



**USAID**  
FROM THE AMERICAN PEOPLE

**CENTRAL ASIAN REPUBLICS**

# CENTRAL ASIAN REPUBLICS REGIONAL ECONOMIC COOPERATION PROJECT

**ANNUAL PROGRESS REPORT  
OCTOBER 2012 – SEPTEMBER 2013**



*Cover photos (clockwise): III Central Asian Trade Forum (Almaty, Kazakhstan) October 9-10, 2013; Kazakhstan's trade promotion agency, KazNex, receives essential training; New product development training for craftswomen, within REC grantee Community Connections, Metar village, Soghd region, Tajikistan; WTO Post-accession meetings in Geneva.*



**USAID** |  
FROM THE AMERICAN PEOPLE

**CENTRAL ASIAN REPUBLICS**

# CENTRAL ASIAN REPUBLICS REGIONAL ECONOMIC COOPERATION PROJECT

**ANNUAL PROGRESS REPORT  
OCTOBER 2012 – SEPTEMBER 2013**

**Contract No. AID-176-I-11-00003  
Task Order No. AID-176-TO-11-00001**

The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

## TABLE OF CONTENTS

Table of Contents .....	3
Acronyms .....	5
Executive Summary .....	6
Section I: Project Background .....	7
Section II: Technical Implementation.....	9
Activity 1: Export Partnership Initiative.....	10
Support to Existing Export Partnership Groups (EPGs).....	10
Development of New Export Partnership Groups .....	11
Export Development in Uzbekistan .....	12
EPI Internship .....	13
Trade Development with Afghanistan .....	13
Organization of the Third Central Asian Trade Forum.....	14
Activity 2: Market Research to Evaluate the Export Potential of Kazakhstan and Uzbekistan .....	15
Support to Component 1 Activities.....	16
Support to Component 3 Activities.....	16
Support to Component 6 Activities.....	17
Capacity Building Activities for CAR Trade Promotion Agencies .....	17
International Visitor Leadership Program.....	19
Gender Assessment.....	20
Activity 3: Supplying to the U.S. Department of Defense .....	21
Identify Qualified Firms to Supply to DOD .....	22
Develop Action Plans to Overcome Obstacles .....	22
How to Supply to the DOD in Afghanistan Manual.....	23
Supply to DOD EPG Development .....	23
Cooperate with DOD Agencies .....	24
Close and Fulfill Orders with the DOD .....	24
Activity 4: Voluntary Visitor Program Follow-up (VolVis) .....	24
Small Grants Program .....	24
Event Spotlight: Central Asian Crafts Fairs .....	25
Activity 5: WTO Post Accession in Tajikistan.....	26
Tajikistan WTO Accession.....	26
Legislative Developments.....	27
Public Outreach Activities .....	28
Translation of WTO Agreements.....	28

Activity 6: Supporting Pro-Trade Policies in CAR .....	29
Identifying Barriers and Challenges to Trade in the Region .....	29
Regional Round Table Networking Events .....	30
Gender Consideration .....	32
Environmental Consideration .....	32
Implementation Challenges and Lessons Learned.....	33
Communications and Outreach.....	34

Success Stories:

    Kazakhstan-Afghanistan Trade Deals

    Raisa Fashion House and Women Craft Artisans in Central Asia

Section III: Annexes

Annex A. List of Meetings, Events, and Deliverables

Annex B. Personnel Summary

Annex C. List of Grants and Subcontracts

Annex D. Consolidated List of Indicators and Targets, Year Two

Annex E. Year Two Work Plan Gantt Chart

## ACRONYMS

ADB	Asian Development Bank
AmCham	American Chamber of Commerce
B2B	Business-to-Business match-making meeting
CAR	Central Asian Republics
CAR&A	Central Asian Republics and Afghanistan
CAREC	Central Asia Regional Economic Cooperation Program
CCIUz	Chamber of Commerce and Industry of Uzbekistan
CCIs	Chambers of Commerce and Industry
COP	Chief of Party
CATF	Central Asian Trade Forum
DCOP	Deputy Chief of Party
DLA	Defense Logistics Agency
DOD	Department of Defense
EBRD/EGP	European Bank of Reconstruction and Development
EPI	Export Partnership Initiative
EPG	Export Partnership Group
FAIDA	Financial Access for Investing in the Development of Afghanistan project
FF&V	Fresh fruit and vegetables
GDA	Global Development Alliance
GIZ	German Society for International Cooperation
GSA	General Services Administration
GOK	Government of Kazakhstan
GOU	Government of Uzbekistan
KLDP	Kyrgyz Local Development Project
MEDT	Ministry of Economic Development and Trade (Tajikistan)
MFERIT	Ministry of Foreign Economic Relations, Investments and Trade (Uzbekistan)
MOU	Memorandum of Understanding
NGO	Nongovernmental organization
OECD	Organization for Economic Cooperation and Development
PV	Prime vendors
REC	Regional Economic Cooperation Project
RFA	Request for applications
RTL	Regional Trade Facilitation and Customs Reform project
SOW	Scope of Work
TAFA	Trade and Accession Facilitation for Afghanistan project
TRACECA	Transport Corridor Europe-Caucasus-Asia
TTF	Transportation and Trade Facilitation
TWI	Theodore Wille Intertrade
UNDP	United Nations Development Program
USAID	United States Agency for International Development
WB	World Bank
WTO	World Trade Organization

## EXECUTIVE SUMMARY

The USAID Central Asian Republics (CAR) Regional Economic Cooperation Project (REC) has been operating in Central Asia since October 2011. This is the second Annual Report of the Project covering the period of October 2012 to September 2013. The purpose of the REC Project is to improve the environment for cross-border trade among Central Asian countries, Afghanistan, and larger trading partners. Some of REC's key achievements and activities in year 2 were:

