



**Long Term Business Volunteers – Emerging Markets Development Advisers Program  
(EMDAP)**

**Quarterly Performance Report  
April 1 – June 30, 2013**

**Leader with Associate Agreement (LWA)  
EEM-A-00-04-00002-00**

**Associate Cooperative Agreement  
No. 497-A-00-05-00042-00**

**Prepared for the United States Agency for International Development (USAID)**

*Implementing Organization:*

INSTITUTE OF  
INTERNATIONAL  
EDUCATION

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**SUMMARY:**

This report details the progress of three 2012-13 EMDAP Advisers on assignment in Indonesia during Quarter III of FY2013. The names and organizations of the Advisers sponsored by USAID/Indonesia are the following:

- Yvonne Chen - The American Chamber of Commerce (AmCham)
- Goolda Siahaan - The Employers Association of Indonesia (APINDO)
- Patrick Tangkau – The Chamber of Commerce and Industry (KADIN Indonesia)

**TASKS COMPLETED THIS QUARTER:**

- Provided ongoing support with any in-country issues.
- Monitored Advisers to ensure reports were submitted to IIE/VEGA/USAID in a timely manner.
- Disbursed funds to Advisers.
- Conducted annual mid-year Site Visit to evaluate each SEBAR Advisors' contributions, ensure satisfaction, and discuss the program to solicit information that is not captured in official reports.

**TASKS FOR NEXT QUARTER:**

- Provide ongoing support with any in-country issues.
- Monitor Advisers to ensure reports are submitted to IIE/VEGA/USAID in a timely manner.
- Disburse funds to Advisers.

## **SITE VISIT REPORT**

The Institute of International Education (IIE) conducted a site visit April 13-19, & 29 2013 in Jakarta, Indonesia. The annual Site Visit is an integral part of the overall sustainability of EMDAP. The primary objectives of the Site Visit are the following:

- Evaluate the EMDAP Adviser's professional contribution to the host organization
- Verify that the host organization is properly utilizing the Adviser's skills and expertise
- Ensure satisfaction of host organization and USAID
- Assess the EMDAP Adviser's personal adjustment to the host country
- Solicit feedback on IIE's performance administering the program
- Address any issues that need attention on-site

The Site Visit was conducted by Aaron Mitich, Senior Program Officer, EMDAP. Meetings were held with the following individuals and organizations:

- Each SEBAR Advisor, privately
- Each SEBAR Advisor's supervisor
- USAID - U.S. Embassy/Indonesia

Specific details of the visit are as follows:

### **USAID/INDONESIA:**

Mr. Aaron Mitich met with the Economic Growth Office, which directly funds the EMDAP Activity. Meeting attendees included: Ms. Raya Soendjoto - Economic Growth Officer (AOTR for the EMDAP activity), Mr. Brandon Fenley - Private Enterprise Officer, and Mr. Michael Nehrbass - Director, Economic Growth. The Economic Growth Office is very pleased with the work and deliverables of the EMDAP/SEBAR Advisers and look forward collaborating on assignments in the upcoming months. Unfortunately, due to internal USAID circumstances the Economic Growth office will not be continuing beyond March 2014. Michael is a strong supporter of the program and thus suggested I speak to the Environment, Health, and Program offices to market EMDAP. Additionally, Brandon said he is willing to discuss the possibility of a no cost extension closer to the contract end date should IIE have residual funds remaining.

Aaron spent most of his time with Brandon Fenley who will take over the AOTR responsibilities for the EMDAP program. Brandon and Aaron discussed some administrative issues regarding reporting structure financial reporting deadlines. Brandon thought the SEBAR Advisers could create/perform the following items:

- A database of organization reps (a who's who)
- Take turns in presenting "Skills Workshops" at provincial offices across Indonesia
  - o Visit these offices every month or two to meet with government officials and US office companies
- Open a dialogue to discuss trade issues amongst the three organizations
- Create a communications dialogue to highlight goals/accomplishments every two weeks

Additionally, Brandon worked with each Adviser and their host organization to develop a new work plan for the remainder on the placements. The Advisers will be responsible for the following activities from April 2013 - February 2014:

**Activity I:** Research Papers – Assist the business association’s committees in creating position papers on critical issues for businesses in Indonesia, (30%)

**Activity II:** Dissemination and Outreach – Present and disseminate concurrent and past research to the larger business community, especially the various members and provincial offices of AmCham, KADIN, and APINDO, in collaboration with the KADIN and APINDO Advisers, (20%)

**Activity III:** Production of Content for AmCham Newsletters, Website, and Other Communications / Production of Content for KADIN Newsletters, Website, and Other Communications / Production of Content for APINDO Newsletters, Website, and Other Communications, (10%)

**Activity IV:** Joint Monitoring and Information Sharing – Support the three associations to cooperate in joint monitoring and information gathering of upcoming and current legislation relevant to the Indonesian business and investment climate as well as in joint outreach to other business associations and NGOs, (25%)

**Activity V:** Support to the three organizations as needed and assigned by the Adviser’s Direct Supervisor,(15%)

The SEBAR Advisers will meet on a monthly basis with USAID/Indonesia project manager, and is expected to attend U.S. government economic group meetings, as requested by USAID/Indonesia. While the above activities are the proposed activities, AmCham, APINDO, and KADIN are able to make any changes or suggestions in consultation with USAID.

