



**USAID**  
FROM THE AMERICAN PEOPLE

# Partners' Day

December 1, 2015

**Partner  
Associations**

**Society for International  
Development -  
Washington Chapter**





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**Partner  
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**Council of International  
Development Companies**



# Council of International Development Companies

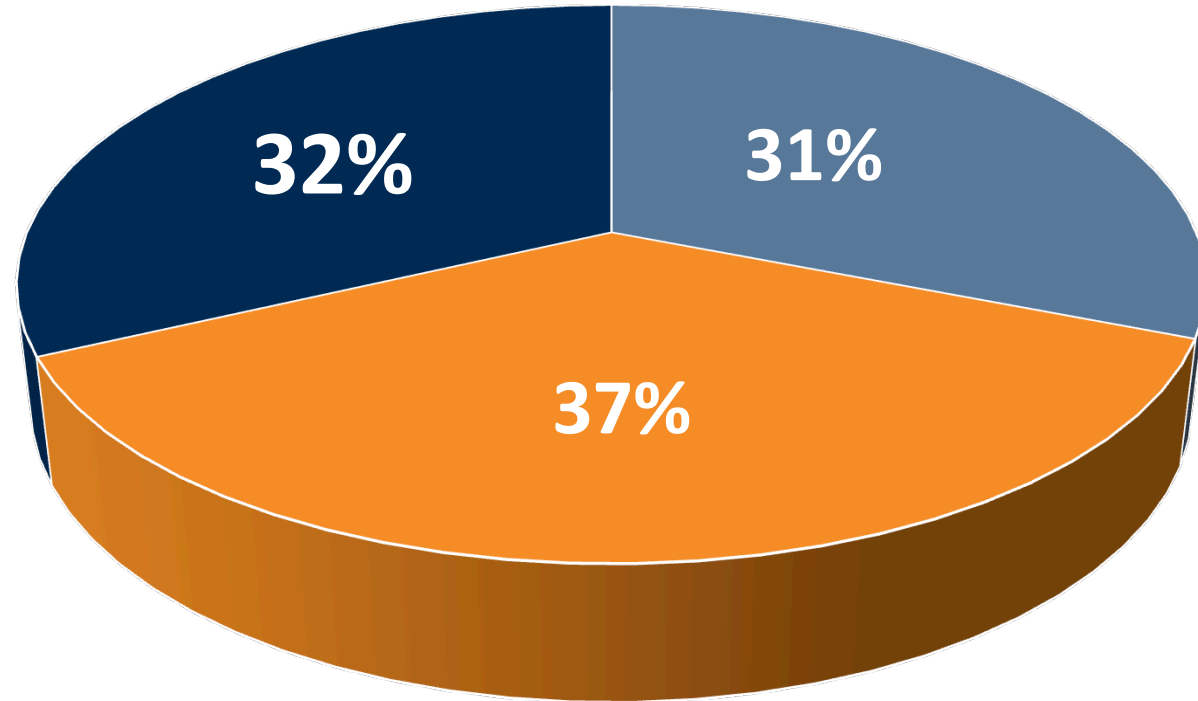


# Purpose of CIDC

- Provides a platform for U.S. development companies to provide thought leadership and dialogue with USAID, the State Department and MCC
- Educates on the role development companies play in achieving results in the support of U.S. national security, economic, and humanitarian goals overseas
- Informs and advocates on contracting, regulatory, legislative, business process, and business development issues