- Organized the Third Annual Central Asia Trade Forum (CATF), attracting more than 400 participants from Kazakhstan, Uzbekistan, Tajikistan, Kyrgyzstan, Afghanistan, and Pakistan to discuss major trade and export issues in the CAR region.
- Organized two Business to Business (B2B) Trade Missions in both Almaty and Kabul, Afghanistan, to match-make Kazakh-Afghan entrepreneurs and facilitate trade between the two countries, resulting in signed memoranda of intent to sell valuing future sales of more than \$7 million.
- Organized a round table and B2B on increasing trade between Uzbekistan and Kazakhstan, which resulted in signed contracts valued at \$1.4 million.
- Conducted multiple public events in Kazakhstan, Uzbekistan and Tajikistan to strengthen the export capacity of Export Partnership Groups (EPGs) and firms. In Year 2 alone, REC provided capacity building assistance to 605 Central Asian firms, as well as worked with 2,007 participants and beneficiaries in project-supported trade and investment trainings.
- Established the new Carpet Making EPG and the new Export to Russian Federation EPG.
- Disseminated manuals on exporting to the DOD from Kazakhstan and Uzbekistan in both Russian and English languages via REC's website as well as directly shared with EPG members and DLA stakeholders in both countries.
- Awarded two grants (████████████████████) to a private company in Kazakhstan and an NGO in Tajikistan as part of the U.S. State Department Voluntary Visitor (VolVis) program Alumni support.
- Supported Tajikistan's formal membership in the World Trade Organization (WTO) in March, a significant milestone impacting REC's activities in WTO post-accession work in that country.
- Spearheaded research efforts, including survey development and implementation, to support EPG members as well as REC component implementation, such as the CAR organic market survey, a survey on retail chains in Siberia, and a Stakeholder Mapping Analysis for Activity 6.
- Supported Kazakhstan's trade promotion agency, KazNex Invest, through short-term technical assistance, including development of an evaluation-based export strategy for machinery exporters, as well as a Training of Trainers for KazNex personnel and 30 exporters in topics ranging from Basic Exporting, Advanced Exporting and Trade Shows.
- Completed the ISO 22000 certification for Tsesna-Astyk, a Department of Defense (DOD) pilot firm in Kazakhstan.

To achieve these results, REC establishes strong relationships with key export stakeholders from the region, including private companies, Central Asian government

agencies, associations, chambers of commerce, international organizations, the U.S. Government, the Defense Logistics Agency's (DLA) prime vendors, and other USAID projects such as the Kyrgyzstan Local Development Program (KLDP), the former USAID Trade Accession and Facilitation for Afghanistan (TAFA) project, and USAID Financial Access for Investing in the Development of Afghanistan Program (FAIDA), as well as other donors and projects such as the European Bank for Reconstruction and Enterprise Growth Development /Business Advisory Services project, GiZ and others.

REC operations and its regional activities are managed from its Almaty office and from there, the team leads activities in Kazakhstan, Uzbekistan and Tajikistan as well as any other activities in the region. During Year 2, the project established a small team working out of the Ministry of Economic Development and Trade in Dushanbe, Tajikistan, focusing on WTO post accession activities. The project is currently in the process of formalizing its presence in Uzbekistan to become a valid counterpart to the government in order to continue improving local firms' export potential. In summary, during Year 2 REC maintained and established key relationships in the region, efficiently implemented its work plan and achieved significant results. Below, we describe the project background, year two detailed technical implementation with administrative details included under the annexes.

## **SECTION I PROJECT BACKGROUND**

The Central Asian Republics Regional Economic Cooperation (REC) project is a three and a half-year Task Order under USAID/CAR's Macroeconomic Foundations for Growth Indefinite Quantity Contract (IQC). The purpose of REC is to improve the environment for cross-border trade among Central-Asian countries, Afghanistan, and larger trading partners of these countries such as China and Russia through implementing activities such as adoption, refinement and implementation of best practices, international agreements, conventions and standards that govern trade. The REC project implements activities in Kazakhstan, Uzbekistan, and Tajikistan, but also includes beneficiaries from Kyrgyzstan and Afghanistan as part of the Export Partnership Initiative.

The project undertakes a range of trade facilitation activities, specifically the following:

- Help Export Partnership Groups developed under legacy projects, facilitate and support new EPGs, and strengthen women-owned textile businesses in the region.
- Evaluate export potential of Kazakh and Uzbek firms and industries through market research.
- Test the barriers to export through facilitating sales to the U.S. Department of Defense and the General Services Administration for use in Afghanistan.
- Organize regional workshop for returnees of the Department of State summer 2012 Voluntary Visitors Program and provide and manage business-related grants.
- Support Tajikistan in World Trade Organization post-accession activities.
- Assist in the development and implementation of pro-trade policies, regulations, and processes in Central Asian countries.

## SECTION II TECHNICAL IMPLEMENTATION

### ACTIVITY 1: EXPORT PARTNERSHIPS INITIATIVE

Sub-Activity	Milestones in Year Two
New export partnership groups established	Established 2 new EPGs: (1) Export to the Russian Federation and (2) Carpet Making
Existing export partnership groups supported	<ul style="list-style-type: none"> <li>Conducted 2 sets of market research: Organic Exports in Central Asia and Retail Chains and Markets of the Siberian Region.</li> <li>Organized 3 trainings: (1) Methods of Entering the Customs Union Markets (Kurgan-Tube, Tajikistan), (2) EU Requirements for Organic Apricot Farming (Isfara, Tajikistan), (3) Effective Work with Retail Chains in Russia (Tashkent, Samarkand, Uzbekistan).</li> <li>Organized 1 round table and business to business meeting (B2B) on increasing trade between Uzbekistan and Kazakhstan, which resulted in signed contracts valued at \$1.4 million.</li> </ul>
Trade development with Afghanistan	Organized 2 business to business events in Almaty and Kabul, resulting in signed contracts for future sales expected to value more than \$7 million.
Internship Program	24 students successfully completed their internships at export-oriented enterprises in Uzbekistan.
Implementation of the Central Asian Trade Forum (CATF)	438 participants at the third annual CATF. Five memorandums of collaboration were signed.

#### Component 1: Year 2 Overview

During the second year of the project, Component 1 activities focused on developing trade relations with Afghanistan, supporting existing Export Partnership Groups (EPGs), and providing targeted technical assistance to EPGs as needed according to their collaboratively-designed action plans. Over the project's first two years, REC increased its partners and beneficiaries tenfold by building strong relationships with stakeholders in the Central Asian Republics, Afghanistan, and Pakistan.

Focusing its energy on relationship development with key partners, during Year 2 REC conducted systematic events and activities that facilitated regional trade, utilizing business and trade development tools such as targeted training events and well-organized, cross-border B2B meetings. Additionally, REC organized round table meetings on significant issues impacting regional export-import operations, bringing together stakeholders to identify the most critical challenges along with potential solutions that could eliminate barriers to regional trade.

