

ACDI/VOCA IN ASIA



Expanding Opportunities Worldwide

ACDI/VOCA at a Glance

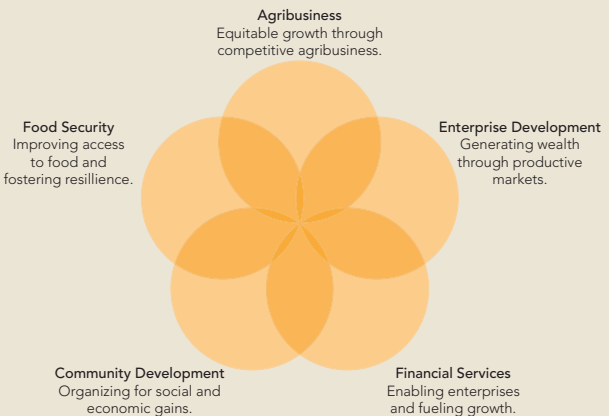
ACDI/VOCA is a private, nonprofit international development organization with more than 45 years of experience providing highly specialized technical assistance to international donors, host governments, private enterprises, financial institutions, communities and public and private service providers. ACDI/VOCA has a strong

reputation for providing services that combine a strategic, market-oriented approach with the mission and values of a nonprofit organization seeking long-term poverty reduction. ACDI/VOCA promotes economic opportunities for farmers, businesses and communities through the innovative application of sound business practices in five complementary and overlapping practice areas: agribusiness, enterprise development, financial services, community development and food security (see figure below).

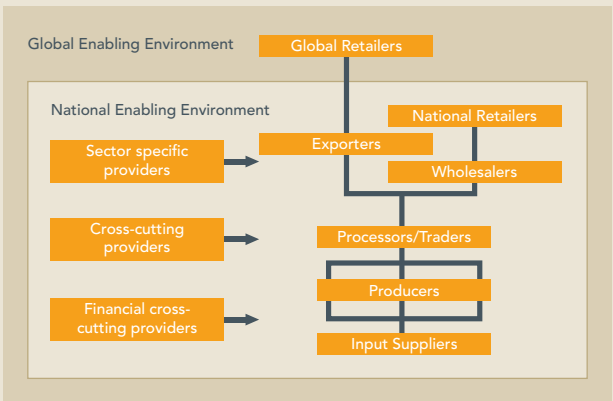
Based in Washington, D.C., ACDI/VOCA has empowered people in 145 developing and transitional countries to succeed in the global economy. ACDI/VOCA has built a reputation for effective, catalytic and sustainable interventions based on in-depth understanding of the unique market systems, stakeholders and cultural contexts of the countries in which we operate.

Quick Facts

- » \$110 million in revenues
- » 93 active projects in 42 countries
- » 1,086 Employees
U.S. - 132
Overseas - 954
- » 200-300 short-term technical consulting assignments per year



Value Chain Approach



ACDI/VOCA takes an approach to poverty reduction and economic growth that is market driven and addresses systemic constraints, including the need for vibrant support markets and mutually beneficial relationships. Our approach assesses the following conditions when selecting viable value chains:

- » Competitiveness potential—how businesses operate, work together, and access critical services
- » Potential impact on target groups (poor, women and youth)
- » Current and planned private sector investment—leveraging resources and networks with private sector firms to access markets and embedded services
- » Access to infrastructure—adequate transportation, processing and storage infrastructure for the cost-effective flow of product
- » Conducive formal and informal business environment—laws, regulations and informal business practices

Success Alliance

ACDI/VOCA is a founding member of the Sustainable CoCocoa Enterprise Solutions for Smallholders (SUCCESS) Alliance, which improves the livelihoods of smallholder farmers by promoting sustainable cocoa production and marketing. Established in 2000, the SUCCESS Alliance is a public-private partnership between USAID, USDA, ACDI/VOCA, Mars, Inc., and the World Cocoa Foundation to address constraints to production and marketing and to increase competitiveness in the cocoa sector in Ecua-



ador, Indonesia, Liberia, Philippines and Vietnam. It is a model for how private and public sector entities can be brought together for the benefit of multiple value chain actors.

In Indonesia, for example, the Alliance reached over 34,000 farmers, increasing crop yields by over 30 percent, decreasing crop losses from 40 to 15 percent, decreasing the use of pesticides and increasing farmers' income. Through the Alliance, other private sector partners—including Olam, Cargill, Nestle and Transmar—have invested funds and technical assistance, and sourced cocoa from partner farmers.



Selected ACDI/VOCA Funding Sources

Since 2000, ACDI/VOCA has received funding from the following government and bilateral development agencies, development banks and other organizations.

Bilateral Development Agencies

Australian Agency for International Development (AusAID)
Danish International Development Agency (DANIDA)
U.S. Agency for International Development (USAID)

Government Agencies

Danish Assistance for Self-reliant Strategy (DASS)
Egyptian Ministry of Agriculture and Land Reclamation
Millennium Challenge Corporation
Mozambique Ministry of Finance and Credit
Netherlands Ministry of Foreign Affairs
Philippines Ministry of Health
U.S. Coalition Provisional Authority
U.S. Department of Agriculture
U.S. Department of Commerce
U.S. Department of Defense
U.S. Department of Energy
U.S. Department of Health and Human Services
U.S. Department of State
U.S. Trade Development Agency
State of Nebraska

Multilateral Development Banks

World Bank
International Bank for Reconstruction and Development
African Development Bank
Asian Development Bank
European Bank for Reconstruction and Development
Inter-American Development Bank

United Nations Agencies

Development Program
Food and Agriculture Organization
UN Population Fund
International Fund for Agricultural Development
International Labor Organization
Office of Procurement Services

NGOs/Universities/Foundations, etc.

Bill and Melinda Gates Foundation
Bolivia Foundation Valleys
British Council
Catholic Relief Services
Eurasia Foundation
FINCA International
Hanns Seidel Foundation
International Rescue Committee
Ontario Center for Environmental Technology Advancement
Save the Children
SEEP Network
Volunteers for Economic Growth Alliance (VEGA)
Winrock International
World Vision

Private Sector Organizations

AES Nile Power
Chevron
Deloitte & Touche
East Africa Technical Services (SKPE)
Land O' Lakes
Loxton, Venn & Associates
Mars, Inc.



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