



**USAID**  
FROM THE AMERICAN PEOPLE

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## GLOBAL DEVELOPMENT ALLIANCES **THE DEVELOPMENT FRONTIER**

From Carol A. Grigsby, Acting Director of the Office of Development Partners

The Global Development Alliance (GDA) is now entering its sixth year of successful transformational development work with more than 500 alliances formed. GDA is now part of USAID's new Office of Development Partners (ODP), created in January 2007. ODP consolidates GDA with USAID's outreach to other official donors and to the US Government's Millennium Challenge Corporation. Having this central, externally facing office helps GDA better leverage other development partners and serve as a force multiplier in cooperating with governments and the private sector.

This leveraging of resources and collaborative initiatives will minimize redundancies and maximize development resource impact. The GDA model represents cutting edge development practice and has made USAID a strategic adviser and trusted partner to major multinational corporations, foundations, governments and donors seeking to replicate our success. The public private alliance model has been embraced by other US government development actors, including the Department of State, the Office of the Global AIDS Coordinator, and the Millennium Challenge Corporation. Each of these entities has its own partnership office that is looking to GDA as a thought leader and collaborator.

I am pleased to have Jim Thompson as Acting Director, GDA Business Model, bringing his years of agency experience and cultivated relationships of trust with major international companies and foundations in support of Mission alliance building.

### **USAID Presents GDA Model at Microsoft Development Conference**

On April 26, Acting GDA Business Model Director Jim Thompson participated in a panel that assessed the value of ICT in public-private development alliances. The venue was the Microsoft ICT for Development Conference in Washington. Jim underscored the need for public-private collaboration to achieve sustainable development impact. He emphasized the importance USAID attributes to building direct partnerships with corporations. Jim cited ongoing technology alliance contributions in education and e-government in Macedonia and Afghanistan and well as comprehensive global initiatives. GDA is committed to a strategy for sustained, scalable support of development technology.



Other panelists included Dr. Ernest Wilson, Dean of USC's Annenberg School for Communication, Maureen Harrington, Vice President for Policy and International Relations at the Millennium Challenge Corporation, Dr. Diana Pallais, Director of Microsoft's Partnership for Technology Access, and Ned White, International Public-Private Partnership specialist. The panel was moderated by DAI's Kristi Ragan, Strategic Advisor to the GDA.

## USAID, Rotary International Sign Global MOU



Earlier this month, USAID and Rotary International (RI) signed a Memorandum of Understanding to pursue common objectives in humanitarian response and international development. The MOU will facilitate public-private alliances in sectors that embody the core principles of local ownership, participation, and governance; strategic and efficient impact at scale; technical excellence and innovation; and financial and ecological sustainability. In addition, the MOU addresses RI's support for the realization of the UN's Millennium Development Goals by harnessing the power of the 32,000 Rotary clubs worldwide to work with community-based organizations.

## GDA Sponsors Base of the Pyramid Event

On April 4, the Global Development Alliance, in conjunction with Georgetown University's Mortara Center for International Studies, The Society for International Development, and DAI, hosted a presentation by Allen Hammond of his new report, "The Next 4 Billion: Market Size and Business Strategy at the Base of the Pyramid."



Hammond, Vice President for Innovation at World Resources International, offered a quantitative analysis of the 4 billion "poor" consumers spending \$5 trillion dollars a year at the base of the economic pyramid.

The report illustrates the size of the Base of the Pyramid market across key industry sectors for 110 developing countries. Using national household surveys and income and expenditure data gathered by the World Bank, the report reveals that low-income households in developing countries are an important new market opportunity. Meeting their needs will increase their productivity and incomes, and empower their entry into the formal economy. The event drew representatives from USAID, other development agencies, multilateral institutions, and senior Georgetown faculty members. To view the full report, please visit: [www.wri.org/business/pubs\\_description.cfm?pid=4142](http://www.wri.org/business/pubs_description.cfm?pid=4142)

## Nicaragua Alliance Boosts Handicraft Exports



A new alliance will assist Nicaraguan artisans to export high quality products to the United States and Europe. USAID's Nicaragua Handicrafts for Exports Alliance with the Honduran-based Ambos Foundation will assist artisans in all aspects of production, quality control and export logistics. USAID will contribute \$2.4 million to the alliance to help handicraft manufacturers upgrade and pool production to meet the demands of overseas purchasers. The alliance will also create a marketing strategy to help producers anticipate and meet changing market demands. Through cash and in-kind contributions, the private sector is matching USAID's investment with an additional \$2.4

million. In line with its corporate social responsibility goals, Nicamano, the Nicaraguan private sector partner in this GDA, will invest a portion of its profits into a foundation that will provide community education and health services.

