

An economic development organization that fosters broad-based economic growth, raises living standards and creates vibrant communities.

A nonprofit that means business.



ACDI/VOCA retains a grassroots orientation from its beginnings in cooperative development. While we still work people-to-people to increase household income and food security, we also design and implement multidisciplinary economic development projects of significant scale and complexity. We advise decisionmakers as they navigate toward a market-based economy and democracy, and we enable organizations, whether enterprises, financial institutions, cooperatives or associations, to manage and finance themselves.

ACDI/VOCA is an industry leader in value chain-oriented poverty alleviation. We have hard-won experience in conflict-affected and fragile states, and proficiency at managing the transition from relief to development. We have developed means to break the hold of illicit crops on local economies. Our innovative approaches to food aid and financial services leverage significant amounts of money and meet the test of the market.

efficient business practices. ACDI/VOCA also creates an enabling regulatory environment, expands access to business services and promotes interfirm collaboration. ACDI/VOCA is a leader in creating value chain growth through research and implementation in the areas of market intelligence and access, product development, technology support and policy.

Agribusiness Systems

Worldwide, most livelihoods are tied to agriculture. ACDI/VOCA increases agribusiness productivity, growth and competitiveness. We provide management support to farmer organizations to help them achieve scale, coordination and business-savvy skills. To improve productivity, increase food security for vulnerable groups, capture market share and maximize returns, we impart technical skills, market knowledge and innovative technologies. ACDI/VOCA is also specialized in contract monetization, warehouse receipts systems, pro-growth policies and market information systems. We expand contract production, develop branding strategies and assist produc-

Always client-focused, we solve the most pressing and intractable development problems in four areas:

Enterprise Development

ACDI/VOCA increases incomes by improving the productivity and competitiveness of industries in which small firms participate and ensuring that firms benefit from that participation. By identifying growth opportunities and alleviating growth constraints among value chain clusters, we increase firms' incomes, develop mutually beneficial relationships among firms and promote



“ACDI/VOCA is the premier agricultural development NGO in the world.”

—Andrew Natsios, former USAID Administrator



ers, processors and exporters to obtain Fair Trade and organic certification and meet global trade standards.

Financial Services

Using an integrated rural development approach, ACDI/VOCA assesses local market demand to close gaps in the finance value chain. We provide financial services to enterprises and households, working with local institutions to help them expand outreach, increase scale and achieve sustainability. Committed to sound industry practices, transparent operations and respect for the customer, we also identify and support critical changes that reduce the cost and increase the efficiency of financial intermediation for micro, small and medium-sized enterprises. All our financial institution partners are financially and operationally sustainable. Our approaches include develop-

ing or partnering with local institutions, stringent rating of financial results and portfolio quality, developing local management capacity, diversifying funding, facilitating legal and regulatory changes, introducing new products and applying methodologies such as warehouse receipts and inventory credit

Community Development

ACDI/VOCA addresses immediate needs for recovery, stability and generation of economic and social capital, but always with an eye to long-term development resulting in poverty reduction. Our interactive approaches, whether applied to impoverished, fragile and transforming states or complex emergencies, are founded on community-based decision making. Full participation of diverse stakeholders

“There isn’t anything more important to American foreign policy than what you have done.”

—Former U.S. Representative Lee Hamilton speaking at an ACDI/VOCA event



and transparency allow us to mobilize the breadth of local resources to affirm democracy, set priorities, build cohesion, make investments and chalk up socioeconomic gains. Local buy-in also creates empowerment and ownership, and sustains progress. We help communities manage conflict, meet humanitarian needs, rehabilitate infrastructure, provide essential services, develop livelihoods, involve marginal groups, promote citizen-government interaction and see beneath social issues to address economic ones.

ACDI/VOCA can provide a customized mix of resources and methodologies drawn from more than 40 years of experience in over 145 nations.

What distinguishes ACDI/VOCA?

Commitment: dedication to our beneficiaries as true partners

Knowledge and Capacity: sound development and business practices adapted to diverse cultures

Sustainability: emphasis on lasting solutions through local ownership and emphasis on the bottom line

Readiness and Resilience: quick response in emergencies, experience in hotspots and linkages to long-term economic development

Accessibility and Scale: experience managing projects global and regional in scope, including many convenient IQCs, with interlinking disciplines

Technical and Management Expertise: from an involved study, to the precise intervention of one expert, to a long-term technical assistance megaproject

Partnerships: leveraging public funding and creating synergies

Commodity Management

Specialty: leadership and innovation in managing donated U.S. agricultural commodities, and experience monetizing almost a million MT

ACDI/VOCA at a glance

- » Founded 1963
- » 501(c)3 nonprofit organization
- » \$90 million in revenues
- » 90+ projects in 40+ countries
- » 875 employees
U.S. – 125
Overseas – 750
- » 400 short-term technical consulting assignments per year

Worldwide