REC's culminating effort to bring together stakeholders across the region, the third annual Central Asia Trade Forum (CATF), attracted more than 400 participants eager to unite around a regional platform for trade-related issues. Participants represented leading regional exporting companies; authorized state bodies; business associations; chambers of commerce and industry of Central Asia, Afghanistan, Pakistan and other

countries; representatives of small, medium and large businesses; embassies; and international financial organizations. REC’s successful implementation of Component 1 activities over the past two years has established a great foundation for a dynamic and even more active year 3.

## A. Support to the existing Export Partnership Groups

During the year, the project continued to support the Organic Farming EPG that was established under the predecessor USAID Regional Trade Liberalization and Customs (RTLCL) project, in addition to developing two new EPGs for exporting to the Russian Federation and the Carpet Making EPG.

### Organic Farming

REC continues to see results through its Organic Farming EPG, expanding its technical assistance offerings across Kazakhstan, Uzbekistan, and Tajikistan to ensure EPG members have access to the latest agricultural and regulatory information in order to continue to develop their organic farming businesses. Through a combination of market research support and targeted training events, the Organic Farming EPG finished year 2 in strong shape, with member firms more fully aware of their market opportunities inside and outside the CAR region, customs regulations for exporting to the Customs Union and European Union, as well as the potential impacts of WTO accession on organic products.



REC engaged with regional partners, including the Organic Center of Kazakhstan, USAID’s Productive Agriculture Project, and the Center of Agro Information-Innovation of Uzbekistan, to provide technical assistance, including market research, training on entering the Customs Union market, and to plan joint activities on entrepreneurial capacity building and export-import information support.

In an excellent example of REC’s methodological approach to develop EPG member opportunities to enter new markets through capacity building and certification efforts, the project worked closely with Organic EPG member firm Sugdagroserv to conduct a workshop on EU Requirements for Organic Apricot Farming. Twenty organic farmers from Tajikistan, Uzbekistan and Afghanistan learned the principal requirements of organic farming, organic standards of the European Union, methods of improving soil fertility, as well as alternative pest management. After participation in the workshop, OO “Barakat”, a fruit and vegetable processing plant based in Tajikistan initiated the first phase of the certification process for organic crops on EC №834/2007 standard through the Swiss certification body International Maritime Organization (IMO). Upon completion of this certification, the firm will be better positioned to sell its products in EU markets and therefore expand and diversify its sales base.

### Export to the Customs Union

REC’s support for the Export to the Customs Union EPG continued over Year 2, focusing primarily on strengthening the capacity of firms from Uzbekistan to understand and ultimately sell their products within retail markets in Customs Union

countries. Based on their initial engagement on this topic during Year 1, EPG members requested more in-depth training and skills development on expanding their access to these markets. REC worked closely with an experienced trainer and consultant from Moscow, Dmitry Kuznetsov, to provide an in-depth review and assessment of the existing and high-potential Russian retail chains from the Central Asian perspective. In addition, Component 1 worked with Component 2 to initiate a market survey of the Siberian region of the Russian Federation to expand EPG members' understanding of the market potential (please find details of this research under Component 2 below).



research under Component 2 below).

REC continues to work closely with EPG members to adhere to and, at times, update the EPG action plan. Through periodic focus groups with member firms, the REC team was able to assist EPG members to identify new objectives, build upon past successes, and develop a new action plan for the 2013-2014 year. This focus group and action planning activity yielded three new Uzbek member firms to REC's ranks: LLC "Paxtauteks-Konsalting", LLC "Muruvvat-Teks" and LLC "Simex Progress".

**Export Development of Darital Shoes**

In the beginning of 2013 Darital Shoes, a member of Export to Russian Federation EPG made an agreement with Russian company SaLiz for delivery of goods to the amount of ██████████.

## B. Development of New Export Partnership Groups

Periodically, REC identifies the need to form new EPGs, either in response to new or growing markets, or as existing EPGs grow and change focus, with member firms splitting into different target markets. During Year 2, REC saw the growth of two additional EPGs that highlight the niche interests of regional firms.

### Export to the Russian Federation

REC's workshop on *Effective Work with Retail Chains in Russia* conducted in November 2012 in Tashkent served as an instrument for finding new members for new export partnership group –Export to Russian Federation. REC brought together AmCham members and other representatives of Uzbek and Kazakh businesses to participate in a focus group to create this new EPG, resulting in an EPG Action Plan and a signed Memorandum of Cooperation for the new EPG. During Year 3, REC plans to support the continued development of this EPG as its members expand their knowledge of their market potential specifically in the Russian Federation.

### Carpet Making EPG

In response to the rapid growth in demand for Central Asian rugs and carpets across the region and other international markets, including Afghanistan, REC brought together 30 rug- and carpet-makers from Kazakhstan, Afghanistan, Uzbekistan and Tajikistan for a



USAID-supported seminar on the *Development of Carpet Making in Central Asia and Afghanistan* in Almaty. Participants studied marketing techniques for promoting their products internationally, as well as modern design trends. During the seminar, rug makers from Central Asia and Afghanistan formed a project-facilitated carpet making export partnership to develop the export of rugs and carpets and developed an Action Plan.

### **C. Export Development in Uzbekistan**

Throughout Year 2, REC has devoted significant efforts and resources to support export development in Uzbekistan, through a combination of round tables, workshops, trainings, and business to business matchmaking events. In addition, REC worked closely with local partners to develop strong relationships with key government stakeholders. As a result, EPG member firms and other Uzbek companies and REC partners are better positioned to expand the export of specific products into regional and international markets, and have been able to access current information and critical analysis of the country's political and economic realities with regard to developing products for export. For example, REC organized a round table in December 2012 on *Practical Issues of Implementing Foreign Economic Activities in Uzbekistan*, bringing together Tashkent business executives and government leaders to discuss implementation of foreign economic activities, including customs regulations, pricing, and taxation of export-import operations, increasing all participants' understanding of the current state of export-import issues in the country.