# CIDC Member Companies by Size

- Small Companies
- Mid-tier Companies
- Large Companies



**CIDC made up of  
120 of PSC's 400  
Member Companies**

# The CIDC Executive Advisory Board

## Council Chair

Susanna Mudge  
President & CEO, Chemonics



Tessie Catsambas  
President & CFO, EnCompass



Charito Kruvant  
CEO, Creative



Larry Cooley  
CEO, MSI



Jim Boomgard  
President & CEO, DAI



Jan Auman  
President, Tetra Tech



Cristina Mossi  
CEO, Devis



Jonathan Darling\*  
President, TRG



Mihir Desai  
President, Dexis



Barbara Turner  
President, URC



# Recent Guests at CIDC Meetings

- Acting USAID Administrator – Amb. Alfonso Lenhardt
- MCC Deputy CEO – Nancy Lee
- AA/M – Angelique Crumbly
- COS – Michelle Sumilas
- Counselor – Susan Reichle
- PPL – Alex Thier
- M/OAA – Sunil Xavier
- Office of Compliance – Katie Stohs
- OIG – Dan Altman

# Key CIDC Issues

- Appropriate implementation of Choice of Instrument policies
- Timely and accurate information in USAID Business Forecast
- Open dialogue with USAID and other USG officials on development opportunities, challenges and trends





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InsideNGO





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# InsideNGO

- ❑ Organizational membership association of 330+ relief and development organizations working globally
- ❑ Established in 1977
- ❑ Focus on strengthening operational and management capacity of NGOs

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# Activities and Services

- ❑ **Capacity Building** for individuals and organizations – global training, webinars, credentialing
- ❑ **Collaboration** through sharing best practices and resources – benchmarking surveys, discussion boards, roundtables, resource library
- ❑ **Advocacy** – funder, regulatory
- ❑ **NGO Landscape Issue Forums** – partnering for insights on key issues e.g., Impact Investing, The Overhead Myth, INGO of the Future

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# Some Topics of Member Interest for Working With USAID

- ❑ Localization/Funding to Local National NGOs
- ❑ What rules/requirements apply to awardee/type of award, correct application
- ❑ When ADS, Standard Provisions change

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**Thank you!**

**Info@InsideNGO.org**





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# Partners' Day

December 1, 2015

**Partner  
Associations**

**Small Business  
Association for  
International Companies**





# SBAIC

**Small Business Association for International Companies**

[www.SBAIC.org](http://www.SBAIC.org)

**Betsy Bassan, Chair, SBAIC**  
**USAID Partners' Day, December 1, 2015**



# SBAIC Overview

- Membership organization promoting meaningful use of US small business in international development
- **167 members** – 114 full and 53 associate
  - ✓ Full membership requires prior USAID work
- 50%+ SDBs, all other SB categories represented
- Work in all sectors and geographies including conflict-zones
- Member companies average 15 years of USAID experience
- Member USAID contracts range from \$100,000 to \$70+M

# Key ways SBAIC helps meet USAID SB targets and deliver good development

- ***Make market research easy*** for USAID and primes via website with easily searchable member information – visit our booth to see for yourself!
- ***Successful outreach and dialogue*** with USAID and the Hill to urge higher SB targets, expanded opportunities, fewer barriers
- ***Newsletter featuring member innovations*** in international development and SBAIC activity highlights
- ***Informative membership meetings with speaker series*** to pass critical information for penetrating the international market

