2nd Quarter FY 2024
Business Forecast and Partner Update Webinar
March 26, 2024
9:00-10:00 AM ET
As Prepared

USAID Participants
- Samantha Power, USAID Administrator (video)
- Deborah Broderick, Deputy Director, Bureau for Management, Office of Acquisition and Assistance
- Emily Varga, Acting Deputy Director, Local, Faith, and Transformative Partnerships Hub
- Mark Murray, Senior Budget Advisor, Bureau for Planning, Learning, and Resource Management
- John Watson, Deputy Director, Office of Small and Disadvantaged Business Utilization
- Angela Cardenas, Senior Advisor, Office of the Chief DEIA Officer
- Julia Tanton and Jordan Grover, Private Sector Engagement Hub
- Rachel Chilton, Deputy Communications Director and Industry Liaison, Bureau for Management, Office of Acquisition and Assistance

Conference Call Transcript

<u>Welcome and Introductions from Rachel Chilton</u>
Hello everyone and thank you for joining us today's Business Forecast and Partner Update webinar. My name is Rachel Chilton. I am the Agency's Deputy Industry Liaison and Deputy Communications Director for USAID's Office of Acquisition and Assistance.

We are excited to have you join today's webinar – where we will be sharing updates on a number of things happening around USAID.

We will be recording today's session. If you would like, you can turn on closed captioning by clicking the "cc" button in the bottom left corner of the webex screen. Throughout the event, we will be sharing links in the chat box. However, note that we will not be taking questions during the event.

A few weeks ago we solicited questions from you, our partners, around USAID's planned activities on our Business Forecast. Our team around the world have been busy answering the more than 2,500 questions we received this quarter – our most ever.

If you're new to one of our Business Forecast calls, we use this webinar to cover Agency priority topics. Later today, we will plan to post responses to the majority of the questions we have received on USAID.gov, along with a recording and transcript from this call. Once we have posted these resources, we will notify you through our Industry Liaison Updates email distribution list, and our social media channels. My colleagues can drop the links in the chat box for you to sign-up if you are not already following us.

If you are not aware, last fiscal year we released a feature that allows you to receive email alerts twice a week (on Mondays and Wednesdays) with a recap of activities that have been updated or added to the Business Forecast. We will drop the <u>link in the chat box for you to sign-up</u> - you can also do this on our Business Forecast webpage.

If you have any questions or issues with these new features, please feel free to contact us at <u>BusinessForecast@usaid.gov</u>

And with that, we'll first play a video of USAID Administrator Samantha Power.

<u>VIDEO Remarks from USAID Administrator, Samantha Power</u>

We are so happy to have the Administrator provide some remarks in regards to the work of our office, our Acquisition and Assistance (A&A) staff, and implementing partners around the world. Next, I would like to turn it over to Deb Broderick, Deputy Director in our Office of Acquisition and Assistance. Over to you, Deb.

Remarks from Deb Broderick, Deputy Director, Bureau for Management Office of Acquisition and Assistance
Thanks, Rachel.

I'd like to first echo the Administrator in wishing all of you a very Happy National Procurement Month as we wrap-up March. We truly appreciate everything you do to help make USAID's work possible.

Unfortunately, Jami is unable to be with us today, but we are thrilled to have him return to the USAID Acquisition & Assistance family.

This morning, I will walk through some important updates from our office.

As Jami takes the helm of M/OAA, I would like to share his vision for the future –
- One where our A&A workforce is the driving force behind everything USAID does.
- One where we collectively examine the necessary changes to process, policy, and people.
- And one where an expanded A&A workforce unlocks partnerships, increases efficiencies, and reduces burdens to deliver better development results.

This vision also includes all of you – our partners. USAID is the premier development Agency in the world because of the work of our A&A workforce and our partners. We encourage you to take a look at his [vision blog and video](#) on WorkwithUSAID.gov – which we can link in the chat box.

Over the last month, we've had many of our acquisition and assistance staff gathered together where Jami has shared this vision. Just last week, more than 200 of our Washington-based staff gathered together for several days in all hands meetings. Late last month, we had more than 200 of our Africa A&A workforce together in Rwanda and 60 A&A staff from the Middle East and Europe and Eurasia team together.