REC conducted workshops across Uzbekistan, including implementing a workshop on *Methods of Entering the Markets of the Customs Union* in Samarkand that attracted 14 exporters from Samarkand and Navoi working in the textile, education, construction, metallurgy, food and agro product, carpet, equipment, transport vehicle, beverage, and dairy product industries. Another round table, coordinated along with one of REC's partners, the Federation of Accountants, Auditors and Consultants of Uzbekistan (FAACU) in Bukhara, Uzbekistan, brought together representatives of businesses and state authorities as well as members of the FAACU to discuss the practical issues of implementing foreign economic activities in Uzbekistan.

To achieve results in streamlining trade between Kazakhstan and Uzbekistan, REC organized a series of round tables and business forums over year 2. In particular, these events were designed to connect key stakeholders from both countries to better understand the production and export capacity of Uzbek producers as well as the issues associated with the import of raw materials, spare parts, and equipment. More than 50 representatives of Kazakh and Uzbek government officials, private businesses, international organizations took part in these discussions, and paved the way for a business forum over the summer to increase trade between the two countries. The participants of the Forum expressed a need for establishing a long-term platform for sustainable and mutually beneficial cooperation between them. During the event, REC also conducted business-to-business meeting, which resulted in several firms signing contracts to supply horticultural products from Uzbekistan to Kazakhstan valued at [REDACTED].

## D. EPI Internship

To leverage resources for increasing export potential of Uzbek companies and based on the positive results of 2012's Internship Program, REC offered the Internship Program again in 2013, which attracted Uzbek export-oriented enterprises and senior students from leading educational institutions of Uzbekistan. The program was officially launched in July, with 24 students from Tashkent State University of Economics, Tashkent Architecture Institute, Tashkent Chemical Technological Institute, Westminster International University, Management Development Institute of Singapore, Plekhanov Russian University of Economics and Turin Polytechnic University. These students interned over July and August at Uzbek export-oriented enterprises, including Gefred Impex, Remedy Group, Everest Impeks, Agro Trade Market and others. The companies engaged the interns in diverse areas, such as raw material sourcing, website development, shipment system optimization, and feedback system improvement. The final results from the internship program, including an evaluation of the outcomes and recommendations for future programs, will inform REC's plans for the 2014 Internship Program during Year 3.

## E. Trade Development with Afghanistan

At the beginning of Year 2, REC had just implemented the second annual CATF, which included a delegation of representatives from Afghan businesses, government, and export promotion agencies. However, since relations between the CAR region and Afghanistan were still nascent, it became clear that REC would need to prioritize partnership development with Afghanistan in order to realize project objectives develop trade with Afghanistan as part of its adherence to Almaty Consensus principles, and in the context of New Silk Road. To that end, REC organized two separate missions to Afghanistan as well as organized two business to business

### Establishing partnership with critical Afghanistan stakeholders

REC met with the following groups:

- Ministry of Commerce and Industries (MOCI),
- Export Promotion Agency of Afghanistan (EPAA),
- Afghanistan Investment Support Agency (AISA),
- Afghanistan Customs Department (ACD),
- Afghanistan National Standard Authority (ANSA);
- Afghanistan Chamber of Commerce and Industries (ACCI),
- Carpet Guild Association,
- Dried Fruit Association,
- Association of Brokers of Afghanistan

matchmaking events, one in each country, during the second year of the project. These critical events showed that with time and partnership development efforts, trade relationships between the two countries can be solidified and strengthened.

REC's Component 1 team first visited Kabul, Afghanistan, to establish contacts with public, private and NGO sector representatives involved in export and trade (see text box). Based on the results of these initial meetings, REC, along with its local partner, the USAID Trade Accession and Facilitation for Afghanistan (TAF) project, organized two business to business (B2B) events in Almaty (June 27-28) and Kabul (July 2-3) with participation of leading Afghan and Kazakh entrepreneurs. These events aimed to streamline

the export of Afghan products to Kazakhstan and Kazakh products to Afghanistan. Both events included presentations by relevant ministries and agencies to introduce the exporting products as well as provide critical contextual information on

transportation, logistics, export-import regulations issues, and trade politics. Interested companies were able to negotiate trade cooperation and pilot delivery of their goods. Initial contracts signed between companies at the B2B events valued more than \$7 million.

For example, the Dikanshy Company of Kazakhstan signed a [REDACTED] contract to supply flour to Afghanistan. The first shipment of 408 tons of flour valued at [REDACTED] has already been delivered. Another deal finalized through the B2B meetings includes Maslodel, another participant of the trade exchange in Kabul, one of the largest food producers in Kazakhstan. The company negotiated trade deals with Afghan entrepreneurs and signed a contract to supply 1,500 tons of Maslodel's vegetable oil per month to an Afghan company, for a total value of [REDACTED]. The contract is signed for one year, but the company is planning to prolong it for additional 10 years. The first shipment of vegetable oil, valued at [REDACTED] was shipped in September.

#### **Kazakhstan-Afghanistan B2B Results**

##### Almaty B2B:

- 9 Afghan producers of marble, carpet, and dried fruits and nuts
- 28 Kazakh companies interested in their products
- Afghan companies became acquainted with transportation and logistical issues for exporting to Kazakhstan as well as the market demands.

##### Kabul B2B:

- 14 Kazakhstani producers
- More than \$7 million in mutually beneficial deals between Afghani and Kazakhstani entrepreneurs negotiated

## **F. Organization of the III Central Asian Trade Forum**

REC Central Asian Forum has become a regional annual conference and platform within the REC Program aimed to facilitate export partnership and cross-border trade development as well as overall recognition of the Central Asian region in the world.

This year's CATF organized around the theme of "Export Competiveness of Central Asian Countries: Regulation, Trade and Business Development," utilizing a format that has proven to be successful to stimulate interactive and participatory discussions. This year's CATF included plenary sessions, topical master classes and a concurrent trade fair that highlighted areas of export and trade in the region, standardization and certification, technical regulation, export funding opportunities, marketing instruments, and risk management issues. In addition, through networking and business to business matchmaking efforts, five cross-border memorandums were signed between companies and associations, representing new business relationships between Kazakhstani-Afghani, Kazakhstani-Uzbek, Tajik-Afghan, Tajik-Pakistan, and Uzbek-Tajik partners.