# Quick view of SBAIC: Ideal for market research and matchmaking

SBAIC

Innovative and Reliable Partners in International Development

ABOUT SBAIC
ADVOCACY
OUR MEMBERS
SUCCESS STORIES
APPLY FOR MEMBERSHIP
CONTACT US

Q

Our Members

Name	Sectors	Business Type
<i>Agland Investment Services, Inc.</i>	Agriculture, Communications, Environment, Food Security, Management Solutions, Private Sector Development, Training	Small Business
<i>AISDevelopment Corp</i>	Agriculture, Economic Growth, Global Partnerships, Information Technology, Private Sector Development	HubZone, Small Business, Woman-Owned
<i>AMEX International, Inc.</i>	Agriculture, Democracy, Economic Growth, Financial Services, Humanitarian Assistance, Information Technology, Management Solutions, Personnel and Logistical Support, Private Sector Development, Trade	Minority-Owned, Small Business
<i>Aries Group, Ltd.</i>	Economic Growth, Financial Services, Housing, Private Sector Development	Small Business
<i>Bixal Solutions, Inc</i>	Communications, Democracy and Governance, Economic Growth, Education, Environment, Global Partnerships, Governance, Health, Information Technology, Management Solutions, Monitoring & Evaluation, Private Sector Development, Public Outreach, Trade	Minority-Owned, SBA Certified 8(a)
<i>Bridgeborn, Inc.</i>	Climate Change	Small Business
<i>Censeo Consulting Group</i>	Management Solutions	Minority-Owned, SBA Certified 8(a), Small Business, Small Disadvantaged
<i>Computer Frontiers, Inc.</i>	Financial Services, Information Technology, Management Solutions, Personnel and Logistical Support, Private Sector Development, Trade	SBA Certified 8(a), Small Business, Woman-Owned

Find a Partner

**Search by Sector**

- Any -
▼

**Search by Business Type**

- Any -
▼

**Search by Country**

- Any -
▼

**Search by NAICS Code**

- Any -
▼

SEARCH

# SBAIC's Top 4 Accomplishments

- ✓ Major upsurge of total and partial SB set-asides under IDIQs
- ✓ WOSB 8(m) program – legislation and rules passed – example of our effective partnerships (WIPP) and effective outreach work
- ✓ Language on meaningful SB utilization is now in USAID's IDIQ template with commitment for same language in RFP template
- ✓ Great progress in righting the imbalance between SBs and local organizations in USAID FORWARD – mission SB targets!

# Our top 4 suggestions to USAID for improving small business use

- ✓ Procurement forecast – great progress, need SB opportunities!
- ✓ Standard language on SB use in solicitations:
  - Stay the course, finalize language in the RFP template
  - Do more to hold primes to subcontracting plans, resolve issues in real time
- ✓ Ramp up efforts to help missions and partners adopt a balanced commitment to local organizations and U.S. small business – thus realizing both USAID FORWARD and USG-wide policy
- ✓ Accelerate use of WOSB 8(m) program

## Our top 4 “asks” to larger primes

- ✓ Include small biz in meaningful ways – in your bids and during implementation, and recognize that small business is right-sized to grow local partners
- ✓ Keep to your subcontracting commitments
- ✓ Adopt an SBLO approach as part of a structured approach to SB outreach
- ✓ Get involved in the MPP program – become a mentor!

# How we're structured to do our work

## Board

- Betsy Bassan, Chair  
(Panagora Group)
- Carlos Rivera, Vice Chair  
(Vysnova Partners)
- Carol Yee, Treasurer  
(Kanava International)
- Siobhan Green, Secretary  
(Sonjara)

## Outreach Committee Co-Chairs

- Brian Hannon (Millennium Partners)
- Rafael Romeu (DevTech Systems)

## Procurement Committee Co-Chairs

- Kevin Murphy (J.E. Austin Associates)
- Tijana Dabic (Making Cents International)

## Membership Committee Co-Chairs

- Janel Hoppes Poche (Juarez and Associates)
- Elvira Beracochea (Realizing Global Health)

## Communications Committee Co-Chairs

- Chris Seek (Solimar International)
- Jasmine Gould (Strategic Consulting)



**Thank You!**

**SBAIC**

Small Business Association for International Companies [www.SBAIC.org](http://www.SBAIC.org)





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FROM THE AMERICAN PEOPLE

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December 1, 2015

Partner  
Associations  
InterAction





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**Partner's Day**  
**December 1, 2015**

# InterAction Represents Millions of Americans



## Our Vision

A sustainable world where all people live in freedom, prosperity, dignity and peace.

## Our Mission

To be a leader in the global quest to eliminate extreme poverty and vulnerability, strengthen human rights and citizen participation, safeguard a sustainable planet, promote peace, and ensure dignity for all people.

