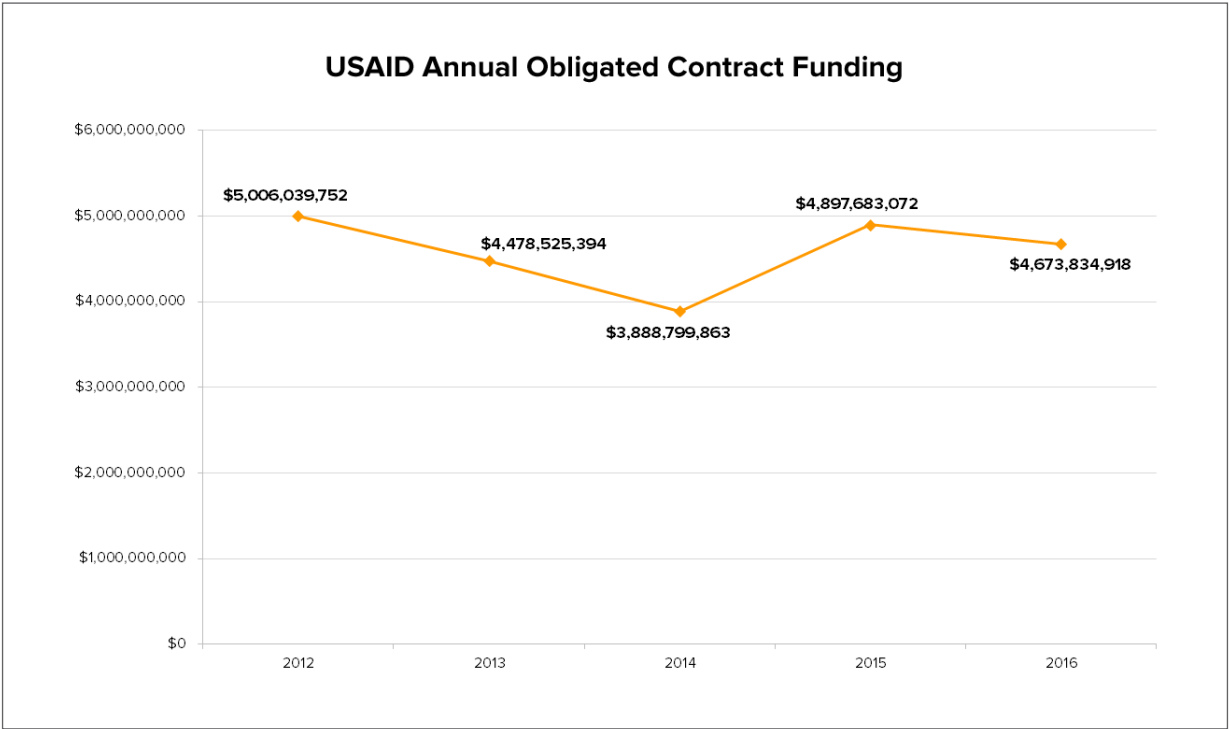




Top USAID contractors for 2016

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The [United States Agency for International Development](#) obligated contract funding reached \$4.68 billion in 2016, decreasing by \$200 million from the previous year. The modest decline for 2016 follows a \$1 billion surge for [contract spending from 2014 to 2015](#).



[Chemonics](#) reclaimed its position as the top contractor for USAID in 2016, winning nearly double the contract funding from 2015. The global development consulting firm garnered over \$1 billion worth of USAID financing last year, following the award of a \$9.5 billion [indefinite delivery, indefinite quantity contract](#), or IDIQ, in 2015. [Tetra Tech](#) and [DAI](#), meanwhile, were awarded the second and third-highest USAID contract funding, respectively, combining for over \$800 million in obligated funding. Together, these top three recipients comprise 39 percent of all USAID obligated contract funding in 2016.

Five organizations managed to break into the top 20 awardees in 2016. Remote Medicine, which won \$10 million in contracts in 2015, received \$67 million last year. International Business & Technical Consultants doubled their contract funding from \$21 million in 2015 to \$42 million. Nathan Associates received \$40 million — up by \$11 million from the previous year.