The challenges we face globally require us to work collectively to solve them – this includes our A&A staff globally, but also USAID and its partners. We rely on your insights and abilities to implement USAID's programs worldwide. Listening, collaboration, and empathy are also at the heart of the partnerships that underpin our acquisition and assistance awards.

Staffing
Diving deeper into our staffing efforts – As a part of National Procurement Month, we have internally launched "A&A Accelerate: Empowering, Equipping, and Elevating A&A at USAID", a new initiative aimed at rebuilding the A&A function and workforce at USAID. We have made progress over the last few years as this is part of our A&A Strategy, but we know we still need to do more.

Last week, Administrator Power and Jami Rodgers announced this initiative at meetings aimed at A&A staff both in Washington and overseas.

"A&A Accelerate" is designed to:
1. Rebuild our A&A Workforce – retaining, recruiting, and filling staffing gaps to fix the staffing shortage;
2. Enhance our surge capacity so teams can respond effectively to crises;
3. Increase capacity in the Mission contracting office by elevating our Foreign Service National (FSN)/Cooperating Country National (CCN) colleagues, who make critical contributions to this work; and,
4. Expand professional development opportunities so our A&A workforce can continue to build their skills and grow as leaders.

We will be sharing more information and updates on progress about this initiative with you all in the near future for awareness.

Burden Reduction
Shifting to another priority area for us – burden reduction. As you heard from the Administrator's video remarks, we remain focused on reducing burdens for our staff, as well as implementing partners' throughout our collaborative partnership processes.

Externally, we will focus on reducing burden on implementing partners, with a focus on matters that disproportionately affect local organizations and underrepresented U.S. organizations.

In addition to the examples Administrator Power highlighted, we continue to decrease compliance barriers that prevent local organizations from being competitive for USAID partnership opportunities.

Some examples of how we have already reduced barriers include:
● A full and significant revision to ADS 303sam, an Additional Help Document containing the Non-U.S. Organization Pre-Award Survey (NUPAS) Guidelines, and its corresponding appendices to make it as effective as possible. These revisions promote localization, advance burden reduction, and achieve an important A&A strategy goal; making these revisions one of the highly anticipated Agency policy updates.
  ○ The NUPAS is a tool that Agreement Officers (AOs) often use when conducting a pre-award survey of non-U.S. organizations that are new to USAID funding. It serves to support localization by improving and streamlining the relationship with new, local partner recipients at the earliest stages.
● The use of fixed amount awards and firm fixed price contracts, allowing USAID to make awards to less-experienced local organizations while minimizing risks to the Agency.
● Working on capacity strengthening to help local organizations achieve sustainable results in their communities and manage USAID funding in compliance with U.S. laws and regulations.

- The use of phased acquisition, allowing oral presentations, using simplified evaluation criteria, releasing requests for information (RFIs), and sending draft solicitations for industry comment.
- In addition to the WorkwithUSAID.gov website now being offered in Spanish and French, we have translated four ADS 303 documents into Arabic, French, Portuguese, Spanish, and Swahili with Amharic available soon. In addition, ADS 303mai, -sac, -sal, and ADS 591maa are now available in French, Portuguese, and Swahili, with Amharic, Arabic, and Spanish available soon. Finally, an additional eight ADS documents will soon be translated into all of these languages, and we are excited to announce the inclusion of three indigenous African languages: Chichewa, Hausa, and Somali.

Our A&A staff will continue to identify burdens and barriers for our current and prospective partners, and work with all relevant stakeholders to find solutions to continue to streamline our processes and make things easier.

Finally, I'll mention that this morning we published a blog from Jami on WorkwithUSAID.gov on our burden reduction efforts. We will drop the link in the chat box for you to read. We welcome your thoughts, ideas, and suggestions on how we can continue to reduce burdens.

Thanks again everyone for joining our call today. I'd like to turn things back over to Rachel now.

