



United States African Development Foundation

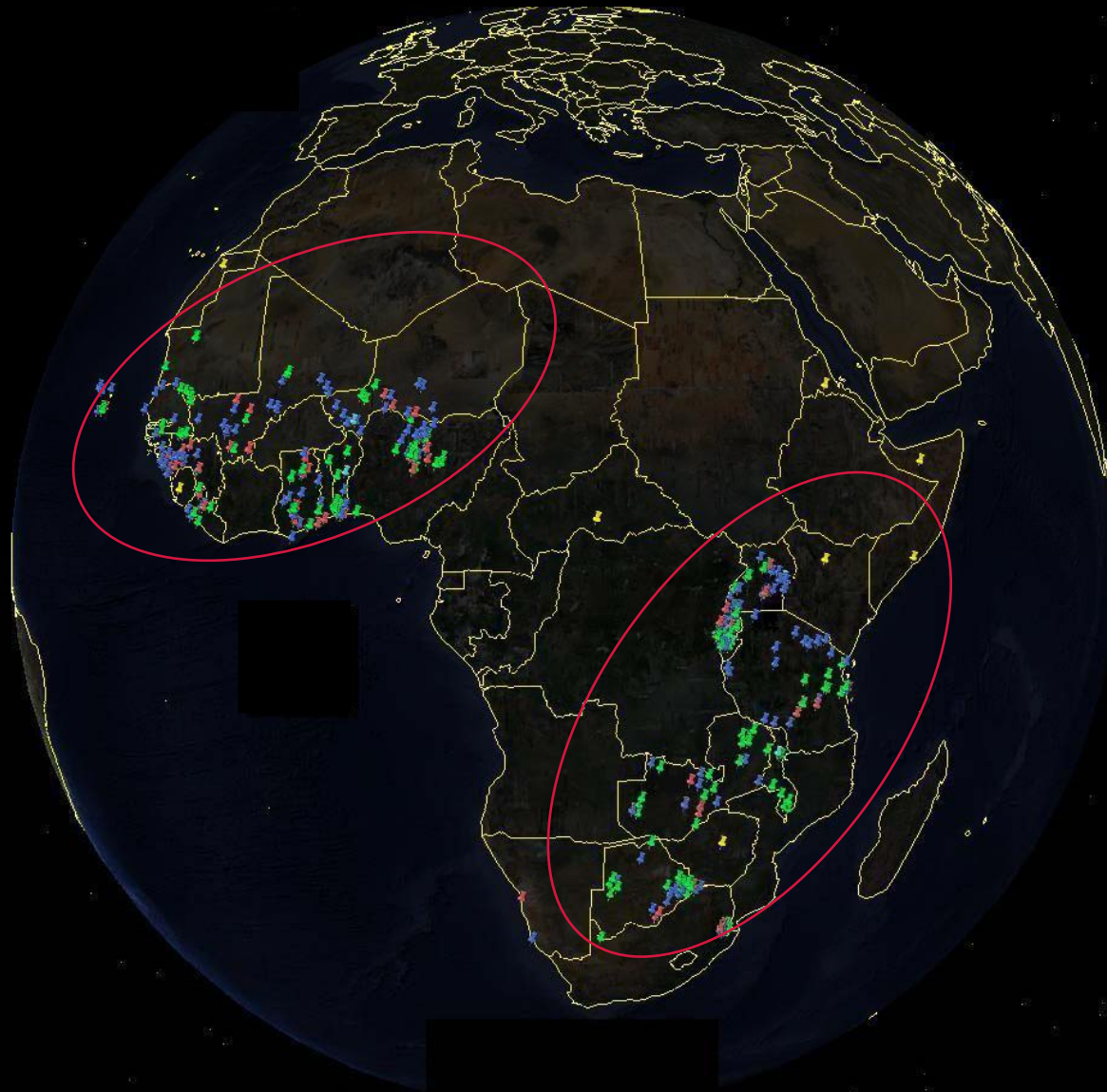
AGOA Panel on Development in Africa

July 30, 2010

USADF Panel Members

- David Blaine – Senior Planning, Policy, and Performance Advisor, USADF
- Mary Malunga, Executive Director, National Association of Business Women, Malawi
- Timothy Nzioka, USADF, Kenya Representative and Special Advisor to the President

USADF Footprint



USADF Bottom-line

Active Grants:

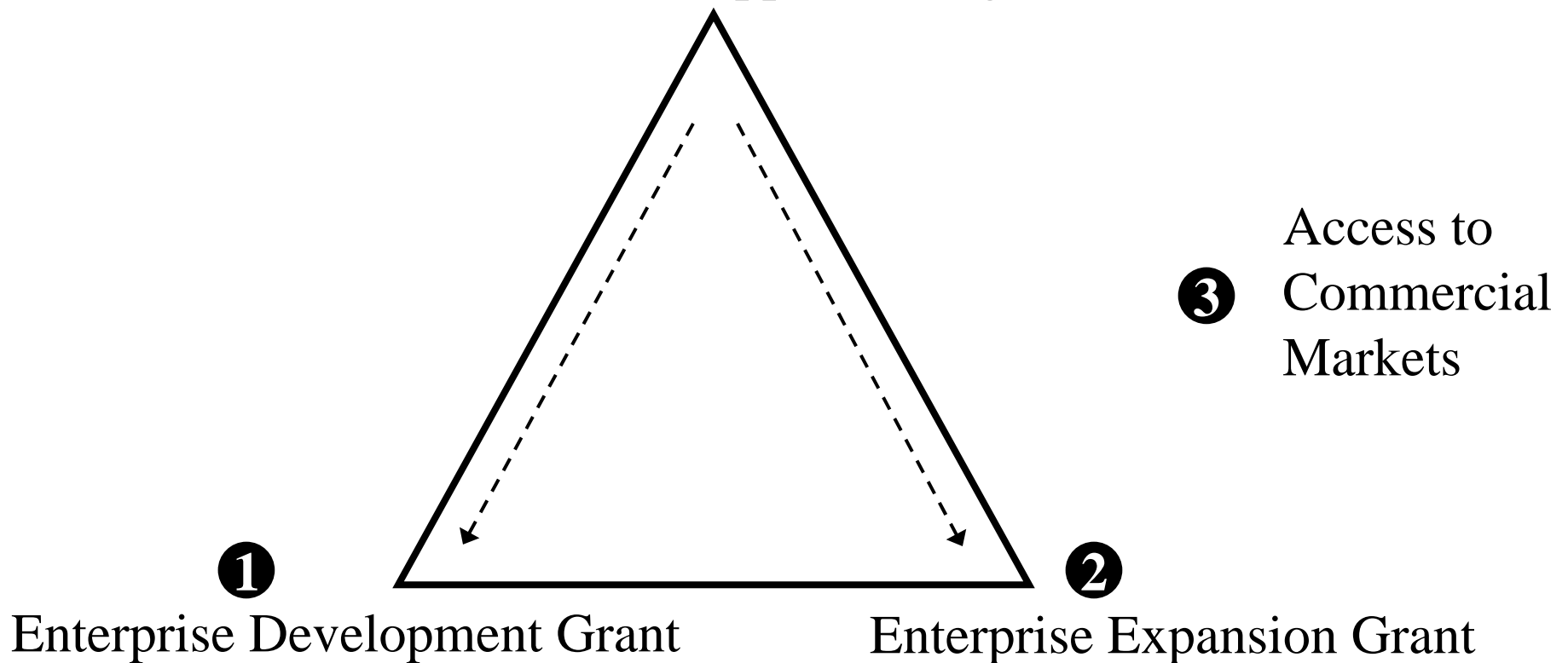
- Generate >\$250 million in new local economic activities;
- > 700,000 people benefit
- 80% Sustainability Factor

USADF Priorities

- Focus on marginalized communities in Africa.
- Direct Investments in through participatory development.
- Results based, sustainable social and economic impact.
- Promote African led and managed field program support.

USADF Model

Local Technical Support through Partner



\$0-100K → \$0 – 250K → Commercial, Follow On

Example - Zikometso Farmer Association

- 4,000 Member Association
- 12 metric tons of chilies produced
- Sales revenue has increased by 180%
- Net income has increased by 5%
- New value add capabilities:
chilies to chili powder, chili sauce & achar.



USADF Example - NUMA Feeds

- SME w/ 500 Farmer Supply Chain.
- \$300K Annual Revenues
- 79% Increase in Revenues
- 400% Increase in Incomes
- 2X more Raw Material Purchases

USADF Examples - COTRAGAGI

- 1300 Member CO-OP
- \$300K Annual Revenues
- 32% Increase in Revenues
- 100% Increase in Incomes
- 50% Improved Margins



USADF Examples - Gahaya

- SME w/ 3000 Women Supply Chain.
- \$150K Annual Revenues
- 400% Increase in Revenues
- 600% Increase in Incomes
- 4X more Raw Material Purchases

USADF Profile

- since 1980
- ~ 20 Countries
- 350 Active Projects Grants
- \$55 Million in Grants
- < 100 US and Field Staff
- Annual Budget \$30 - \$35 million