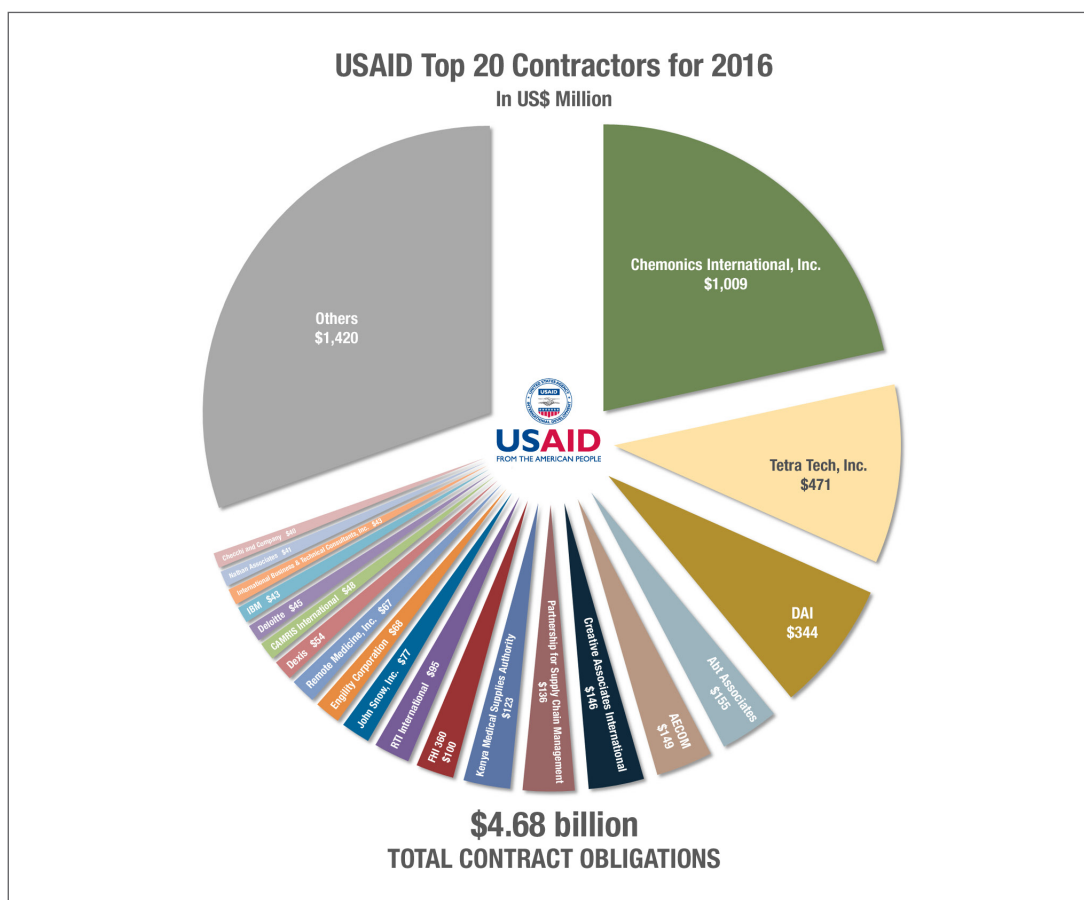
In Numbers: Funding by Organization Type		
Nonprofit organizations	\$612,043,010	13%
Small businesses	\$578,273,815	12%
Women-owned businesses	\$326,064,744	7%

Two of the list’s new entrants ranked within the top 10 organizations, each obtaining over \$100 million more than their previous contract funding. Creative Associates International, which received \$43 million in 2015, attracted \$146 million last year. Similarly, the Kenya Medical Supplies Authority received \$122 million in 2016 versus \$17 million in 2015, as it secured a five-year contract to procure, warehouse and distribute drugs and medical equipment for public hospitals across Kenya. KEMSA is the only non-U.S. organization to

make it into the top 20.

The 2016 USAID funding figures were released amid contractor community concerns over the Trump administration's plans to [significantly cut funding](#) for development assistance — a proposal that has so far been met with [opposition](#), but could dramatically impact USAID's private sector implementing partners. [Recent developments](#) in the U.S. Congress have allayed some fears about the future of U.S. aid funding, but uncertainty remains as budget discussions continue.

Below, Devex ranks the top 20 USAID contractors for 2016, based on obligated funding data from [USAspending.gov](#).