**GOOLDA SIAHAAN - APINDO:**

Goolda and his supervisor, Ms. Diana Savitri – Head of International & Investment Department, met with Brandon and Aaron to discuss Goolda’s assignment. While Goolda seemed happy with his work, Brandon and Aaron thought APINDO could provide him with more learning opportunities. Additionally, Goolda believed that he could not only conduct research on various topics but also other activities including website updating, providing data support for board meetings, and be more involved with the provincial offices. Diana mentioned that Goolda would be working on a membership survey.

Goolda believes that APINDO staff needs more professional development and that the Board is somewhat too involved in the day-to-day interactions. He also felt like a secretary at times but says that has changed and is more involved in projects. Goolda believes that having USAID come and speak to APINDO about his duties and SEBAR will help create more opportunities for himself and allow him to work to his potential.

**PATRICK TANGKAU - KADIN:**

Patrick and his supervisor, Lydia Ruddy - Advisor to the Chairman, met with Brandon and Aaron. Patrick works with the Business Support Desk and primarily conducts research for sector/country reports and logistics for foreign delegations travelling to Indonesia. Lydia is grateful to have Patrick onboard and feels he is holding his own and relies on him heavily for information on foreign delegations. However, due to Patrick’s job, he needs more and more research that KADIN does not have access to, thus Lydia requested that USAID provide information for their various sector reports to foreign delegations. Additionally, Patrick and Lydia were not aware of the travel budget allotted to the SEBAR program and feel that their provincial offices need more assistance. Patrick and the SEBAR team will visit provincial offices for joint monitoring and information sharing – KADIN has already identified six offices to visit.

Patrick enjoys the research and meeting foreign delegations aspect of assignment but his one complaint is that he sometimes has to wear multiple hats. He is also interested in staying with KADIN longer should funding be available.

**YVONNE CHEN - AMCHAM:**

Brandon and Aaron met with Yvonne's supervisor, Andrew White - Managing Director at AmCham, and he provided an overview of her work. Andrew was very grateful of EMDAP for Yvonne's presence. He spoke very highly of her technical and analytical skills. From writing articles for their website and creating various committees (Automotive, Food Coalition, Pharmaceutical) to planning events and developing relationships with various stakeholders, Andrew feels Yvonne does excellent work. However, she has had some issues with her communication style. At an event in Bali, she was seen as too aggressive in communicating the logistical issues with a higher level delegate. Andrew noticed this behavior and informed her to be more sensitive. Additionally, Brandon wanted to convey that he too thought Yvonne should be more sensitive in her interactions with locals and expats in Indonesia. Andrew and Brandon do not feel this is a major issue and thinks Yvonne is learning how to do business in Indonesia and has had some growing pains.

In speaking with Yvonne, she feels she has a great relationship with Andrew and wanted to request advice or assistance to work more on SEBAR dissemination or original research activities. She finds this interesting from a professional development perspective – presenting research and perhaps conducting more research. Yvonne also enjoys being in the field, and would be interested in presenting research or collecting data in the regions throughout Indonesia - much of the work at AmCham is project management heavy. She would like assistance in accelerating the decision-making process with the other SEBAR Advisers so that she can concentrate more on SEBAR activities.

- 1. YVONNE CHEN**  
**POLICY ADVISOR**  
**AMERICAN CHAMBER OF COMMERCE (AMCHAM), INDONESIA**  
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Assignment Period: 17 Months: September 10, 2012 - February 9, 2014

Ms. Yvonne Chen currently works for the American Chamber of Commerce (AmCham) under the USAID sponsored Strengthening Business Associations for Reform (SEBAR) program. Yvonne's mandate under SEBAR is to assist business associations, primarily AmCham as well as the Employers Association of Indonesia (APINDO), and the Indonesian Chamber of Commerce and Industries' (KADIN), in promoting a healthy investment and business climate for domestic and foreign investors in Indonesia. SEBAR is a piece of the overarching SEADI program that aims to strengthen Indonesia's research capabilities in the public and private sectors. The focus of her activities will be on assisting the associations to analyze key issues and advocate for reforms that will accelerate and make more inclusive Indonesia's economic growth from both an economic development and private sector lens.

