

PVO Training and Information

Sharing Needs Assessment

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Needs Assessment**

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What would have been helpful to know when starting work with USAID?

1. Request for Applications

- What is the dollar amount offered?**
- How many organizations have applied in the past?**
- What is the acceptance rate? (50%, 25%, 10%, 5%)**

2. What are the requirements for accounting for grants, co-operative agreements?

- **Our PVO had a USAID grant, but it took 6 to 9 months to conduct the assessment of the NGOs accounting system to be registered!**
- **The Microfinance Institution starved in the meantime!**

3. DIP workshop

- **Dialog with USAID on the realities of the situation**
- **How can you develop a collegial relationship with the USAID technical officer to share the realities of what is happening in the project?**
 - **A colleague versus a cop**
 - **Working shoulder to shoulder**

4. How to work more closely with corporations

- **USAID Global Development Alliance**
- **Increasing role in development of the private sector**
- **Value Chains in Microenterprise Development Thinking**
- **Competitiveness and Trade Capacity Development**

“The Fortune at the Bottom of the Pyramid” by C.K. Prahalad - “What is needed is a better approach to help the poor, an approach that involves partnering with them to innovate and achieve sustainable win-win scenarios where the poor are actively engaged and, at the same time, the companies providing products and services to them are profitable. This collaboration between the poor, civil society organizations, governments, and large firms can create the largest and fastest growing markets in the world. Large scale and widespread entrepreneurship is at the heart of the solution to poverty.”

5. Democracy and Governance

- **Helpful to know how Associations of Local NGOs such as Microfinance Associations can advocate with their local and national governments to have changes in legislation and government application of the law.**
- **E.g. A Microfinance Institution Association said that it has not received any change in supervision with the Central Bank even after many meetings.**
- **On-going meetings and trainings would be helpful.**

Conclusions

- **Training in**

- **Becoming more competitive for funding**

- **What are the accounting requirements and what will be the delays in funding?**

- **How can the PVO and USAID officers develop a collegial relationship?**

- **How to have enhanced Private Voluntary and Private For Profit Alliances.**