The event attracted more than 400 participants, including lead experts, opinion shapers, top managers from state bodies and businesses, representatives of international organizations, and leaders of diplomatic missions, representing 270 organizations and agencies. This year's forum covered new topics in addition to those requested from previous Forum attendees, including:

- Trade policies of Central Asian countries
- Economic Cooperation with Afghanistan: Trade development issues, investment, transportation and logistics
- Role of Chambers of Commerce in Export Development

- Innovative practices and key trends in textiles and apparel globally
- Export promotion tools for small and medium businesses

Keynote trade experts from all the Central Asian Republics plus Russia, Pakistan, Afghanistan, Austria and the U.S. shared their experiences with WTO membership, international export promotion, trade financing, and investment. Participants from export-oriented enterprises learned how international business can be successful despite the challenges businesses face in the region. During business-to-business sessions of the Forum Central Asian entrepreneurs had a chance to familiarize themselves with products from Afghanistan and Pakistan. The Forum also hosted a Trade Fair, where 43 regional companies displayed their products, and had the opportunity to establish necessary cross-border connections.

Finally, In order to recognize success and achievements of the regional exporters, REC conducted The Best Central Asian Exporter 2013 award, with certificates awarded at the CATF reception (see text box).

**REC Honors Central Asian Companies at the 3rd Annual Central Asian Trade Forum**

In order to promote export development initiatives of Central Asian companies, REC presented honors for excellence in exporting, a tradition it continues on an annual basis, including the following nominations:

- **Most Dynamically Developed Exporter of Central Asia, 2013:** *Tajikistan:* Barakat Isfara, agricultural product processor; *Kazakhstan:* Ordabasy Kus, poultry farming; *Kyrgyzstan:* E-Line Moda, textile; *Uzbekistan:* Muruvvat Teks, textile
- **Largest Central Asian Exporter, 2013:** *Uzbekistan:* Uzbekengilsanoat, textile
- **The Best Exporter to the Developed Countries, 2013:** *Tajikistan:* Nossochi Tajik, textile
- **Best Presentation at the CATF Exhibition:** Astana Solar, a Kazakh manufacturer of solar panels

## ACTIVITY 2: MARKET RESEARCH TO EVALUATE THE EXPORT POTENTIAL OF KAZAKHSTAN AND UZBEKISTAN

Sub-Activity	Milestones in Year Two
Number of technical assistance and capacity building activities provided to firms and trade promotion agencies	Over Year 2, REC exceeded the target of 8 technical assistance assignments by providing 10 instances of assistance through a combination of market surveys, short-term technical assistance (STTA), study tours, and export trainings.

### Component 2: Year 2 Overview

During the second year of the project, Component 2 activities continued to offer technical support to all other project components, providing targeted market research and short-term technical assistance in order to support the implementation of all project activities. Component 2 exists to provide critical technical information to support specific component-level activities to support REC team members and beneficiaries to make informed and strategic decisions about their activities. In addition, Year 2 found REC continuing support to the capacity development of export promotion agencies in the CAR region.

## **A. Support to Component 1 Activities**

### **Market Research on CAR Organic Export**

To increase the capacity of Organic EPG member companies, REC engaged the Organic Center of Kazakhstan to conduct market research on organic exports in Central Asia, which issued recommendations for the export of organic products and services in Central Asia. Preliminary findings of the survey were presented at the CATF in September 2012 as well as disseminated among Organic EPG members and on the REC website. The key findings of the survey included information relevant to companies in the CAR region, especially related to China as a potential importer of organic products. Survey results also indicated that marketing efforts will need to meet international requirements so that CAR region companies sell their products in markets such as Germany, Poland, and Hong Kong.

### **Market Research on Retail Chains of Russian**

REC's Export to the Russian Federation and Export to Customs Union EPGs expressed interest in entering the retail chain market of the Russian Federation's Siberian region. Therefore Component 2 organized a survey of the retail chain market in this region, and provided more than 30 EPG members with a map of the major participants in the retail sector in the Siberian region interested in cooperating with Central Asian producers; an assessment of the legislative and business environment in the Siberian region, relevant for foreign producers; efficient logistical and transportation routes from Kazakhstan, Uzbekistan and Tajikistan to the Siberian region; and recommendations on the best options given existing logistics.

The Survey confirmed the attractiveness and potential of the Siberian market for Central Asian suppliers. Central Asian products are competitive due to privileged Russia border-crossing modes, and Customs Union terms for Kazakhstan. At the same time, the incoming price of the targeted Central Asian products (such as food products, paints and varnish, textiles, and footwear) is too high to compete with analogous products from China, Southeast Asia, Latin America, and Europe. Another challenge of sustainable business is the ability to supply a significant volume of products to the large retail chains. Product marketing, warehousing, finance flexibility, transportation, ability to meet distributors' requirements, logistics and shipment, certification, and customs clearance all require capital and human investments of Central Asian suppliers. However, each of the targeted industries has high potential in the Siberian region.

## **B. Support to Component 3 Activities**

### **Technical Assistance to DOD Pilot Companies**

REC supported one of the DOD pilot companies, Tsesna-Mak, a producer of grain, wheat flour, and macaroni based in Astana, to obtain pre-certification training and audit services to further apply for ISO certification. Tsesna-Mak successfully received the ISO 22000:2005 certificate in November 2012, which will be valid for three years. This certification provides Tsesna-Mak with the same level of required compliance and audit specifications as a DLA Prime Vendor to supply to DOD in Afghanistan. In late December, TWI began its audit in the Tsesna-Mak facilities, one step further in the complete audit process. The next stages in the process include VETCOM audit,

and, if successful, the contract would be signed between Tsesna and TWI for shipments to Afghanistan.

### **C. Support to Component 6 Activities**

#### **Stakeholder Mapping Analysis**

As Year 2 saw the launch of three new components to REC, the project identified the need to implement a stakeholder analysis of Component 6 in particular, to support the design of a comprehensive strategy for activity development in the Uzbekistan and Kazakhstan, as well as identify potential grantees and new partners. The analysis showed that traders along major Central Asian trade routes report a 30 to 40 percent loss in value due to border delays and corruption. Based on the results of the analysis, REC was able to draft an initial plan of activities that will help improve Central Asian transport corridor performance and customs services in order to ultimately decrease delays at borders and reduce the cost of trade in the region. REC will engage and build close relationships with other donors and projects, especially with the Central Asian Regional Economic Cooperation (CAREC) project funded by the ADB and other donors, which is the main framework for transport corridor development, trade policy, trade facilitation, and energy in the region.