During the third quarter of her assignment, similar to the previous, Yvonne spent the majority of her time assisting the more active AmCham Indonesia committees with their advocacy and secretariat needs. This included requesting meetings with relevant government officials, taking minutes and organizing committee meetings. For example, The IT committee was reinvigorated because a new co-chair, Sri Lakkundi, has come on board. Yvonne has been in close communication with Sri to educate him about the issues that the Embassy, Foreign Commercial Services and herself have already worked on together on an ad hoc basis. Sri is excited about the work and has already co-created an action plan, set priorities that will later become a position paper, and met with several members to understand the issues more deeply. There will be an internal meeting in July and a public event to education government officials from the telecommunications ministry in late August, following the fasting month (July 9 – August 10) called Ramadan. Yvonne has also been attending several meetings in addition to or in place of Andrew White, such as Commercial Dialogue meetings, and meetings with APINDO.

The negative investment list (abbreviated DNI for Daftar Negatif Investasi in Indonesian language) is under review in government. Andrew White, Yvonne's supervisor, asked her for advice on what to do about the issue. In response, Yvonne organized a roundtable and released several email blasts to gather input for this piece of legislation. AmCham Indonesia's constituents are foreign-owned companies and want 100% ownership of their sectors. However, APINDO, has opposing interests, especially in the logistics, distribution, real estate and retail sectors. With the hundreds of pages of input from over 40 companies, Yvonne will spend the next several weeks synthesizing the qualitative information into a succinct white paper to submit to the relevant decision makers: the foreign investment coordinating board (abbreviated BKPM in Indonesian language) and the Coordinating Ministry of Economy (abbreviated Menko Ekon in Indonesian language).

Yvonne also spent time writing articles for the website, which highlight policy issues that emerged from committee meetings (online articles can be found at the following site: <http://yvonnechenportfolio.wordpress.com/2013/03/05/amcham-indonesia-website-articles/>). Some of the articles have reached a very high readership level because of their exposure in the biweekly newsletter. For example, her article on the new investment regulations prompted several companies to ask her for help, and several companies also asked for her primary documents for the universal health care compliance. The topics of Yvonne's website articles, which are written sometimes as "policy notes", for the past three months include: coverage of the AmCham Indonesia

Door Knock that took place in March 2013 (issues include coal, the Small Business Council of Congress, palm oil as an environmental good in APEC, the new outsourcing regulation and compliance, the negative investment list, the new investment rules (BKPM No. 5), the new Ministry of Trade horticulture regulation that ease import requirements for certain products, the new soybean import license requirement, the Food Law, the new social security law and its implementation, several articles about universal health care, coverage of a governor's speaking about financial inclusion and insurance – an ongoing objective for AmCham's participation in APEC 2013, new central bank banking regulations, Indonesia's place on the IP (Intellectual property) priority watch list and GSP (General Services Program, a preferential international trade program within the US Trade Representative Office that allows developing countries to export to the United States at lower or zero tarriff rates if they comply with certain intellectual property and market access requirements), and update about the status of the Draft Trade Law and Draft Industry Law, manufacturing in Indonesia and India, and the Dodd-Frank Act stipulation on supply chain for certain conflict-prone minerals. The biweekly newsletter also requires on average four original features from the AmCham writing team, and Yvonne is now one of two regular writers on the team. Going forward, Yvonne will be the sole writer while the Communications Team searches for a journalist to replace the one who recently resigned.

Next quarter, Yvonne will write position papers for the Environmental Management and Education Workforce Development committees. Yvonne's intern, a college student, has committed to help her with the former, while another volunteer and member of the education committee, has offered to help with the latter. These are works in progress that Yvonne has helped to write but has also supervised the writing of by other colleagues.

Yvonne would like to see SEBAR be more professional in terms of setting goals and creating benchmarks for attaining them. However, Yvonne still enjoys the process of co-creation with her APINDO and KADIN colleagues and believes and hopes that the SEBAR activities will be useful to the KADIN regional offices. For example, Professor Hasbullah, a contact of the Pharmaceutical and Life Sciences Committee and the "father of healthcare in Indonesia", has offered to provide help on the presentation materials and even offered some Ministry of Health staff to accompany Yvonne on these trips with the goal of accelerating the socialization process about universal health care for local health department officials (DINAS Kesehatan in Indonesian language). Originally, Yvonne had only assumed the audience in the KADINDAs would be companies and KADIN members. Patrick has also mentioned that these activities will serve as a pilot/blueprint for a future GIZ program to build capacity among the local KADINDAs across the archipelago. Going forward, Yvonne would like to request advice or assistance to work more on SEBAR activities and the proper support to move this forward, from USAID staff.