Remarks from Emily Varga, Senior Cooperative Development Advisor, Local, Faith, and Transformative (LFT) Partnerships Hub
Good morning, my name is Emily Varga and I'm the Acting Deputy Director of the Local, Faith, and Transformative Partnerships Hub in USAID's Bureau for Inclusive Growth, Partnerships and Innovation. I have several updates for you, all aimed at broadening USAID's partner base.
Last October, the Local Capacity Strengthening (LCS) Policy held its first annual Learning and Feedback Forum. 1,770 individuals attended from 108 countries. Thank you to those of you who participated and shared your insights. The recordings and the key takeaways from listening sessions are now available on the LCS Policy Forum website.

Additionally, the Policy Implementation Team has launched a blog series on the implementation of the Policy. The latest post is called, "Strengthening Local Capacity Starts with Appreciating What's Working," which highlights an incredible sanitation and hygiene activity in Kenya. You can review more by going to WorkwithUSAID.gov/blog, and filtering to the Series on Local Capacity Strengthening. To submit your own story, scroll to the bottom of the News and Insights Blog page to submit a "guest blog."

Next up, I'm thrilled to share that the New Partnerships Initiative (NPI) has two new mechanisms to support our efforts to diversify partnerships and advance localization, while also advancing our U.S. small business goals since small business set asides are aligned with NPI's commitment to diversifying our partner base.

The first mechanism is called the Compliance and Capacity to Support Diversified Partnerships. This mechanism ensures that new, nontraditional, and local partners have the capability and resources to serve as prime implementing partners with the Agency. It also ensures that USAID Missions and Operating Units are well equipped to invest in the strengths and priorities of local communities.

The second mechanism is called the Linguistic Services Blanket Purchase Agreement (BPA) which supports the Agency's efforts to engage partners in languages, other than English. This will reduce a key barrier when working with external partners and bring the Agency *closer* to our local communities. The mechanism provides translation, interpretation, transcription, and validation for all types of documents, audio and video media, and in-person or virtual meetings. The BPA holders are required to be able to source at least 120 languages, including multiple dialects of those languages.

I'd also like to share that USAID's American Schools and Hospitals Abroad Initiative's (ASHA) Fiscal Year 2024 draft Request for Applications (RFA) is available for public comment on grants.gov beginning March 8 until April 1, 2024. Please send comments to ASHAapplications@usaid.gov by April 1, 2024, 4:00 pm ET. After ASHA receives and responds to public comments, the official RFA will be posted to grants.gov.

Additionally the Limited Excess Property Program (LEPP) is now accepting applications for its 2024–2027 Program Cycle. This gives non-governmental organizations (NGOs) - who self-register as Private Voluntary Organizations (PVOs) - access to U.S. government excess equipment to supplement their development programs overseas. A majority of the equipment is medical equipment that goes to regional hospitals serving vulnerable communities across Africa, Asia, Eastern Europe, Latin America, and the Caribbean. LEPP will accept applications from PVOs from March 20 through May 6, 2024, 5:00 pm ET. You can learn more about the program and how to apply on the LEPP website.

We welcome you to share these updates and opportunities with your networks. We appreciate your partnership and support to enhance our efforts in diversifying the Agency's partner base.

Thank you.

Remarks from Mark Murray, Senior Budget Advisor, Bureau for Planning, Learning, and Resource Management (PLR)
Good morning, everyone. My name is Mark Murray, and I am the Senior Budget Advisor in the Office of Budget and Resource Management here in USAID's Bureau for Planning, Learning and Resource Management. Thank you to our Industry Liaisons for the invitation to be here today to share about the President's Fiscal Year 2025 Budget Request.

On March 11, President Biden submitted his FY 2025 Budget Request to Congress, which includes $42.8 billion for foreign assistance. Of this total, $28.3 billion is for USAID.

This request reflects both our commitment to responding to the historic conflict and climate-driven disasters that continue to wreak havoc around the world, as well as our work to advance longer-term development objectives—like strengthening democracy, global economic resilience, and our systems for the response and prevention of climate and health shocks.

I also want to note here at the beginning that this request also assumes the appropriation of the critical humanitarian and economic support funds we've been fighting for in the National Security Supplemental.

I'll spend my time this morning highlighting a few important priorities for USAID in the FY 2025 Budget Request, beginning with **humanitarian assistance.**

On average, USAID responds to 75 crises across 65 countries every year. In the last three years alone—due to natural disasters and ongoing conflicts in the Middle East, Eastern Europe, and beyond—the number of people in need of assistance has increased by more than 350 percent – from 64 million people in 2021 to 300 million in 2024.

