water containers, and other essential non-food items to vulnerable civilian populations in Darfur.

PHOTO CREDIT: USAID

# INTRODUCTION TO USAID

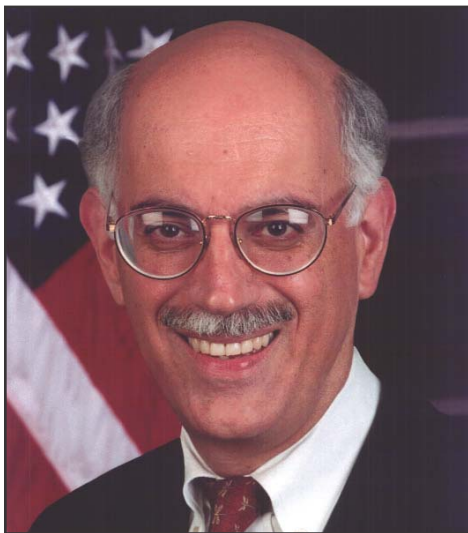
USAID plays a vital role in promoting U.S. national security, foreign policy, and the War on Terrorism. It does so by addressing poverty fueled by lack of economic opportunity, one of the root causes of violence today. As stated in the President's National Security Strategy, USAID's work in development joins diplomacy and defense as one of three key pieces of the nation's foreign policy apparatus. USAID promotes peace and stability by fostering economic growth, protecting human health, providing emergency humanitarian assistance, and enhancing democracy in developing countries. These efforts to improve the lives of millions of people worldwide represent U.S. values and advance U.S. interests for peace and prosperity.

USAID provides assistance in sub-Saharan Africa, Asia and the Near East, Latin America and the Caribbean, and Europe and Eurasia. With headquarters in Washington, D.C., USAID's strength is its field offices in many regions of the world. The agency works in 100 developing countries and in close partnership with private voluntary organizations, indigenous groups, universities, American businesses, international organizations, other governments, trade and professional associations, faith-based organizations, and other U.S. government agencies. USAID has working relationships, through contracts and grant agreements, with more than 3,500 companies and over 300 U.S.-based private voluntary organizations.

### THE TYPES OF ASSISTANCE USAID PROVIDES INCLUDE:

- Technical assistance and capacity building
- Training and scholarships
- Food aid and disaster relief
- Infrastructure construction
- Small-enterprise loans
- Budget support
- Enterprise funds
- Credit guarantees

# FROM THE ADMINISTRATOR



USAID

New international challenges that now face the United States have prompted the most thorough reassessment of the country's development mission since the end of World War II. As part of this reassessment, USAID has embraced five core goals:

- Supporting transformational development
- Strengthening fragile states
- Supporting U.S. geostrategic interests
- Addressing transnational problems
- Providing humanitarian relief

Each of these goals is vitally relevant to combating terrorism and strengthening American security at home and abroad.

## SUPPORTING TRANSFORMATIONAL DEVELOPMENT

In the developing world, USAID supports far-reaching, fundamental changes in institutions of governance, human services such as health and education, and economic growth. Through the agency's assistance, capacity is built

for a country to sustain its own progress. While these efforts have long been justified in terms of U.S. generosity, they are not always appreciated as investments in a stable, secure, interdependent world.

## STRENGTHENING FRAGILE STATES

The President's National Security Strategy wisely recognizes the growing global risks of failing states: "The events of September 11, 2001, taught us that weak states... can pose as great a danger to our national interests as strong states... Poverty, weak institutions, and corruption can weaken states vulnerable to terrorist networks and drug cartels within their borders." The failure of states such as Afghanistan, Lebanon, Bosnia, Somalia, and Liberia had repercussions far beyond their own regions. USAID is dealing with the consequences today. There is, perhaps, no more urgent matter—and no more difficult and intractable set of problems—facing USAID's portfolio than fragile states.

## SUPPORTING U.S. GEOSTRATEGIC INTERESTS

Aid is a potent leveraging instrument for keeping countries allied with U.S. policy while they win their own battles against terrorism. The tasks today are broader and more demanding than just winning the allegiance of key leaders. For example, while it is vital that the U.S. government help keep Pakistan allied with the United States in the War on Terrorism, the United States must also help Pakistan move toward becoming a more stable,

prosperous, democratic society.

## ADDRESSING TRANSNATIONAL PROBLEMS

Global and transnational issues are those where progress depends on collective effort and cooperation among countries. Examples include combating HIV/AIDS and other infectious diseases, forging international trade agreements, and combating criminal activities such as money laundering and trafficking in persons and narcotics. USAID will continue to play a leading role on these issues, assisting countries to address these problems that create danger and instability.

## PROVIDING HUMANITARIAN RELIEF

The United States has always been a leader in humanitarian aid and disaster relief. It is the largest contributor of the food aid that has fed the hungry and combated famine around the world. This moral imperative has not changed. USAID is also making sure that the recipients are aware of the help and of U.S. generosity. This is particularly important in areas of the world subjected to anti-Americanism and terrorist propaganda.



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