**PROJECT ACCOMPLISHMENTS:**

Project	Accomplishment
Automotive Committee	<ul style="list-style-type: none"> <li>Requested meetings with DG of High Technology in the Ministry of Industry, shared the committee's priorities with the government and learned more about the debottlenecking service available to the industry in cases that require coordinating agencies to fix business environment, implementation problems. The meeting took</li> </ul>

	<p>place on July 9.</p> <ul style="list-style-type: none"> <li>Organized and attended meeting with Coordinating Ministry of Education's Public Private Consultation Team in May 2013. This meeting was an introductory meeting, which informed the committee of the government's debottlenecking mechanism for the private sector that they can use when they need to coordinate solutions to problems that fall under more than one line ministry, such as GM's recent issue with being stuck in the red line of customs due to inflexible customs rules combined with a new Ministry of Trade import license requirement which forced them to register a new manufacturing entity, although the original trading company is long established and has enjoyed fast lane customs clearance for some years. The representatives we spoke with said they would share the issue with their colleagues, but encouraged us to put things into proposal form well in advance so that when future issues come up they are ready to convene the necessary parties.</li> <li>Organized a meeting in May 2013, with Mr. Michael Dunne as speaker. Michael Dunne is President of Dunne &amp; Co., a Hong-Kong based strategic marketing company that works with clients expanding in Asia's automotive industry. The meeting informed members about the long term benefits of car manufacturing in Indonesia, with a focus on Mr. Dunne's book about his experience in China. The Chair of the Automotive Committee also provided an update about several draft regulations and new regulations concerning the automotive business industry.</li> </ul>
HR Committee	<ul style="list-style-type: none"> <li>Organized one seminar on Active Life Planning that took place in June 2013. The seminar was a joint HR-Education committee meeting that allowed members who are HR members be aware of industry trends and receive training on a topic that affects their work. Active life planning refers to providing financial planning and other –pre-retirement services to the elder segment of the workforce.</li> </ul>

	<ul style="list-style-type: none"> <li>• Considering to organize a forum to discuss compliance with a new outsourcing regulation and new health care co-pay requirements – to take place in October, 2013.</li> </ul>
Trade and Investment Committee	<ul style="list-style-type: none"> <li>• Wrote an email alert for 1 regulatory update (negative investment list) and sought input during a roundtable meeting. Is in the process of writing and summarizing the white paper. In addition, the policy advisor is submitting comments to the government.</li> </ul>
Young Professionals Committee	<ul style="list-style-type: none"> <li>• Recruited 2 volunteers and attended as a guest judge volunteer for a Prestasi Junior (Junior Achievement) STEM (science and technology) competition that took place in May 2013. Effort indirectly supported the skills development of young people who participated in the event.</li> <li>• Recruited a guest speaker from the Board of Governors, and coordinated email blast for volunteer judges – for a Prestasi Junior (Junior Achievement) company competition. The competition allows the Junior Achievement student companies to compete against each other. It is an annual competition that features high profile judges, with the purpose of building confidence and a sense of pride in the youth who are participating. Junior Achievement is a successful entrepreneurship education program in Indonesia. In the larger picture, graduates of Junior Achievement will be the future entrepreneurs of Indonesia. Even if they do not become entrepreneurs they gain important life skills such as critical thinking, problem solving and planning, and have a longer time horizon in terms of professional aspirations for their life – all are important for their participating in the workforce. This year Arian Ardie, a C-level executive who started his own renewable energy company and Vice President of the Board of Governors of AmCham Indonesia, was the keynote speaker who Yvonne recruited for Junior Achievement.</li> <li>• Implemented a volunteer opportunity, which</li> </ul>

	<p>engaged 13 volunteers, at Yayasan Goodwill on June 22, 2013. The result was that 35 students of Yayasan Goodwill, a scholarship program for UI and Bogor University students, learned about a range of important job seeking skills. Held workshops and learning activities focused on networking, interviewing, CV writing, skills inventory, small group chats (speed dating) about a range of career tracks both by function and industry, and Do's and Don'ts when it comes to applying for your first job out of college. The students thought it was incredibly useful, and will be invited again next year to conduct the same training. This is also a tradition, and a way to show good stewardship with our long-time corporate social responsibility partner, Yayasan Goodwill.</p> <p><i>Note: All of the above projects are legacy projects of previous Advisor.</i></p>
Pharmaceuticals Committee	<ul style="list-style-type: none"> <li>• Coordinated with the Foreign Commercial Services and the Committee Chair to institutionalize joint AmCham and US Asean Business Council monthly meetings that take place at Foreign Commercial Services offices.</li> </ul>
Environmental Management and Protection Committee	<ul style="list-style-type: none"> <li>• Has begun white paper, sent links of relevant regulations to legal briefs, other academic elucidation about deforestation moratorium, and gave written and verbal instruction to intern for completion.</li> <li>• Organized one seminar on sustainable agriculture that took place in June 2013. Organized seminar to showcase issues that are not on mainstream topics of businesses in Indonesia. It was organized to show that AmCham Indonesia cares about greening companies' activities. Companies, in the push for greening, are eager for information about success stories so that they can adopt similar technologies and learn the lessons. The speaker was Ruud Engbers, a business leader in agriculture who has spoken across the world about Mars' efforts in sustainable agriculture. This event and its coverage in</li> </ul>