1. [Chemonics International, Inc.](#)

Founded: 1975

Headquarters: Washington, D.C., United States

President and CEO: Susanna Mudge

Obligated USAID contract funding: \$1,009,133,442

An employee-owned, for-profit enterprise, Chemonics has a network of over 4,000 individuals working in 70 countries across Africa, Asia, Latin America and the Caribbean, Europe, and the Middle East. The consulting firm specializes in a broad range of sectors including agriculture and food supply, corporate social responsibility, democracy and governance, economic development, education and youth, environment, gender and

social equity, health, peace and stability, supply chain management, water, energy and sustainable cities.

2. [Tetra Tech, Inc.](#)

Founded: 1966

Headquarters: Pasadena, California, United States

Chairman, CEO, and President: Dan L. Batrack

Obligated USAID contract funding: \$471,061,443

Tetra Tech is a global service provider specializing in consulting, engineering, program and construction management, and the provision of technical services in the areas of energy, water, infrastructure, environment, resource management and international development. With 16,000 employees and 400 office locations, Tetra Tech offers its services to both private and public institutions. In 2016, [Management Systems International](#), one of its subsidiaries, won contracts with USAID totaling \$93,513,389.

3. [DAI](#)

Founded: 1970

Headquarters: Bethesda, Maryland, United States

President and CEO: James Boomgard

Obligated USAID contract funding: \$343,817,396

DAI is an employee-owned consultancy firm with staff size reaching 3,000 individuals. Its areas of expertise include innovations in technology, economic development, governance, peacebuilding and security, health, environment, including clean energy and sustainable businesses. Through its corporate headquarters in the U.S. and the United Kingdom, DAI provides support to its global network, reaching regions such as Latin America and the Caribbean, Asia and the Pacific, Eastern Europe and Central Asia, Middle East and North Africa, and sub-Saharan Africa.

4. [Abt Associates](#)

Founded: 1965

Headquarters: Cambridge, Massachusetts, United States

President and CEO: Kathleen L. Flanagan

Obligated USAID contract funding: \$154,737,381

Abt Associates employs over 2,500 individuals and works in roughly 50 countries, with offices in Africa, the Middle East, Latin America and the Caribbean, Asia and Australia. Its focus areas include education, environment and natural resources, including climate change, agriculture and food security, health, housing and community development, and income security and workforce development. Specializing in research and program management, Abt's range of services include implementation and technical assistance, monitoring and evaluation, social marketing and behavior change, data gathering and surveys, as well as analytics and visualization.

5. [AECOM](#)

Founded: 1990

Headquarters: Los Angeles, California, United States

Chairman and CEO: Michael S. Burke

Obligated USAID contract funding: \$148,843,815

A top engineering firm, AECOM's international development portfolio includes infrastructure and city development, agriculture and economic growth, social development, democracy, human rights and governance, as well as disaster and crisis management. AECOM is a conglomeration of over 50 companies with international development projects spanning 100 countries. In December 2016, AECOM secured an \$88 million USAID contract for the [strengthening of watershed and irrigation management](#) in Afghanistan.

6. [Creative Associates International](#)

Founded: 1977

Headquarters: Washington, D.C., United States

President and CEO: Leland Kruvant

Obligated USAID contract funding: \$146,245,498

Creative Associates International is a development service provider specializing in capacity development, peace and stability, economic development, education, including education in conflict-affected communities, elections, gender equality, governance and civic engagement, workforce development and youth, and innovations in technology. It currently has programs in 20 countries, of which eight are in sub-Saharan Africa. The organization also has active projects in the Middle East, Asia and Latin America. Creative Associates International holds an IDIQ contract with USAID for advancing basic education to mitigate crisis, conflict and fragility, in consortium with the [International Rescue Committee](#), [World Education](#), [RTI International](#) and Tetra Tech's [Management Systems International](#).

7. [Partnership for Supply Chain Management](#)

Founded: 2005

Headquarters: Arlington, Virginia, United States

Director: Richard Owens Jr.

Obligated USAID contract funding: \$136,215,632

A nonprofit organization, Partnerships for Supply Chain Management was established by [Management Sciences for Health](#) and JSI Research and Training Institute, the nonprofit branch of [John Snow, Inc.](#) It focuses its work in low and middle-income countries, specializing in the safe, efficient and cost-effective delivery of pharmaceutical products. PFSCM currently has two major programs, including a pooled procurement mechanism funded by the [Global Fund](#) for the procurement and delivery of health products for HIV/AIDS and malaria programs. Its other major program is a USAID-administered supply chain management system for the delivery of high-quality products for HIV/AIDS prevention, care and treatment, funded by [PEPFAR](#).