For the U.S. to continue to lead and to support our partners and allies amidst some of the world's toughest challenges, this year's budget requests $6.3 billion for USAID's humanitarian assistance efforts – including ongoing emergencies in Gaza, Haiti, Sudan, and Afghanistan.

The Budget Request also reflects our **continued commitment to support the people of Ukraine.** The country's long-term economic stability depends on its ability to continue generating revenue, so this year's Request includes $321 million to bolster Ukraine's economy, including building up its energy infrastructure, and increasing agricultural exports.

It also includes funding to continue to support both the government of Ukraine's efforts to provide basic social services, as well as the work of the Ukrainian people to strengthen democracy.

Food security is also a critical component of the Administration's ability to reduce global poverty. The Request includes $1.1 billion for USAID's global food security programming to help build resilient food systems.

This Request prioritizes funding for the 20 Feed the Future target countries, and resources will continue to target systems-level changes to reduce poverty and malnutrition and promote more resilient and sustainable agricultural productivity.

The next priority I'll talk about is our work to **boost economic growth and strengthen democracy.** We know that leveraging private sector capital and business expertise is critical to closing the gap between current levels of development assistance and increasing need.

So we're requesting $50 million for the Enterprises for Development, Growth, and Empowerment Fund, or EDGE Fund, which is already generating partnerships and attracting the additional resources needed to promote sustainable business practices, market-based innovations, and inclusive entrepreneurship.

And we're asking for another $50 million to boost the economic resilience of countries with mounting debt, slowing growth, high inflation, declining investment, and widening inequality—all of which, we know, can quickly undermine democratic gains.

We also have to consider the urgency and magnitude of the digital threats to development progress. To address this issue, the request includes $94.9 million to scale USAID's Digital, Cyber, and Emerging Technology programming—including our work to build and strengthen open, inclusive, and secure digital ecosystems, as well as leverage proven technology for better development outcomes.

Another important priority is our commitment to tackling the **global climate crisis.** This year's budget requests $2.8 billion for USAID-managed climate programs that lay the foundation to help modernize and expand the energy infrastructure needed to power schools, hospitals, and economic growth.

We will also continue to increase food and water security by providing people with access to lifesaving early-warning systems, and more resilient agriculture and conservation practices.

Next, the FY 2025 Budget Request includes $4 billion for USAID-managed accounts to reaffirm U.S. **global health** leadership and to:

- prevent child and maternal deaths;
- bolster nutrition;
- control the HIV/AIDS epidemic;
- build the capacity of partner countries to prevent, detect, and respond to future infectious disease outbreaks to prevent them from becoming national or global emergencies; and
- protect the global health workforce through the President's Global Health Worker Initiative.

There are many other priorities I could talk about – investing in the Indo-Pacific, the global need for infrastructure development, and others – but the last priority I'll talk about today is **USAID's workforce.** As development needs remain high, USAID will continue to invest in and improve its workforce and operations.

With our $2.2 billion request, we are prioritizing the recruitment, retention, and training of the personnel with the skills and experience needed in a modern development and humanitarian enterprise.

An additional 145 positions will help us grow our ranks of career humanitarians; contracting and artificial intelligence specialists; economists, engineers, and other key personnel.

I'll close by saying that the United States has confronted—and led the world to respond to—complex threats and the most pressing global challenges of the day. The FY 2025 Budget Request reflects our commitment to continuing that leadership, and we look forward to continuing this work with the support of the American people.

For additional information about the FY 2025 Budget Request, visit usaid.gov/cj.

Thank you again to our Industry Liaisons for having me today, and I will turn it back over to Rachel.

Remarks from John Watson, Deputy Director, Office of Small and Disadvantaged Business Utilization (OSDBU)
Good Morning. I'm John Watson, Deputy Director of Programs for the Office of Small and Disadvantage Utilization. I'm excited to share a few points on the agency's small business partnership strategy. We are expanding our outreach activities to include this year's in-person 15th Annual Small Business Conference; "Partnering for Impact, Equity in Procurement" on May 17th, 2024 here in Washington. In November of 2023 we conducted an Asia Regional Small Business conference in Bangkok with Over 301 participants, 114 companies, 18 missions, 30 exhibit booths and 12 new registrant small business partners.