	<p>the newsletter led to several MNCs' contacting Yvonne in order to connect with the speaker, Ruud Engbers, in order to learn more about how to replicate the Cocoa Sustainability Forum model in the communities that in their operations area. Moreover, the Environment Committee is also able to raise its profile when it brings in well-known speakers such as Ruud Engbers.</p> <ul style="list-style-type: none"> <li>• Organized one meeting with MCC (Millenium Challenge Corporation) in April 2013. This meeting was an information gathering meeting for members of the environment committee, who are keen on learning about bid opportunities for their environment businesses that are under the MCC's Green Prosperity Program. We regularly convene these smaller information gathering meetings for members and they consist simply of Q&amp;A in the policymaker's office versus a formal seminar speech in a hotel.</li> <li>• Organizing a seminar about waste management – sponsored by Levi's – that will take place in September, 2013.</li> </ul>
Joint Chamber activities	<ul style="list-style-type: none"> <li>• Attended Apindo foreign chambers event that highlighted a DNI update and draft trade law; and then another one on the new Ministry of Finance fiscal incentives for industry.</li> <li>• Wrote several emails to Ms. Obermann, SEA program person at US Chamber about various regulatory alerts and input into issues.</li> </ul>
IT Committee	<ul style="list-style-type: none"> <li>• Organized one seminar on e-commerce that took place in May 2013.</li> <li>• Continues to work with Committee Chair on planning activities for July and August, gathering information, connecting individuals such as Mastel, AmCham software company, and other associations.</li> <li>• Submitted comments to Ministry of Telecommunications and IT about data center draft regulation, and followed-up with phone calls and sms.</li> </ul>

<p>Agriculture Committee (abbreviated FKPI in Indonesian: Forum Ketahanan Pangan Indonesia)</p>	<ul style="list-style-type: none"> <li>• Organizing a seminar with the DG of Horticulture or Director of Horticulture Investment about Article 100 of Horticulture Law about divestment to 30 percent, to take place in mid-July 2013.</li> <li>• Continues to serve as sekretariat for the committee, including finalizing formation documents: position paper, framework and a working draft of stakeholder analysis and engagement plan.</li> </ul>
<p>Education Committee</p>	<ul style="list-style-type: none"> <li>• Wrote first draft of white paper that focuses on education while the Committee is focused on both formal and informal education for workforce development. The paper needs a section on informal education for workforce development, which her colleague – Jarred Kalweitt – will finish it in September. This white paper will be sent to the Ministry of Education as background for a formal meeting request. It is important that the committee understands its position before meeting with key policymakers. Writing a white paper and submitting it is a formal step in requesting a meeting. The purpose of the paper is to provide the Education ministry with AmCham’s position on issues of education and workforce development so that the Government can have access to the views of industry and get a sense of what they should do to reform education in Indonesia<sup>1</sup>.</li> </ul> <p>1. Attached is a copy of the early draft to review for specific content of the white paper.</p>

**OBJECTIVES:**

Objective	Timeline
Support the three Associations to cooperate in joint efforts and write and present joint position papers	April – TBD 2013
Collect data from Association members on trends and challenges in Indonesia’s investment climate through bi-annual survey	NA
Assist in designing and delivering programming for the AmCham Young Professionals Committee	April – TBD 2013
Assist AmCham Committees and Board of Governors with Advocacy Efforts	April – TBD 2013
Participate as an Active Member of Communications Team	April – TBD 2013

Serve as Point Person for Ad Hoc AmCham Projects (e.g. salary study, E&Y FDI study, temporary project manager for website)	April – TBD 2013
Miscellaneous: Joint-chamber activities (non-SEBAR), networking	April – TBD 2013

**PHOTOS:**



Yvonne at the AmCham Indonesia office working on organizing various committee events.

**2. GOOLDA SIAHAAN**  
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**THE EMPLOYERS ASSOCIATION OF INDONESIA (APINDO)**  
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 Assignment Period: 24 Months: February 13, 2012 - January 31, 2014

Mr. Goolda Siahaan started working at the Employers Association of Indonesia (APINDO) in February, 2012. Goolda’s primary tasks are to assist the Strengthening Business Associations for Reform (SEBAR) program in Indonesia sponsored by USAID and to promote a healthy investment and business climate for domestic and foreign investors in Indonesia. Goolda has been working as an Economic Policy Researcher in APINDO since February, 2012. Goolda has had the responsibility to undertake a number of assignments based on SEBAR projects and APINDO activities in research activities. On SEBAR team, Goolda has been cooperating with Advisors in the American Chamber of Commerce (AmCham) Indonesia and the Indonesian Chamber of Commerce (KADIN) to conduct joint policy research. Goolda’s main task is to produce position papers with the SEBAR team. As a part of his work in supporting research activities, Goolda also actively participates in meetings, seminars, workshops or discussions both formally and informally that are organized by various institutions.

During the third quarter, Goolda completed a number of projects for SEBAR and APINDO, such as producing a paper on Feed-in Tariffs and Fiscal Incentives for Renewable Energy in Indonesia. The paper was developed based on the SEBAR renewable energy paper. In this paper, Goolda updated data and information, added and explained analyses for the issues and recommendations. Through the identification of factors inhibiting the development of renewable energy in Indonesia, Goolda analyzed the relation between each stakeholder and developed a strategic plan for the development of renewable energy in Indonesia as a solution. This paper is useful for stakeholders who want to invest and promote renewable energy in Indonesia.