## **Vietnam Success Leads to Worldwide USAID-Intel Alliance**



USAID's Regional Development Mission/Asia has led a successful project in Vietnam to bring communication technology to developing countries. In 2006, Intel, USAID and Vietnam Data Communication Company worked together to install Worldwide Interoperability for Microwave Access (WiMAX) technology in mountainous, rural northern Vietnam where telecommunications services are limited. In February, 2007 Intel Corporation and USAID signed an MOU to broaden access of information and communications technology (ICT) in developing communities around the world.

The goals of the alliances are increasing the use of ICT in education, enabling last mile Internet connectivity and supporting ICT usage by small- and medium-sized businesses to enhance economic development opportunities. Successful project engagements and technology deployments such as the WiMAX Vietnam alliance help create a model on which Intel and USAID can build, extending their relationship more broadly.

## **Partnerships to Address Hunger and Poverty**

On April 17th and 18<sup>th</sup>, The International Food Aid Conference, "Partnerships to Address Hunger and Poverty," was held in Kansas City. The conference convened over 700 professionals from the entire food aid chain, including NGOs and the private sector, engaged in the delivery of commodities. Jim Thompson, Acting Director of the GDA Business Model, highlighted ten active Global Development Alliances that address hunger and poverty. Other panelists included representatives from TetraPak, Seaboard, Cargill, Foods Resource Bank, Technoserve, and Texas A&M University. New alliances are currently being formed by conference participants.

## **Fortified Foods for Bangladesh**



As a key member of the Global Alliance for Improved Nutrition (GAIN), the Global Health Bureau is supporting a unique yogurt fortification process business in Bangladesh. This process helps curb malnutrition while maintaining affordability and alleviating poverty by creating sustainable local businesses and much-needed jobs in the farming, processing, sales, and distribution sectors. The French food company Danone partnered with the Grameen Bank to fortify the yogurt, priced at seven cents a cup, with essential vitamins and minerals. Described recently in *Fortune Magazine*, this business model, promoted by Nobel Peace Prize winner Muhammad Yunus, incorporates entrepreneurship and non-profit models to generate revenue and social returns. Launched in 2002 by USAID and the Gates Foundation, GAIN strives to eliminate micronutrient deficiencies through innovative fortification. The Global Alliance for Improved Nutrition is an alliance of public and private sector organizations seeking to improve health through the elimination of vitamin and mineral deficiencies. Partners include: USAID, Bill & Melinda Gates Foundation, CIDA, World Bank, UNICEF, WHO,

private food companies, and NGOs. Total funds for the first year of grants are estimated at \$20 - 25 million.

## **Angola Day - Conference on Development and Reconstruction** Five Years of Peace: Progress and Prospects



When many Americans think of Angola, what comes to mind are oil, diamonds and a prolonged civil war. On April 4 this year, Angola celebrated five years of peace. As the country moves forward with reconstruction and broad-based reform, a new Angola is emerging – ripe with opportunities for investment. Angola is now reaching out to new business partners seeking to form ties with one of the world's fastest growing economies.

### **Angola Conference: Washington, May 9**

To update American audiences on Angola's forward progress, and to expand the growing dialogue between Angola and the United States, USAID is co-sponsoring a day-long conference on May 9, 2007. The conference venue will be the Woodrow Wilson International Center for Scholars at the Ronald Reagan Building in Washington DC. Other sponsors include the Government of Angola, the U.S.-Angolan Chamber of Commerce and Chevron Corporation.

## **New Guatemala Alliance Aims to Eradicate Rubella**



USAID has contributed \$200,000 to an alliance in Guatemala that aims to eradicate rubella, a highly contagious disease especially harmful to pregnant women. Rubella can cause in-utero brain and physical damage, spontaneous abortions, and pre-term births. The Guatemalan government is spearheading the eradication effort, which requires the vaccination of the entire population between the ages of 9 and 39, at a total cost of \$7.3 million. Private sector partners such as Telgua, PepsiCo, Licoreria Nacional, and APROFAM are contributing materials, services, and publicity. The Mormon Church has contributed \$500,000 in cash to cover training of providers, gas for vehicles, and materials. Other donors include the U.S. Center for Disease Control and Prevention, and the governments of Canada and Venezuela.

## **THE DEVELOPMENT FRONTIER**

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