In FY 2023, 23% of contract awards in Washington went to U.S. small business, conversely 7.3% of contract awards overseas went to small business. In FY 2014, OSDBU restructured the office to assign small business portfolio managers to each of the Missions with obligations over $5 Million a year to negotiate internal small business goals and to assist with small business training, market research and outreach.

A small business portfolio manager has traveled with Chief Diversity Officer's regional missions trainings to discuss the partnership aspect of the 5 P's. of diversity strategy. Our focus was to share how small businesses can assist in capacity building for local organizations.

I want to highlight the significance of forecasting for SDB's and all Socio-Economical Programs. USAID is an avid supporter of U.S. Small Businesses and awarded nearly one billion dollars to U.S. Small Businesses last year. In fact, USAID has exceeded its small business goal for the past few years and is currently on track to have another successful year with small businesses. To not only sustain, but increase our goal accomplishments, the Office of Small and Disadvantaged Business Utilization (OSDBU) regularly reviews internal requirements and market research for potential set-aside. OSDBU also actively participates in the agency's Senior Level Procurement Planning meetings with our contracting and technical colleagues.

USAID is a strong supporter of the U.S. Small Business Administrations' Socio-Economic Programs and has exceeded its Women-Owned Small Business (WOSB) goals for the last few years. In accordance with the Federal Acquisition Regulation (FAR) 19.203 the USAID Office of Small and Disadvantaged Business Utilization (OSDBU) recommends aggressively participating in Agency market research with strong capabilities inherent to the individual WOSB. However, the decision to utilize the WOSB program remains with each individual contracting officer. Please send an e-mail to the contracting officer and the OSDBU office when you see an opportunity that you believe could be a WOSB set-aside. Your correspondence should include your capabilities as well as the names of your WOSB competitors who might be a good fit for the requirement.

Lastly, to discuss how small businesses qualify for IDIQ activities; USAID's Office of Small and Disadvantaged Business Utilization (OSDBU) recommends all small businesses interested in partnering with the Agency to register in the official website of the U.S. Government's System for Award Management (sam.gov). Small businesses interested in participating in IDIQs have two options. First, small businesses can propose as prime contractors and submit proposals. If a small business forms a team, the small business led team should have well-defined roles and responsibilities that add value to the successful performance of the Agency's acquisition. Second, small businesses can also try to partner with other small businesses or our large implementing partners as subcontractors.

Angela Cardenas, Senior Advisor, Office of the Chief DEIA Officer
Good morning, afternoon or evening to everyone wherever you may be calling in, and I'm happy to be with you today to discuss USAID's ongoing efforts to advance Diversity, Equity, Inclusion, and Accessibility.

I'm Angela Cardenas, Senior Advisor to USAID's Chief Diversity Officer. Our office has been engaged on a number of fronts and efforts across the entire Agency.

I'm here to provide an update on the notable progress USAID has made to further diversity, equity, inclusion, and accessibility in line with Administration and Agency Leadership's reform priorities.

During this past quarter and past year, we've been working across our missions around the world – from Egypt to Tanzania, Thailand to Pakistan - and beyond on ways to operationalize and to integrate diversity, equity, inclusion, and accessibility across their work.

On note since our last check, the Agency hosted several regional workshops specifically for our local FSN staff. In each of these events, local staff from regional missions attended to discuss our FSN Empowerment Plans which outline commitments to support the professional development of our local staff around the world. In addition to these events…

In February, the Office hosted the first ever regional Managing Change to Advance Equity and Inclusion (MCAEI) Workshop in El Salvador for the Latin America and Caribbean region. The MCAEI workshop focused on what we call the "5P Framework" - our people, programs, partnerships, policies, and processes to integrate best practices and apply a DEIA lens. The workshop hosted participants from Missions in Colombia, Peru, El Salvador, and Guatemala and country representative offices Eastern and Southern Caribbean and Jamaica.