8. [Kenya Medical Supplies Authority](#)

Founded: 2000

Headquarters: Nairobi, Kenya

CEO: Philip Omondi Odhiambo

Obligated USAID contract funding: \$122,652,321

The Kenya Medical Supplies Authority is a publicly owned corporation established under the Kenyan Ministry of Health. It specializes in the storage and distribution of medical supplies, providing high quality products at competitive prices. KEMSA serves a vast network of health institutions in Kenya, including 371 hospitals, 4,415 rural health facilities and 5,047 rapid testing sites. Apart from USAID, some of KEMSA's most notable development partners include the [World Bank](#), the [Global Fund](#), [UNICEF](#), the [Danish International Development Agency](#) and [KFW](#).

9. [FHI 360](#)

Founded: 1971

Headquarters: Durham, North Carolina, United States

CEO: Patrick Fine

Obligated USAID contract funding: \$100,463,745

FHI 360 is a multi-disciplinary, nonprofit organization with expertise in areas of civic empowerment, social and behavioral change, economic development, environment, gender equity, education, youth health and nutrition, innovations in technology, and advancing scientific research and evidence-based interventions. Its range of services includes capacity building and technical assistance, monitoring and evaluation, quality assurance, social marketing and communication, and research and analysis. Outside the U.S., FHI 360 is active in over 60 countries across Latin America and the Caribbean, Europe, Asia and the Pacific, the Middle East and North Africa, and sub-Saharan Africa.

10. [RTI International](#)

Founded: 1958

Headquarters: Research Triangle Park, North Carolina, United States

President and CEO: E. Wayne Holden

Obligated USAID contract funding: \$95,373,963

An independent research institution, RTI International is a nonprofit organization with presence in over 75 countries and a staff size exceeding 5,000. Its international development practice focuses on four core areas, namely health, education, workforce development and economic opportunity, and governance. RTI's range of services include surveys and data collection, statistics and data science, evaluation and analysis, project design and implementation, technological research, drug discovery and development, engineering, and analytical laboratory science.

11. [John Snow, Inc.](#)

Founded: 1978

Headquarters: Boston, Massachusetts, United States

President: Joel Lamstein

Obligated USAID contract funding: \$76,570,373

12. [Engility Corporation](#)

Founded: 1978

Headquarters: Chantilly, Virginia, United States

CEO: Lynn Dugle

Obligated USAID contract funding: \$68,195,093

13. [Remote Medicine, Inc.](#)

Founded: 2003

Headquarters: Washington, D.C., United States

CEO: Wayne Wager

Obligated USAID contract funding: \$67,000,000

14. [Dexis](#)

Founded: 2001

Headquarters: Washington, D.C., United States

President and CEO: Mihir Desai

Obligated USAID contract funding: \$54,076,230

15. [CAMRIS International](#)

Founded: 2003

Headquarters: Bethesda, Maryland, United States

President and CEO: Laurence Day

Obligated USAID contract funding: \$48,060,622

16. [Deloitte](#)

Founded: 1845

Headquarters: New York, New York, United States

Global CEO: Punit Renjen

Obligated USAID contract funding: \$44,724,991

17. [IBM](#)

Founded: 1911

Headquarters: Armonk, New York, United States

Chairman, President, and CEO: Ginni Rometty

Obligated USAID contract funding: \$43,197,038

18. [International Business & Technical Consultants, Inc.](#)

Founded: 1987

Headquarters: Vienna, Virginia, United States

President and CEO: Ajay Kalotra

Obligated USAID contract funding: \$42,746,449

19. [Nathan Associates](#)

Founded: 1946

Headquarters: Washington, D.C., United States

CEO: Susan Chodakewitz

Obligated USAID contract funding: \$40,744,754

20. [Checchi and Company](#)

Founded: 1973

Headquarters: Washington, D.C., United States

President: James Agee

Obligated USAID contract funding: \$40,355,922

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Front page: Emergency supplies are loaded onto a truck for Typhoon Haiyan victims in Tacloban, Philippines. Photo by: Katey Schein-Prudhomme / USAID / CC BY-NC

ABOUT THE AUTHOR



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Ezekiel is a senior development analyst and team leader at Devex. His primary role is monitoring and reporting on project opportunities and trends of leading multilateral and bilateral donor agencies. A graduate of Ateneo de Manila University with a degree in Political Science, Ezekiel has extensive global development research experience having also worked at the World Youth Alliance, Asia and the Pacific (WYAAP).