Goolda also attended and participated in numerous forums, seminars, and workshops that have increased his knowledge and capacity for APINDO. In these events, Goolda was involved in sharing information on the topics discussed, participated in contributing ideas and solutions for the issues discussed, collected data and information to establish a database and references for the future research. From the speaker’s presentation materials and interactive discussion with the participants, Goolda received information and data on current issues on the topics. Goolda was involved in interactive discussions, answered questions, and conveyed opinions on the issues discussed. In addition to his SEBAR duties, these activities also expanded Goolda’s network with business organizations, government institutions, private sector companies, research institutes, and other parties.

During the next quarter, Goolda will continue to assist APINDO by providing assistance to support APINDO’s secretariat team in implementing activities. Goolda will also continue working on SEBAR projects, participating in discussion forums, seminars, workshops, and developing relationships with other parties.

**PROJECT ACCOMPLISHMENTS:**

Project	Accomplishment
<b>Research</b>	
Developed paper on Feed-in Tariffs and Fiscal Incentives for Renewable Energy in	<ul style="list-style-type: none"> <li>Completed a paper on feed-in Tariffs and fiscal incentives for renewable energy in Indonesia.</li> </ul>

Indonesia.	<ul style="list-style-type: none"> <li>• The paper was developed based on the SEBAR paper. In this paper, Goolda updated data and information, added and explained some issue related analysis and, provided recommendations.</li> <li>• The paper has been distributed to APINDO as information for its members who are interested in the renewable energy industry and the promotion of renewable energy in Indonesia.</li> </ul>
<b>Technical Assistance</b>	
Assisting in preparing summary of APINDO's National Seminar activities in Munas APINDO IX (The 19 <sup>th</sup> APINDO National Congress).	<ul style="list-style-type: none"> <li>• Attended and helped APINDO's secretariat organize APINDO's National Seminar and Munas APINDO IX.</li> <li>• Some important issues for APINDO were political, legal, and security certainties / guarantees from the government of Indonesia's investment activities.</li> <li>• Identified issue on APINDO's support of the government's policy and aim to reduce oil subsidies by increasing fuel prices. From the government's perspective, it was noted that the poor should be protected, but that the state's overall macroeconomic and fiscal conditions should be healthy, hence, the subsidies should be fair and appropriate.</li> <li>• The result of this congress: Sofjan Wanandi was re-elected as the chairman of APINDO through the period of 2013 to 2018.</li> </ul>
Took minutes of meeting between APINDO and ACCCIM (Associated Chinese Chambers of Commerce and Industry of Malaysia) - ACCCIM trade and investment mission to Jakarta.	<ul style="list-style-type: none"> <li>• Accompanied the chairs of APINDO's national board and assisted APINDO's secretariat to make minutes of the meeting. The purpose of ACCCIM's delegation is to look for business opportunities and to find business partners in Indonesia.</li> <li>• In the future, APINDO wants to cooperate with ACCCIM and conduct business with its members. APINDO will help ACCCIM in providing business information in Indonesia.</li> </ul>
Prepared the FGD presentation material for the chair of APINDO's national board to Bappenas (Ministry of National Development Planning / National Development Planning Agency).	<ul style="list-style-type: none"> <li>• Assisted the chair of APINDO's national board to make presentation materials on background study for RPJMN 2015-2019 (mid-term national development plan) on investment: the barriers and incentives policy expected by entrepreneurs.</li> <li>• Created a matrix that explained the barriers and incentives expected by business enterprises to increase investment in Indonesia. The barriers and incentives were in each – the stage of</li> </ul>

	establishment, operation, productivity, and development of business.
Involved in APINDO members meeting. Discussion on negative list (Daftar Negatif Investasi - DNI).	<ul style="list-style-type: none"> <li>Accompanied the chair of APINDO's national board to discuss the revision of the negative list (DNI). This forum's aim was to produce inputs and recommendations to the government for revising the DNI (President Regulation No.36/2010), especially for the logistic and retail sector.</li> <li>In the APINDO press conference (10 May 2013), APINDO proposed that the sector of distribution services was provided by domestic entrepreneurs. The recommendation was made that all retail trade should be 100% owned by domestic entrepreneurs with MSMEs being considered as the major players.</li> <li>The forum also discussed the progress of AFAS (ASEAN Framework Agreement on Services) in relation to the participation of foreign capital in the services sector.</li> </ul>
Prepared presentation materials for the chair of APINDO's national board to the Ministry of Trade.	<ul style="list-style-type: none"> <li>Assisted the chair of APINDO's national board to make presentation materials on the opportunities and challenges of trade development in disadvantaged areas.</li> <li>Developed a matrix that explained the opportunities and challenges of trade development in disadvantaged areas for entrepreneurs.</li> </ul>
Prepared presentation materials for the chair of APINDO for the KPOD forum (Regional Autonomy Implementation Monitoring Committee).	<ul style="list-style-type: none"> <li>Assisted the chair of APINDO's national board to make presentation materials on regional trade in the autonomous era<sup>1</sup>: obstacles and opportunities for entrepreneurs.</li> <li>Developed a matrix that explained the obstacles and opportunities for entrepreneurs in the autonomy era.</li> </ul> <p>1. <i>An autonomous era was when the local government of a province in Indonesia was independent and had the power to make their own decisions (decentralization). Since 1999 there has been a fundamental change in local governance from centralized to decentralized.</i></p>
Prepared presentation materials for the chairman of APINDO to the National Standardization Agency of Indonesia (BSN) workshop.	<ul style="list-style-type: none"> <li>Assisted the chairman of APINDO in making presentation materials on the role of the private sector in the Indonesian system related to Good Regulatory Practices (GRP) and the</li> </ul>