#### **Market Survey on Uzbekistan-Kazakhstan Trade Issues**

REC launched a survey among members of ATAMEKEN<sup>1</sup>, the national economic chamber of Kazakhstan to identify challenges and barriers to trade with Uzbekistan. ATAMEKEN unites more than 200 industry-based, regional and national business associations. REC developed the questionnaire with a focus on current issues challenging imports to Uzbekistan; customs clearance; financial settlements; cargo transportation and packaging; transit through Uzbek territory; and the overall business environment in Uzbekistan. The survey was disseminated among ATAMEKEN members and finalized in April 2013. A series of round table meetings were then conducted in both Kazakhstan and Uzbekistan, involving respective government agencies, NGOs, private businesses and the international community. Further information on these events is highlighted below under Component 6.

### **D. Capacity Building Activities for CAR Trade Promotion Agencies**

Both Kazakhstan and Uzbekistan governments have extensive and high-quality information that they use to promote export and attract investors. However, government agencies still need support to update their market knowledge and improve their services to local firms. This year, REC worked directly with agencies in both countries (outlined below) to provide specific support and resources.

#### **Kaznex Invest, JSC**

REC cooperation and technical assistance to KazNexInvest was implemented within the Memorandum of Cooperation, which is valid through the end 2013.

*Developing industry-based export strategies.* REC engaged Igor Artemiev to evaluate the development of exports in Central Asia and the former Soviet Union focusing on construction, chemicals, power distribution, forestry, agribusiness, textiles, garments,

---

<sup>1</sup> <http://atamekenunion.kz/>

and the metal industry sector. Mr. Artemiev worked with Kaznex Invest to develop export strategies for ten Kazakh suppliers in machinery and metallurgy, identify 50 potential buyers and 15 distribution companies for those ten companies, and facilitate 10 trips of Kazakh companies to meet with potential buyers as well as five visits of potential buyers to Kazakhstan. The overall goal of the assignment was to assist KazNex Invest to establish market linkages between Kazakh suppliers and potential international buyers, increasing Kazakh export sales, with an emphasis on the machinery and metallurgy industries. He visited enterprises selected by KazNex in the machinery and metallurgy sectors in the eastern and northern regions of Kazakhstan in order to assess and identify up to ten firms that were in need of industry-based export strategies. He then presented the findings and recommendations to the KazNex Board of Directors and the REC project team. The target markets of focus include Germany, Turkey, China, and Russia. His findings and recommendations are currently being used for the National Export Strategy development.

*Potential to export services.* International export of services expert Linda Schmid completed her short-term assignment with KazNexInvest, which assessed Kazakhstan's potential to export services and issued recommendations for government support of this new priority area of export. Based on her recommendations and assessment, KazNexInvest will prioritize development of export of services in the areas of construction, information technologies, geological services, tourism, and transport.

#### *Kazakh Government Capacity Building in Exporters' Training & Education*

2020 Development Company (2020DC) LLC<sup>2</sup> was invited to implement a Training of Trainers for Kaznex Invest employees in Astana and an exporters' training in Almaty, in June. The overall objective of the assignment was to develop and implement new approaches in educating exporters to improve the quality of services provided by KazNex Invest in training of Kazakh exporters; develop the skills of KazNex Invest staff in training of Kazakh exporters; and support the increase in export capacity of Kazakh enterprises by emphasizing specific skill development targeting key export needs in Kazakhstan. Kaznex Invest supported 10 staff members to go through three training programs: (1) *How to start exporting*, the beginner exporters program; (2) *Keys to successful exporting*, the active/advanced exporters program; and (3) *Tradeshows and Sales Missions*. Similar modules were delivered for 30 exporters in Almaty and attended by representatives from companies producing beverages, dairy products, machinery equipment, and medical appliance confectionery, among others.

---

<sup>2</sup> [www.2020DC.com](http://www.2020DC.com)



*June 2013, Astana, Almaty: 2020DC conducting the Export Training & Education for Kaznex Invest and 30 Kazakh exporters.*

### Exporter Education in Uzbekistan

REC sponsored a roundtable on Training and Certification of Export Consultants in Uzbekistan, Tashkent, which was attended by 28 representatives of FAACU, the Association of Business Logistics, Customs Brokers Association, as well as international experts, Kaznex Invest and government agencies. They discussed the necessary platform for establishing a training and certification program for export consultants in Uzbekistan, while the current foreign trade training offering was reviewed and compared to international export training and certification programs. Ultimately, REC pledged to collect and summarize participants' feedback and develop the most appropriate export training and certification model for implementation during Year 3.



*April 16, 2013: Round-Table on Training and Certification of Export Consultants in Uzbekistan, Tashkent.*

### E. International Visitor Leadership Program (IVLP)

REC is leveraging its resources through cooperating with all US Government subdivisions, such as the International Visitor Leadership Program<sup>3</sup>. REC initiated, designed and facilitated a study tour to the U.S. for nine representatives from the CAR trade promotion agencies on the topic of Central Asian Trade Promotion Agencies

<sup>3</sup> <http://exchanges.state.gov/ivlp/index.html>

Development in October/November 2012. The delegation included four officials from KazNexInvest, three Uzbek trade consultants and experts, one Kyrgyz representative of e-commerce, and one Tajik entrepreneur.

The intensive program earned appreciation and received positive feedback from the participants and covered the institutional system of export promotion in the USA and stakeholders' interaction; financial support of agricultural products exporters and other government support programs; U.S. National export initiative implementation; NGO sector initiatives in export promotion; training and education programs provided to maintain international business; export of tourist services and mechanism of attracting tourists.

Following the successful completion of the study tour, REC and Kaznex were later approved to participate in the 2014 *Trade along New Silk Road: Promoting Regional Integration through Economic Development* multi-regional IVLP. This program focuses on export educational programs as well as financial support mechanisms in agricultural export. REC also nominated eight candidates for an IVLP on Intermodal Logistics and Silk Road Economic/Transportation Integration from its counterpart database, as requested by USAID. The project is currently awaiting a response on the application for this program.

