

FARMER-TO-FARMER LWAs

A Streamlined Mechanism to Address Agribusiness

Under the new Farmer-to-Farmer (F2F) Leader With Associate (LWA) mechanism in Europe, Caucasus and Central Asia, USAID missions and bureaus can develop their own stand-alone cooperative agreements or grants to support agribusiness development. By using these precompleted awards, USAID Missions save time, conserve resources, and can collaboratively design sound, cost-effective activities to address agricultural sector needs.

ACDI/VOCA, as the holder of the LWA, has the on-demand capability to respond to USAID Mission-driven economic growth initiatives. We invite you to capitalize on the flexibility of these awards by engaging us to address today's pressing food security as well as market- and trade-development needs.

The F2F LWAs draw on ACDI/VOCA's extensive experience in agribusiness and market development. They integrate cost-effective services from well-qualified volunteer and paid consultants, who put a "people-to-people stamp" on USAID assistance and educate the American public on the benefits of foreign aid.

A FOCUS ON AGRIBUSINESS

Activities may relate to all aspects of production and post-harvest, such as processing, marketing, credit, and input supply, as well as agribusiness management, environmental conservation, and policy and regulatory regimes. The goal is to generate rapid, sustained, and broad-based economic growth in agriculture.

A Mission F2F initiative must address at least one of these objectives:

- agricultural productivity and profitability
- conservation and sustainable use of natural resources
- climate change adaptation
- agricultural sector access to financial services
- strengthened agricultural institutions
- markets and trade capacity
- addressing emerging agricultural threats
- agricultural livelihood services and safety nets
- agriculture enabling environment

GEOGRAPHIC RANGE

The F2F LWA is global in scope, which enables us to pursue opportunities, support innovative activities, and respond to USAID Mission requests worldwide.



HOW DOES IT WORK?

Mission personnel

1. identify a development need and activity proposal (in either specific or general terms)
2. consult with the USAID Farmer-to-Farmer management team to confirm that the activity fits within the mandate of the F2F LWAs (see back for contact information)
3. submit a Request for Associate Award Application (RFAAA) letter to ACDI/VOCA, describing project-specific parameters like area of activity, necessary background, host country involvement, funds and period limitation, etc.
4. review the technical and cost proposals developed by ACDI/VOCA in an application
5. negotiate and—when in agreement on the program description, budget, and any substantial involvement anticipated—the Agreement Officer makes the associate award

The Mission activity manager becomes the CTO for the Associate award. The entire process can often be completed within a few weeks but may take longer if detailed analyses and design work is needed in preparing the application.

PARTNERS

The LWA mechanism allows ACDI/VOCA to incorporate any local or international partners to strengthen Associate Awards.

FAQs

WHAT IS A LEADER WITH ASSOCIATES (LWA) AWARD?

An LWA is a precompeted umbrella agreement similar to an Indefinite Quantity Contract (IQC), but it uses grants and cooperative agreements instead of contracts to fund activities. There is a lead cooperative agreement under which multiple Associate Awards can be made. USAID Missions and operating units may award stand-alone agreements and grants called Associate Awards with ACDI/VOCA, or partners, in order to quickly access technical assistance to serve a wide range of short- and long-term program needs. The LWA instrument allows USAID Missions and Offices direct access to a centrally-competed source of expertise in agribusiness development and marketing.

The Mission identifies the development activity. The F2F CTO determines whether the activity scope of work is consistent with the LWA. If so, the Mission issues ACDI/VOCA a Request for Associate Award Application (RFAAA). The Mission then reviews, negotiates, and awards the CA or grant. Only a few elements, including a program description, budget, and marking plan, are required.

Though they will have separate budget and reporting requirements, Associate Awards will otherwise be considered to be covered by the terms and conditions of the Leader Agreement. An Associate Award can be for up to five years.

WHAT ARE THE ADVANTAGES OF AN LWA?

- Speed of procurement—no further competition; simplified documentation
- Opportunity for collaborative problem analysis and design of the activity to be implemented
- Responsiveness—streamlined deployment of technical teams and program implementation
- Accountability—awardees accountable to Mission or operating unit
- Wide range of easy-to-access integrated services—full breadth and depth of ACDI/VOCA expertise and that of its partners available to Missions for services at all levels of the agricultural economy

DOES USAID NEED TO COMPETE ACTIVITIES UNDER THE LWAs?

No. As distinct from an IQC, where there is a pool of contractors and a further competitive process, an LWA has been precompeted so we can immediately go to work.

CAN FARMER-TO-FARMER ASSOCIATE AWARDS FUND ACTIVITIES OTHER THAN VOLUNTEER PROGRAMMING?

Yes. ACDI/VOCA may design and implement programs with varied inputs relating to all aspects of the agricultural sector, but a substantial volunteer component should be incorporated into the Associate Award, especially if in a country that is not part of the original Leader award. Volunteer consultants contribute to the programs' cost-effectiveness and leveraging.

DO MISSIONS HAVE LESS CONTROL OVER AN LWA THAN THEY WOULD AN IQC?

Missions approve technical designs, negotiate costs, and are directly involved in overseeing implementation. The Mission activity manager acts as AOR and maintains a close relationship with the Leader. Missions have the same degree of control over Associate awards as over other Cooperative Agreements. Full management authority and responsibility for Associate award rests with the Mission.

LWA CONTACT

THELONIOUS S. TRIMMELL

ACDI/VOCA Senior Agribusiness Advisor &
F2F LWA and Programs Manager
ttrimmell@acddivoca.org
+1 (202) 320-0790

BINIAM IYOB, PH.D.

USAID F2F Agreement Officer
Representative (AOR) & Water &
Irrigation Advisor, Research Division
biyob@usaid.gov
Office: +1 (202) 216-3429
Cell: +1 (571) 243-7250

JESSICA (ERIN) BAIZE

USAID F2F Program Analyst &
Alternate Agreement Officer
Representative (AAOR)
jbaize@usaid.gov
+1 (202) 712-5711