**180+** InterAction member NGOs are supported by millions of private contributions,

**1.5 million**

volunteers and more than



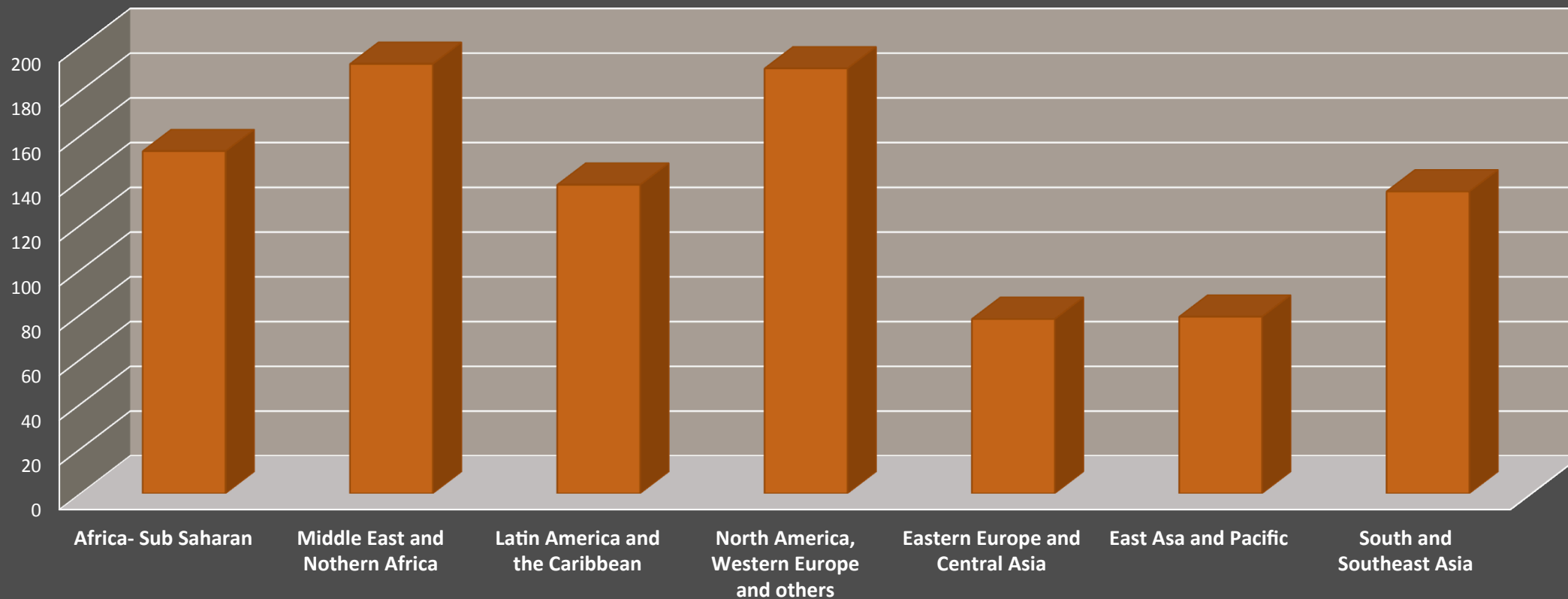
**60,000**

Christian, Jewish, Muslim and Buddhist congregations and faith communities



# US NGOs are Global

## Where InterAction Members Work



# Advocacy Leader for U.S. ODA



A UNITED VOICE FOR GLOBAL CHANGE

- About
- Events
- Newsroom
- Working Groups
- Blog

Our Members

Our Work

Our Resources



Introduction

Ten Reasons To Support Ending Extreme Poverty

Our FY2016 Recommendations

InterAction Budget Table

Account By Account Justifications

Global Health Overview

Maternal And Child Health

Family Planning & Reproductive Health

Nutrition

Vulnerable Children

Malaria

Tuberculosis

Neglected Tropical Diseases

HIV/AIDS, PEPFAR And The Global Fund

CDC Global Health

Development Assistance

Feed The Future

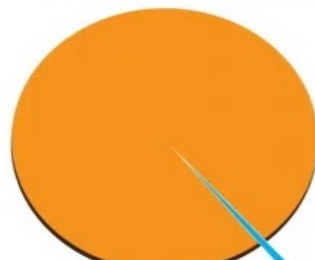
## Top 10 Reasons To Support U.S. Leadership In Ending Extreme Poverty