## **F. REC Gender Assessment**

During Year 2, REC supported a gender assessment of existing and potential REC activities by international gender expert [REDACTED], which aimed to identify activities and embed gender principles into every REC Component. The gender assessment included analysis of interviews with REC EPG members, Kaznex Invest, women-led NGOs and the REC team. Overall the report provided comprehensive recommendations to consider gender-based or gender-inclusive activities for all REC components, such as the following illustrative suggestions:

- **Component 1:** organize borrowers' preparedness or ways to access capital training for female EPG members; identify specific capacity building need and address at Central Asian Trade Forum.
- **Component 2:** incorporate best practices in gender into STTA assignments with the trade promotion agencies; incorporate gender considerations into market research SOW; review REC exporters' database by sex.
- **Component 3:** increase REC outreach to female-owned firms by involving them in DOD supply awareness events; create a list of female-owned firms with the capacity to meet DOD requirements and communicate to DOD vendors and trade promotion agencies.
- **Component 4:** conduct an access to credit training to members of the textile hub; build the capacity of VolVis returnees in gender and trade to form the core of an expert group to review trade policies, recommendations and practices.
- **Component 5:** conduct a gender impact analysis of Tajik WTO accession; establish a mechanism to ensure that women champions participate in drafting the post-accession action plan.
- **Component 6:** establish a working group on gender and trade experts to review policies, regulations and processes for gender impact and recommendations; build

the capacity of trade-related associations to represent and advocate on behalf of female members.

## G. Exporter Database

REC continuously tracks CAR exporters in the project database that is used as an internal tool for exporters’ training recruitment, public outreach and REC deliverables dissemination. As of September 2013, the database included more than 700 companies from all Central Asian states, Afghanistan, India and Pakistan.

## ACTIVITY 3: SUPPLYING TO THE U.S. DEPARTMENT OF DEFENSE

Sub-Activity	Milestones in Year Two
Firms identified and evaluated for potential to sell to DOD	REC evaluated the firms to meet DOD standards on certification, quantity, and quality requirements in Kazakhstan and Uzbekistan as pilot companies. Ten pilot companies have been chosen in Kazakhstan and eleven companies in Uzbekistan. All pilot companies participated in REC training, seminars and seven are members of the Supplying to DOD EPG.
Action plans created for EPGs on overcoming obstacles to supplying to the DOD	USAID accepted the action plan for EPG Supplying to DOD and assist in assignment of agreement between Seven Seas and Fayz (UZ) was developed to facilitate engagement between pilot firms, potential suppliers, DOD. The EPG action plan implemented through trainings, seminars, consultations, and conducting vendors days.
Number of new contracts between local producers and DOD prime vendors to export products increased	Pilot company Fayz signed 4 agreements with Seven Seas in October and November 2012 to supply heat-treated lumber to the DOD in Afghanistan, the amount of the contract is approximately \$1,500,000.
Manual “How to export to the US DOD in Afghanistan from Central Asia” completed and disseminated	Finalized REC manuals <i>How to Export to the US DOD in Afghanistan from Kazakhstan/Uzbekistan</i> , which were approved by USAID and posted on REC’s website and disseminated electronically to members of the EPG Supplying to DOD, which includes associations and companies.

## Component 3: Year 2 Overview

Throughout Year 2, REC continued to work closely with Central Asian firms to ready them to export products to the U.S. Department of Defense (DOD) in Afghanistan. REC also tracked the changing context of U.S. military engagement in that country by maintaining relationships with representatives of the DOD along with the Defense Logistics Agency (DLA), CENTCOM-Joint Theater Support Contracting Command (C-JTSCC), and General Services Administration (GSA), who source many of their products from Kazakhstan, Kyrgyzstan, Tajikistan, and Uzbekistan.

REC supports local sourcing procurement efforts, especially as they strengthen U.S. economic cooperation with the nations providing access to the critical supply routes of the Northern Distribution Network (NDN). Business skills and regional trade

relationships developed in these countries result from local purchase are enduring assets that encourage the long-term stability of the region.

In Year 2, REC translated and disseminated the approved manuals on *How to Export to the US DOD in Afghanistan from Kazakhstan/Uzbekistan*, which have provided regional companies, prime vendors, and government agencies with current information regarding the process for exporting to the DOD in the region. REC trained 287 participants on supplying to the DOD (of which 62 were women) through 5 seminars and round tables conducted during Year 2. Additionally, REC supported four new contracts signed between PV Seven Seas and FAYZ, the Uzbek wood products company, increasing the cumulative value of new contracts between local producers and DOD prime vendors to \$1.5 million.

#### Key Component 3 Regional Stakeholders

- Private companies
- KazNex Invest
- Ministry of Economic Trade and Development (Tajikistan)
- UzTadbirCorExport (Uzbekistan's export promotion agency)
- American Chambers of Commerce in Uzbekistan, Kyrgyzstan, and Tajikistan
- DLA
- CENTCOM JTSCC
- Prime Vendors TWI, Seven Seas
- USAID Local Development Program
- European Bank for Reconstruction and Development (EBRD)

### A. Identify qualified firms to supply to DOD

REC established a shortlist of firms in Kazakhstan and Uzbekistan that have the greatest potential to meet the requirements for contracting with DOD, and then proceeded to evaluate them to meet DOD standards on certification, quantity, and quality requirements to consider supporting as pilot companies. Ten pilot companies were chosen in Kazakhstan and eleven pilot companies in Uzbekistan. Out of these 21 potential pilot firms, 19 became involved in REC activities, including participating in training and seminars while seven firms became active members of the Supplying to DOD EPG.

### B. Develop action plans to overcome obstacles

REC continued working with potential suppliers while identifying and selecting pilot firms in Kazakhstan and Uzbekistan. All pilot companies, as members of EPG supplying to DOD, receive REC support through training, seminars and other technical assistance, including accessing information and materials directly from the DLA, JTSCC and PV representatives. REC then distributed a list of potential suppliers to all interested parties, including the DLA, CENTCOM, and prime vendors. During Year 2, REC also supported several food product pilot companies to be audited by Quality Assurance Teams of two of the prime vendors (TWI & Supreme Food).

In Uzbekistan, Supreme Food completed audits on the facilities of 3 Uzbek companies: Agromir, JMP, and Marwin Brands. However, they cannot move further in the audit process to be audited by Public Health Command (PHC – formerly VETCOM) due to circumstances beyond REC's and the companies' control. It is unclear at this point if these companies can be supported to move any further in the process.