	<p>implementation of the Technical Barrier to Trade (TBT) agreement.</p> <ul style="list-style-type: none"> <li>• Developed a concept and gathered data to show how important it was to involve the private sector in the process of producing good regulations - good regulations will support private sector activities and increase private sector contribution to the government and community.</li> <li>• The presentation was presented to the participants of the BSN workshop.</li> <li>• Conducted policy research, prepared APINDO's national board presentation materials, and provided several analyses regarding the FTA, trade, investment, and Indonesia's business environment.</li> <li>• At the national level, identified that there are many challenges and obstacles doing business in Indonesia: company establishment, business operations, and productivity.</li> <li>• <i>Gave suggestions about overcoming the challenges and obstacles of domestic business activities. This is important to do because if foreign investors come to Indonesia, they will have to face the same obstacles that domestic investors have to face (business license, government regulations, official and unofficial levies, tariffs and non-tariffs, land acquisition, infrastructures, availability of energy sources, industrial relationships, regional autonomy, legal certainty, domestic security, and political situations).</i></li> </ul>
<b>Press Conference</b>	
<p>APINDO press conference: "APINDO remind the government to beware of losing the growth momentum".</p>	<ul style="list-style-type: none"> <li>• Attended APINDO's press conference to identify current issues, APINDO's policies, entrepreneurs' activities, and the atmosphere of Indonesia's business environment.</li> <li>• <i>The issues raised by APINDO were, increasing fuel prices, the decreasing of Indonesia's investment ranking, deficit of the current account, and inflation. APINDO's support of a hike in fuel prices, however, APINDO expressed regret that the government's attitude was too slow in making a decision and the influence it's playing on Indonesia's business environment.</i></li> </ul>

**OBJECTIVES:**

Objective	Timeline
Provide advice and assistance to the APINDO secretariat.	Next quarter
Attend and participate in APINDO and SEBAR program activities such as meetings, discussions, forums, seminars, workshops, etc.	Next quarter
Develop working relationships with stakeholders and the members of APINDO, KADIN, and AmCham.	Next quarter

**PHOTOS:**



With participants participate in APINDO's members gathering organized by DPN APINDO and Directorate General of National Export Development - Ministry of Trade Republic of Indonesia. Discussion on the implementation term of delivery cost insurance freight (CIF) in export activity.



With the mass media in APINDO press conference: APINDO remind the government to beware of losing the growth momentum.



With participants participate in APINDO Speak-up forum organized by ATC (APINDO Training Center). The issue is “Dare to pay wages below the minimum wage, the reward is will be jailed”.

**3. PATRICK TANGKAU**  
**SEBAR PROJECT ADVISOR**  
**THE INDONESIAN CHAMBER OF COMMERCE (KADIN)**

Contact E-mail: [patrick\\_tangkau@yahoo.com](mailto:patrick_tangkau@yahoo.com)

Assignment Period: 33 Months: May 23, 2011 - January 31, 2014

Mr. Patrick Tangkau is working as part of the USAID sponsored Strengthening Business Associations for Reform (SEBAR) team. Patrick has been working at the Indonesian Chamber of Commerce (KADIN) and has been cooperating with the other EMDAP Advisers in the Indonesian Employers' Association (APINDO) and the American Chamber of Commerce (AmCham) conducting joint policy research. His research focuses on certain laws that the employer association considers as a hindrance for foreign investment in Indonesia. The results of his research will be used as suggestions for the government to adjust the law so it will benefit Indonesia's business environment. At the same time, this joint research will also strengthen the cooperation between KADIN, APINDO, AmCham and the GOI.