- Aid works.** Over the past few decades, the world has seen incredible improvements in health, education and economic well-being. Great strides have been made against malaria, polio, tuberculosis and other curable diseases. Millions of people have lifted themselves out of poverty through increased education, improved agriculture, microfinancing and other programs that help the world's poorest. Visit InterAction's special publication, *Aidworks*, to see how America is producing results that make a difference.
- It's the right thing to do.** America should be a force for good in the world. The U.S. can make an enormous difference in saving lives, protecting children, improving health, and helping families and communities become self-sufficient.
- The American people support ending extreme poverty.** Each year, InterAction's 180 member organizations alone raise more than \$8 billion in private funds from the American people for their international development and humanitarian relief programs. Looking at all U.S. NGOs, including InterAction's members, U.S. NGOs spent \$14 billion in private funds on development programs around the world.
- Programs that help end poverty make up a tiny fraction of the U.S. budget.** At seven-tenths of 1% of the total federal budget, it's an investment that pays huge dividends without contributing significantly to our national debt.

2.47 billion people around the world live on less than \$2 per day



### Foreign Aid and the Rest of the Federal Budget, 2015



- U.S. investments make private investments go further.** The U.S. – more than any other country – can convene the public, private, corporate and nonprofit sectors to coordinate activities aimed at ending extreme poverty. And when America invests, private organizations can invest more – and help improve results.
- It enhances our national security.** By supporting and strengthening responsible governments that seek to advance the well-being and success of their citizens, we help create stability around the world, reducing the chances of conflict and spreading peace. That's why military leaders have told Congress year after year that "U.S. development and diplomacy programs are a critical but undervalued component of America's national security strategy."

# Istanbul and Busan Principles for Civil Society Development Effectiveness

**PRINCIPLES FOR CSO**  
  
**DEVELOPMENT EFFECTIVENESS**



부산 세계개발원조총회  
**4<sup>th</sup> High Level Forum  
on Aid Effectiveness**  
29 Nov – 1 Dec 2011, Busan, Korea

