



USAID
FROM THE AMERICAN PEOPLE

FIELD-Support Leader with Associates

Reducing Poverty through Broad-Based Economic Growth

What is a Leader with Associates?

An 'LWA' is similar to an Indefinite Quantity Contract (IQC) but uses cooperative agreements instead of contracts to fund and carry out activities. Contrary to most IQCs, an LWA requires no further competition, enabling USAID missions to launch activities more quickly by simply sending a scope of work to the lead organization.

Do I have less control than under an IQC?

Although an LWA is a cooperative agreement, Missions approve technical designs, negotiate costs and are directly involved in overseeing project implementation.

Where can I get more information?

To learn more about the FIELD-Support LWA, contact CTO Thomas Kennedy at TKennedy@usaid.gov or Project Director Paul Bundick at pbundick@aed.org or visit www.microlinks.org/field.

The Financial Integration, Economic Leveraging, Broad-Based Dissemination and Support (FIELD-Support) Leader with Associates (LWA) is a single award, 5-year cooperative agreement created to both advance the state-of-the-practice of microenterprise development and microfinance and assist USAID missions and other operating units in the design and implementation of integrated, market-based approaches to sustainable economic growth with poverty reduction.

Led by the Academy for Educational Development (AED), the FIELD-Support consortium has extensive capabilities in all areas of microfinance and microenterprise development, as well as experience managing large-scale and complex projects to meet the strategic objectives of USAID Missions and other operating units.

FIELD-Support & Financial Services

The FIELD-Support LWA brings together a group of the foremost organizations working in financial services around the world. Our experience includes providing highly specialized, hands-on technical assistance to donors, governments and banks as well as developing and supporting financially sustainable microfinance service providers.

With extensive expertise ranging from the development of community-based savings cooperatives to the establishment and growth of multi-million dollar microfinance banks, FIELD-Support is well positioned to provide integrated and comprehensive financial services solutions to USAID Missions and operating units.

FIELD-Support partners represent leaders in the fields of microfinance commercialization, rural and agricultural finance, value chain finance, savings and loan funds, credit unions and cooperatives, financial sector training and enabling environment requirements and support. The consortium includes partners capable of applying strong analytic frameworks to identify opportunities for improved service provision and better outcomes for the poor. In their efforts to expand financial services to those who need them most, FIELD-Support partners have successfully developed and administered programs to meet the needs of clients dealing with the effects of HIV/AIDS, natural disasters and conflict.

Through their vast experiences, consortium members have helped shape best practices in nearly every area of financial services provision for the poor. Designed to provide USAID Missions and operating units with convenient access to these organizations, FIELD-Support offers comprehensive, flexible approaches to achieving strategic objectives with industry leaders.

FIELD-Support Partners in Financial Services

- AED
- ACCION
- ACDI/VOCA
- Alternative Credit Technologies
- CARE
- FINCA
- Freedom from Hunger
- IRIS Center/Univ of Maryland
- MEDA
- Microfinance Opportunities
- Opportunity International
- Save the Children
- SEEP Network
- Women's World Banking
- World Council of Credit Unions
- World Vision

FIELD-Support Experience in Financial Services

- Financial product development
- Establishment and growth of sustainable MFIs
- Network development and support
- Policy and regulatory regime support
- Rural finance provision
- Technology for increased outreach and depth of service
- Serving underserved populations: youth, HIV/AIDS-affected, women
- Working in fragile and conflict-affected environments

FIELD-Support Financial Services Activities

- **Agriculture, Rural Investment and Economic Strengthening Program.** *This \$80 million associate award from USAID Afghanistan has charged FIELD-Support with developing an inclusive financial system in Afghanistan to meet the needs of the poor from \$100 microenterprise loans to \$1 million loans for the development of pro-poor rural industries.*
- **Using Financial Systems to Improve Access to Irrigation and Markets in Rural Peru.** *This pilot award links financial institutions and irrigation system providers to provide farmers with affordable access to yield-increasing technologies. The program is simultaneously linking farmers to more competitive agricultural markets.*
- **Integrating the Unbanked through Remittance-Linked Products in Guatemala.** *This pilot is drawing remittance recipients into the formal financial system by developing savings and credit products tailored to their needs.*

FIELD-Support Partner Profiles in Financial Services

ACCION develops sustainable microfinance institutions (MFIs) that reach hundreds of thousands of clients and is committed to making microfinance an integral part of developing country financial systems. ACCION provides equity, quasi-equity financing and loan guarantees to help MFIs become independent of donor funds, attract deposits, and attain financial leverage.

ACDI/VOCA works with banks, non-bank financial institutions, MFIs and leasing companies to enhance their capacity to reach and effectively serve the needs of rural clients and agricultural value chains.

CARE works at the community, regional and macro level of the financial system to increase the flow of capital to local institutions and facilitate relationships between MFIs and commercial institutions through rating for investment.

FINCA creates sustainable microfinance institutions that reach out to the poorest of the poor. It continues to expand outreach of its programs and diversify its products to meet the needs of an ever expanding market.

The IRIS Center at the University of Maryland focuses on developing an environment in which entrepreneurs of all sizes have access to sustainable and affordable financial services. IRIS's work encompasses both the policy environment for secured lending with commercial banks and the rules and regulations that facilitate the functioning of MFIs.

Opportunity International develops and supports commercial microfinance institutions that provide clients with a full range of products and services and mobilize savings from the general public. Leveraged with debt and equity financing, the institutions bring the poorest of the economically active into the formal financial system.

Save the Children develops innovative methodologies for providing better access to financial systems for youth and those affected by HIV/AIDS.

The Small Enterprise & Education Promotion Network (SEEP) has 20 years experience in the microfinance industry, providing technical assistance and capacity building to MFIs, their partners and regional and national networks. SEEP's working groups and projects identify challenges faced by MFIs and develop tools and best practices to address these issues.

World Council of Credit Unions promotes mainstreaming—incorporating financial services for the poor into the formal financial system—and scaling up—extending access to financial services to more poor people by supporting a global network of independent credit unions and associations.

Learn more about the FIELD-Support Leader with Associates

Project Director Paul Bundick: pbundick@aed.org * USAID CTO Thomas Kennedy: TKennedy@usaid.gov * Online at: www.microlinks.org/field