Compared to last quarter, there has been an increase in activity and Patrick's duties held with KADIN Indonesia – such as preparing country report updates, and industrial reports. The country reports are used when there are outgoing, Indonesian business delegations. These reports are provided to KADIN members intended to promote basic and economic knowledge of nations the business delegation intends to visit. Patrick is also active in KADIN Indonesia Komite Amerika Serikat (KIKAS) – introduced back to the public and their new members on June 13, 2013. This launching event was attended by the U.S. Ambassador to Indonesia, Mr. Scott Marciel, also serving as a farewell event before the U.S. Ambassador's assignment officially ended in Indonesia.

In the last quarter, Patrick was very active in receiving foreign delegations from many countries. This situation is similar to last year. When it is close to Ramadan, Patrick highlighted that many foreign delegations will come to Indonesia during those months because there are fewer activities when compared to other months. Last quarter, he assisted in getting AmCham Singapore to come to Indonesia with several American Companies (where they met during their welcoming party at Ambassador Marciel's residence). Other than AmCham Singapore, additional assistance was provided in facilitating the creation of an invitation list for a delegation that consisted of Argentina, New Zealand, Papua New Guinea, Spain and Portugal. Assistance was also provided to an Indonesian delegation heading to New York in order to receive a World Statesman Award for Mr. President SBY.

Another project that is still in development is a project that aims to give capability training to Regional KADIN and to local associations across Indonesia. This capability training will give provide basic capabilities in receiving foreign delegation, help maintain contacts with national and international chamber of commerce representatives, and also advertise their presence. The goal of this project is to improve the capability of Regional KADIN and also to relieve some burdens that rest on KADIN Indonesia when accepting foreign delegations. In its beginning, this project is intended to be done only in one regional KADIN, but will serve as test and template should similar capability trainings be conducted in the future at other regional KADINs. For the first project, Patrick will ask for cooperation with a fellow counterpart at APINDO and AmCham. If they are able and willing to give some initial training, it could be beneficial not only for this regional KADIN, but others as well. Highlighted by Patrick, at the very least, SEBAR will have a project that can be of legacy, and serve as beneficial to all in the association.

During the next quarter, Patrick will lead activities by scheduling KADINDA meetings – meetings with the regional offices of KADIN. The first meeting will be a needs assessment and the second meeting,

some two weeks later, will be a meeting where Yvonne and Goolda will join him to provide useful trainings. Patrick will focus on operations and management training – for example, explaining why it is important to engage members, write back promptly to emails, set up an accounting system, etc.

**PROJECT ACCOMPLISHMENTS:**

<b>Project</b>	<b>Accomplishment</b>
Countries Report for Indonesian Companies	<ul style="list-style-type: none"> <li>• Conducted 2013 updates for all countries, newly founded countries, and regions.</li> <li>• Created master list for all country reports that have been made by KADIN BSD.</li> </ul>
KADIN Indonesia Business Matching with Portugal 26-28 June 2013 (Business Matching is one of KADIN BSD’s services that now take charges for each successful meeting.)	<ul style="list-style-type: none"> <li>• Created invitee list and invitation letter.</li> <li>• Scheduled time and place for business meeting to take place.</li> </ul>
Help as part of BSD KADIN duties	<ul style="list-style-type: none"> <li>• Helped foreign companies find business partners in sector of interest.</li> <li>• Prepared information for meetings with foreign companies that want to meet with local Indonesian companies.</li> <li>• Prepared material and information for KADIN Secretariat for speech or for research.</li> <li>• Wrote an article for KADIN’s Indonesia Newsletter about various trade missions and business events.</li> <li>• Helped prepare KADIN Indonesia for AmCham Singapore Visit in Indonesia, together with several American Companies, April 16, 2013.</li> </ul>
Attend meeting and seminar on various topics as a participant (non-speaker) and report findings back to KADIN Indonesia.	<ul style="list-style-type: none"> <li>• USINDO Jakarta Open Forum, May 20 - "New Trends in Indonesian Studies in the United States: Opportunities and Challenges"</li> <li>• USINDO Jakarta Open Forum, June 24 - "The Obama Administration's Pivot to the Pacific: Implications for Southeast Asia and Indonesia"</li> <li>• 2nd South East Asia Automotive Summit 2013 on 26th &amp; 27th June 2013</li> <li>• Understanding the Regional Comprehensive Economic Partnership (RCEP), at Four Seasons Hotel, 2 July 2013.</li> </ul>

<p>Help KADIN Indonesia Komite Amerika Serikat (KIKAS) in various tasks under Mr. John Riady.</p>	<ul style="list-style-type: none"> <li>• Prepared the launch of KIKAS and introduced new member of KIKAS on June 13, 2013.</li> <li>• Acted as a liaison between KADIN Indonesia and KIKAS.</li> </ul>
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**OBJECTIVES:**

<b>Objective</b>	<b>Timeline</b>
<p>Update country information for specific delegations and events related to KADIN business promotion.</p>	<p>Continuous</p>
<p>Create database regarding KADIN-BSD cooperation with US Embassy project.</p>	<p>Until the end of the assignment</p>
<p>Update database of foreign embassies in Indonesia for KADIN Indonesia for future international events.</p>	<p>Until the end of the assignment</p>