Notably, we brought together a range of staffing from, both local and American and drew upon their many different roles. We had EXOs, Program Officers, specialists from our contracting office, financial office, Gender Advisors and others, as well as staff from DC, from our HCTM or HR team, OCR, ID Hub, Gen Dev, and OSDBU who were also on site to participate and provide guidance.

During the week, participants delved into the meaning of "Diversity", "Equity", "Inclusion", and "Accessibility" in the regional context, explored the concept of "brave spaces" and "psychological safety' to set the foundation for open, transparent discussions on challenges and opportunities to build an equitable and inclusive workplace, and co-created solutions to operationalize DEIA through the 5P Framework.

This February, we released a revised version of the Equity Action Plan (EAP) which initially launched in 2022. This effort is a continued commitment to reducing barriers to USAID's development programs and operations.

The EAP has five strategies:

1. Reduce barriers to the USAID Partnership process through the WorkwithUSAID platform;
2. Enhance accountability measures and nondiscrimination protections for program participants and employees of contractors and recipients
3. Reduce barriers for USAID awards, including acquisition and assistance burdens that negatively affect partners' ability to work with USAID;
4. Advance effective and equitable U.S. foreign assistance that meaningfully integrates inclusive development and the perspectives and experiences of women and girls in all their diversity, and improve outcomes in gender equality and for marginalized populations; and
5. Strengthen USAID's approaches to policy, programming, and learning to more effectively advance racial and ethnic equity and support for underserved communities in partner countries.

As part of the EAP and to enhance accountability measures and nondiscrimination protections for program participants and employees of contractors and recipients, USAID developed the Social, Economic, and Environmental Accountability Mechanism (SEE-AM), which advances program participant protections. The mechanism provides a channel for program participants and affected communities to inform the Agency of harm experienced.

Also as part of the EAP to advance equity at USAID, we launched the racial and ethnic equity initiative, which provides guidance to our staff on how to better engage and prioritize working with ethnic and racial minorities in a country. Notably, today Administrator Power will speak at the two-year anniversary event for the Coalition for Racial & Ethnic Equity in Development (CREED). The Administrator will convey the continued vision and progress around racial and ethnic equity for this Administration, at USAID and beyond.

I particularly want to discuss the Agency's work with Minority Serving Institutions – MSIs in short – higher education institutions who serve underrepresented communities. As a way to reduce barriers to partners, which is part of the Agency's Equity Action Plan, we encourage partnerships with MSIs, small and disadvantaged businesses and local organizations. These efforts to increase the types of organizations we partner with support the Agency's DEIA efforts.

In 2024, we aim to facilitate two to three more memoranda of understanding with MSIs with a particular focus on Hispanic Serving Institutions, Tribal Colleges and Universities, and Asian American and Native Hawaiian, Pacific Islander Serving Institutions. In these MOUs, the team is also focusing on geographic diversity, including engaging with MSIs in the U.S. Pacific Territories.

Two weeks ago, for the second year, we attended the American Indian Higher Education Consortium Student Conference in Minneapolis, Minnesota. During this conference we awarded $30,000 to students who participated in our International Development Challenge. The challenge innovative ideas and solutions on how to increase engagement, interest, and understanding of international development and USAID's mission among Tribal College and University (TCU) students.

We will attend the same events next year as a way to raise awareness to students and faculty on ways they can work at USAID and also partner with USAID.

MSI work, as part of our engagement with higher education institutions, is a priority for the Agency, and working with these institutions is something we encourage our partners to do. Many MSIs are now on the workwithUSAID platform so I encourage you to look for partnership opportunities with MSIs.

As we continue to promote DEIA principles and further our goals in making USAID a more diverse, equitable, inclusive, and accessible Agency. We encourage you to connect with us on how you can help promote DEIA values in your organization too. I want to challenge you to look internally and create concrete commitments to advance inclusion and equity within your organizations.

Thank you again for your time and partnership with USAID!

Remarks from Julia Tanton, Managing Director, Communications, Private Sector Engagement (PSE) Hub

[drop link www.workwithusaid.gov/corporate-partners in chat and share screen]

The Private Sector Engagement Hub at USAID is pleased to announce the new WorkwithUSAID.gov Corporate Partnering Portal, a place where business leaders can learn how a collaboration with the Agency can drive business growth, reduce risks, and advance sustainability goals across the globe.

