

“We are engaging with government ministries that... may not have anything to do with our operations... but it has a big impact on our workforce... on the commercial environment we are operating in. There is a lot of value in these partnerships.”  
—Dennis Flemming, Chevron Corporation



# THE GLOBAL DEVELOPMENT ALLIANCE

“...The challenge before us is for all to work together in partnership—businesses, government and civil society—to seek out and achieve a more just world that bridges the divide between developed and developing nations.”  
— Secretary of State Condoleezza Rice



## ABOUT USAID

Since 1961, the U.S. Agency for International Development (USAID) has worked to promote democracy and economic growth and assist countries emerging from crises and humanitarian disasters. Through its programs, USAID improves the lives of people throughout the developing world as an expression of American values.

Today, USAID manages programs in 100 countries and has an annual budget of nearly \$14 billion.



## CONTACT INFORMATION

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To learn more about GDA, please visit:  
[www.usaid.gov/gda](http://www.usaid.gov/gda)



## THE CHALLENGE

Globalization has shifted the flow of financial resources to developing countries and transformed international development. Three decades ago, 70 percent of U.S. financial resources to developing countries came from official U.S. Government assistance. Today, the vast majority—85 percent—comes from the full spectrum of the private sector and others, spanning businesses, non-governmental organizations (NGOs), foundations, faith-based groups, and diaspora communities sending remittances abroad.

This shift reflects the important roles that the private sector and others play in international development. The Global Development Alliance (GDA) business model is USAID's response to this transformation.

## WHY GDA?

GDA promotes a business model built on the idea of partnership between the public and private sectors, what we term nontraditional partners. It is designed to deepen the impact of development assistance by combining the interests and capabilities unique to each in order to meet global challenges that cannot be solved by any one actor alone.

GDA combines U.S. foreign assistance dollars with the resources, expertise and creativity of the private sector and other nontraditional partners to form innovative public-private alliances. Together, alliance members jointly define, plan and design solutions to meet development challenges by providing a growing share of funds, human capital, technical assistance, and other resources.

## USAID ALLIANCES SPAN THE FOLLOWING SECTORS:

- Agriculture
- Democracy and Governance
- Economic Growth and Trade
- Education
- Environment
- Health
- Humanitarian and Disaster Assistance

## WHY PARTNER WITH USAID?

Unlike many others in the arena, USAID brings not only five decades of experience, local knowledge and expertise, but also the full resources of the U.S. Government to the table. Working with USAID can help businesses and others expand access in emerging markets, improve community relations, live up to corporate values and develop long-term and sustainable economic opportunities. Most importantly, partnering with USAID can assist the private sector in the following ways:

- Strengthening the quality and reliability of supply chains
- Increasing consumer and investor relations
- Mobilizing employee giving
- Supporting communities where partners operate

Specifically, we offer our alliance partners:

- Development expertise
- Established relationships with host country governments and organizations
- A deep knowledge of the local and regional culture and business environment



## A RECORD OF SUCCESS

Since 2002, USAID has invested \$1.1 billion into nearly 290 alliances while bringing \$3.7 billion in resources from all types of partners to address development challenges in every sector and in every geographic area.

Our flagship alliances include the following:

### ANGOLA ENTERPRISE DEVELOPMENT ALLIANCE

Chevron Corporation and USAID have each invested \$10 million to restore Angola's human and institutional capacity in the aftermath of 27 years of civil war. The partnership's projects focus on improving agricultural production and promoting microenterprise development. Chevron's commitment to Angola's reconstruction has strengthened corporate relations with the government of Angola and local stakeholders and resulted in a 20 year extension of a current block concession.

### CISCO NETWORKING ACADEMY ALLIANCE

Since 1999, Cisco and USAID have worked together to build a workforce trained in computer information technology, making strides to advance women's technical education in countries like Afghanistan and Jordan. To date, the academy program has benefited more than 10,000 students in 41 countries. In recognition of Cisco's role as a good corporate citizen in Jordan, Cisco Systems received the 2005 Award for Corporate Excellence presented by the U.S. Department of State.

### COMMUNITY WATERSHED PARTNERSHIP PROGRAM

USAID and The Coca-Cola Company are working together to safeguard and better manage water resources in Africa, Asia and Latin America. The programs provide incentive grants to local businesses and bottlers for water-related projects such as sanitation and water management. Coca-Cola highlighted the importance of partnerships in their 2004 10-K filing with the U.S. Securities and Exchange Commission, drawing a clear connection between water quality and the company's long term profitability.

## ALLIANCE PARTNERS

We are proud to say that we work with partners from all walks of life—from Fortune 500 companies to local businesses to foundations and nonprofit organizations to foreign governments. Our non-traditional partners include:

### Private Businesses

Caja Popular Mexicana  
Chevron Corporation  
Cisco Systems Inc.  
Evensen Dodge International

IKEA

Intel

Kraft Foods

Mars Inc.

Microsoft Corporation

Nokia

Royal Ahold

Starbucks Corporation

Siberian Urals Aluminum Company

The Coca-Cola Company

The Gap Inc.

The Home Depot Inc.

Visa International Corporation

### Foundations

Bill and Melinda Gates Foundation

Case Foundation

Charles Stewart Mott Foundation

Conrad N. Hilton Foundation

German Marshall Fund of the United States

John D. and Catherine T. MacArthur Foundation

### Trade Associations

Information Technology Association of America

International Copper Association

International Private Water Association

World Information Technology and Services Alliance

World Cocoa Foundation

### Nongovernmental Organizations and Other Partners

Development Alternatives International Inc.

Foods Resource Bank

GlobalGiving

International Youth Foundation

Management Systems International

Partners Worldwide

TechnoServe