## The Istanbul Principles for CSO Development Effectiveness

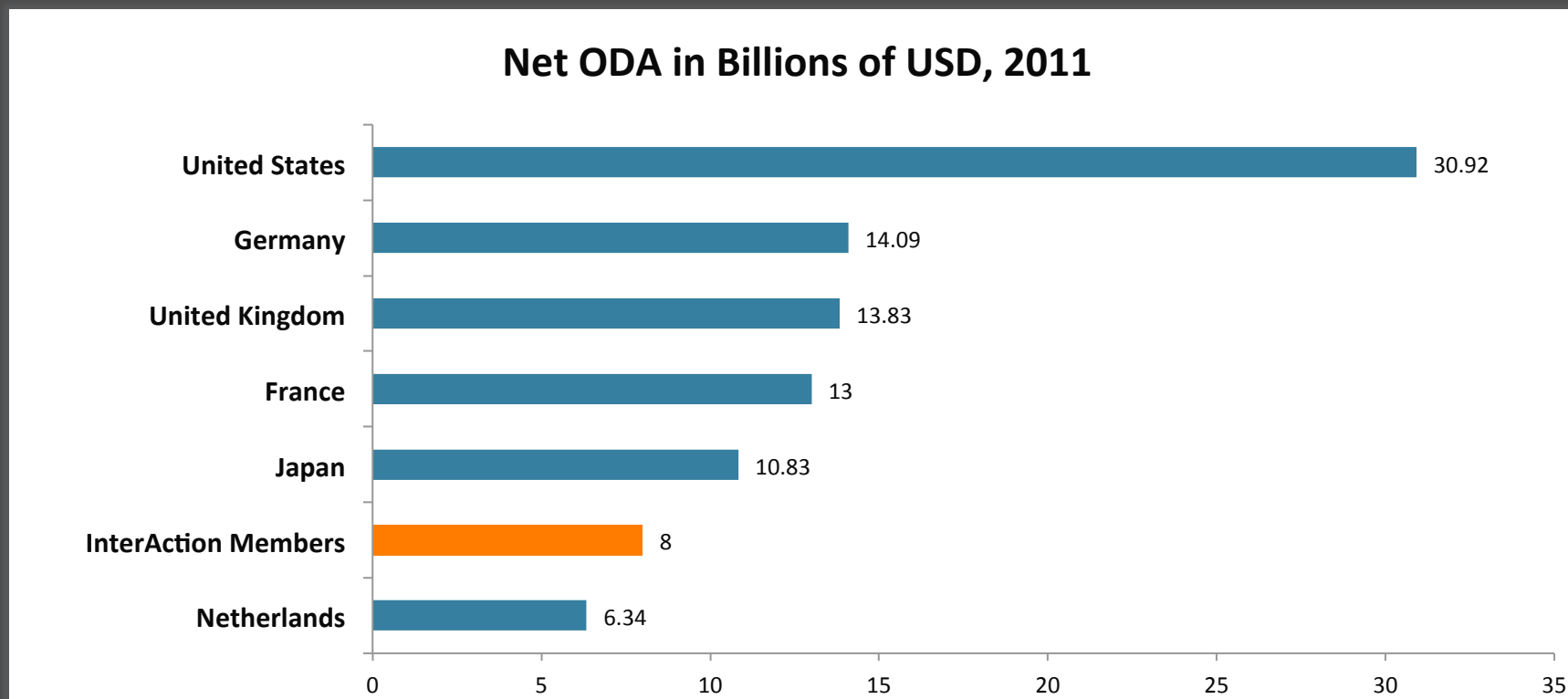
Guidance for civil society development practice



1. Respect and promote human rights and social justice
2. Embody gender equality and equity while promoting women and girl's rights
3. Focus on people's empowerment, democratic ownership and participation
4. Promote environmental sustainability
5. Practice transparency and accountability
6. Pursue equitable partnerships and solidarity
7. Create and share knowledge and commit to mutual learning
8. Commit to realizing positive sustainable change

# InterAction Members are the 6<sup>th</sup> Largest Donor in the World

Each year, InterAction's 180+ member organizations alone raise more than \$8 billion in private funds from the American people for their international development and humanitarian relief programs.



# InterAction Members Pledge \$1.5 billion to Food Security at UNGA with Secretary of State Clinton

- InterAction members collectively committed to spend **\$1.5 billion** in private donations from 2013 to 2015.
- InterAction member resources and strong local links complement the efforts of the U.S. government and others to meet development goals worldwide.
- Between **2013 and 2014, NGOs spent over \$1.4 billion** - on track to exceed the \$1.5 billion commitment by 2015.





# Partnership is Crucial

- US civil society has decades-long relationships and established connections with local communities and organizations
- Partnership between the US government and US civil society is key in reaching areas where the US government cannot operate
- Magnitude of challenges means we need to stretch and leverage our investments in development
- As the development ecosystem evolves, we must consider: are USAID in traditional solicitation mechanisms enough?

# Create New Mechanisms

- Traditional mechanisms were not designed to optimize the current NGO resource and partnership environment
- Need to create new mechanisms and tools which would incentivize the USG and NGOs to co-invest in shared priorities
- We can look to other resource partnerships approaches – perhaps akin to the corporate-public alliances established by the GDA – to better attract and leverage NGO investments like the InterAction \$1.5 billion food security pledge
- Align not just our goals, but our strategies, planning, investments and partnerships to reach ambitious goals such as the SDGs more rapidly and affordably