Use the WorkwithUSAID.gov Corporate Partnering Portal as a resource you provide to prospective private sector partners so they can learn more about the basics of partnering at USAID.

The two main calls to action we have for visitors are to 1) download and share the Guide for Businesses and 2) reach out to USAID with a partnership inquiry through the PSE concierge. [show participants where to do this on the site]

We hope you enjoy this new, modern, experience that we have created for your prospective private sector partners. Feel free to share in your networks using the toolkit that we'll drop into the chat: Toolkit Link

Thank you.

Remarks from Jordan Grover, Data Manager: Evidence, Learning, and Data | Private Sector Engagement (PSE) Hub

This week, we are launching a new dataset on the Agency's Public Private Partnership Data that will now be available to the public. You can find this information on USAID's central source for U.S. foreign assistance data, Aidscape. Our webpage will go live this Thursday.

**Screenshare

The PPP Web Page shows the full list of over 2,000 Public Private Partnerships that have been reported since FY17 across the entire Agency. The information is available for direct download, but we also have displayed it in this interactive dashboard, so that anyone can review the partnerships by country, year, development Sector, or even by the specific partner.

This data includes information collected during USAID's annual PPP Data Call, which is where we collect quantitative and qualitative information on USAID's Public-Private Partnerships. As many of you know, partnerships with the private sector play a crucial role in advancing America's development objectives, and this data allows us to tell a more complete story about our private sector engagement. It's important to note that though there are many forms of private sector engagement, and many ways that USAID can engage the private sector, this dashboard just

presents the formalized public private partnerships that have been reported as a part of our internal annual data call. If you're wondering what makes an engagement a PPP, we define it as a collaborative working relationship with an external non-USG partner in which partners mutually define the goals and objectives and contribute resources and risk to the partnership.

The dashboard currently shows the results as of the FY22 data call, but we will soon be releasing the updated information from the FY23 Data Call, which is currently being cleaned and prepared for publication.

If you scroll down to the bottom of the dashboard, you can see all of the specific information that we collect on each Public Private Partnership, including the partnership name, the implementing partner, and the resource partners that contribute to the partnership. There is actually a little more information in the data download that includes partnership results and success stories.

We can use the filters to look for partnerships that happened with any specific resource partner, such as Mastercard - I'm going to select both Mastercard and Mastercard Foundation - and we can see that there have been 13 partnerships since FY17, spread fairly evenly across the globe with Mastercard.

We've done our best to explain this definition as well as the definition for each characteristic of the partnership (for example Local vs. Non-local) on the dashboard itself, but we welcome any questions on how to use and interpret this information.

I'd suggest you take a look at the dashboard for yourselves and share it with your colleagues who might be excited to see a detailed description of who we partner with and where across the Agency.

Thank You from Rachel Chilton
Thank you again to all of our speakers who provided updates today as well as our audience who took time to tune-in to listen. I wanted to highlight a few additional ways you can stay engaged with USAID.

First, if you haven't already, please visit WorkwithUSAID.gov and register your organization in our Partner Directory. On the platform you will find a host of resources that will help prepare your organization to partner with USAID, connect you with other organizations, as well as connect you with funding.

You can also check out our funding feed, which pulls all USAID-specific opportunities from SAM.gov and Grants.gov into one place for you to make it easier to locate different open opportunities with the Agency. The feed is updated daily as new postings are added to those respective websites.

And to re-highlight from Administrator Power's remarks, you can now access the website in Spanish and French! We are so excited to see the progress of providing these pages in local languages with Arabic to follow soon.

Additionally, if you're not following us on social media, you can connect with us on LinkedIn, Twitter, Facebook, and YouTube – my colleagues will drop the links to each of those platforms in the chat. You can also sign-up for our monthly newsletter and industry liaison updates email distribution list through the link in the chat.

Finally, as a reminder, we will be posting the recording of today's event, along with the questions and response to our business forecast later today. We will notify everyone through our social media channels and email list once the resources have been posted. As always, if you have any other questions. Please don't hesitate to reach out to us at: IndustryLiaison@usaid.gov.