In Kazakhstan, Tsesna Mak LLC achieved ISO 22000 certification in November 2012 with REC support. Additionally, prime vendor TWI completed audits of 2 pilot

companies, advancing them to the next phase: PHC audits. The firms, Tsesna Astyk (flour and macaroni in Astana) Ordabasy Kus (turkey meat products) will go through PHC audits between September and October/November 2013.

In May the Eurasian Economic Board Commission issued an official resolution to lift the ban on export of several varieties of lumber to third countries which had been in effect in Kazakhstan since 2005. The ban included goods ranging from rough wood to value-added wood products. After adoption of the new regulations, REC recommended 4 additional Kazakh companies to the DLA that meet their requirements for heat-treated lumber: Favorit in Ziryanovsk (East Kazakhstan oblast), Semipalitinsky Woodworking in Semipalitinsk, Lesprom in Shymkent, and Kazles in Akkol.

### **C. How to Supply to DOD in Afghanistan Manual**

To facilitate better understanding of the DOD's doing business environment, REC developed the practical guide *On exporting and delivering commodities from Uzbekistan/Kazakhstan to the U.S. Department of Defense in Afghanistan*. Manuals were finalized and approved by USAID in March 2013 and posted on the REC website in English and Russian languages. REC printed pilot copies of the manuals and distributed among REC EPG members and DLA stakeholders in Kazakhstan and Uzbekistan for feedback, and additional copies of the manual are always available by request. The manuals have been well received by all stakeholders.

### **D. Supplying to DOD EPG Development**

Under Component 3, REC supports the development of the Supplying to DOD EPG, through regular focus groups, meetings, and trainings. During Year 2, REC recruited new companies from Uzbekistan, Kazakhstan and Tajikistan to participate in events and seminars conducted by REC in cooperation with the DLA, JTSCC and Prime Vendors. REC shared all DLA, JTSCC, PV presentations and other new information related to DOD supplying to Afghanistan with new companies and posted all materials on REC's website.

In Tajikistan, REC coordinated a seminar on supplying to the U.S. DOD in Afghanistan along with the Ministry of Economic Development and Trade of Tajikistan (MEDT). More than 50 Tajik exporters of textiles, food products and construction materials met with officials of the MEDT, Ministry of Transport, Ministry of Energy & Industry, Chamber of Trade and Commerce, State Committee on Investments, AmCham Tajikistan, as well as representatives from the DOD, Prime Vendors, U.S. Embassy and USAID Productive Agriculture Project, EBRD, to establish business connections and facilitate trade deals.

REC organized a three-day training to develop and implement ISO 9001: 2008 quality management systems (QMS) in Uzbekistan, involving 19 participants from AmCham in Uzbekistan and ADBL members along with Tashkent Economic University professors. Participants studied the best international practices of QMS implementation and certification, and REC posted the course materials on the project website.

## E. Cooperation with DOD Agencies

REC continued working closely with the DLA to implement DLA Industry Days and organized CAR supplier awareness workshops, aimed to identify DOD pilot firms and find potential suppliers in the region. Additionally, REC was instrumental in bringing together multiple stakeholders through regional meetings in Tajikistan and Kyrgyzstan to discuss current issues facing all prime vendors, Central Asian firms, and DOD agencies, including updates on the CENTCOM Portal as well as how to register local suppliers on the C-JTSCC website.

## F. Close and fulfill order to DOD

During Year 2, REC supported pilot firms through negotiations with DOD prime vendors and supported one Uzbek firm, Uzbek FAYZ wood product company, to sign four agreements (valuing \$1.5 million) with Seven Seas throughout the fall of 2012 to supply heat-treated lumber to the DOD in Afghanistan. REC then supported the implementation of the order by providing local short term technical assistance to oversee critical steps, from post-harvest handling and packaging to final delivery and inspection as needed. The next steps will be to verify that the firms have the applicable export licenses and will coordinate with the prime supplier and all appropriate DOD parties to close the order.

## ACTIVITY 4: VOLUNTARY VISITOR PROGRAM FOLLOWUP

Sub-Activity	Milestones in Year Two
Number of REC-sponsored technical support aimed at engaging Central Asian and Afghan women to the economy	REC awarded two small grants (combined value of grants totaled \$53,205) to cultivate networks of women-owned and women-managed businesses and organizations.

### Small Grants Program

During Year 2, REC awarded two small grants to cultivate networks of women-owned and women-managed businesses and organizations to improve their firms' capacity, increase exports and/or improve the ability of their organizations to help their beneficiaries. Grants were awarded to organizations affiliated with graduates of the "Women Entrepreneurs in Central Asia and Afghanistan Network" (WE CAAN) Voluntary Visitors (VolVis) Program, which had been attended by twelve women representing private businesses and non-government organizations from Kazakhstan, Uzbekistan, Kyrgyzstan, Tajikistan, Turkmenistan and Afghanistan.

- Grantee RAISA Fashion House (Pavlodar, Kazakhstan) was awarded [REDACTED] to implement the Central Asian Crafts Fair, a designer Master Class, a networking round table among Kazakhstan, Uzbekistan, Tajikistan, Kyrgyzstan craftswomen. REC estimates that sales originating from activities supported by this grant totaled [REDACTED]. The subsequent success story is included below in the annexes.

- Grantee Public Association “Community Connections” (Sogd Region, Tajikistan) was awarded \$ [REDACTED] to train women artisans in marketing and pricing, quality standards, new products development, and e-commerce. The grant activities resulted in 75 artisans trained in business essentials in the Sogdiskaya region; a crafts trade outlet opened in Khojand city; and an e-commerce web portal is in development to support regional networking and trade. The grantee has also opened premises for selling craft items in a trade center in Khudjant, Tajikistan, and is developing a website on promoting and selling craft items.<sup>4</sup> It is also planned to establish a partnership of Afghan and Tajik craftswomen.



*Central Asian Crafts Fair opened by the U.S. Ambassador Mr. Kenneth J. Fairfax, in partnership with REC grantee Raisa Fashion House, Astana, June 2013; May 2013, New product development training for craftswomen, within REC grantee Community Connections, Metar village, Soghd region, Tajikistan, May 2013.*



### Event Spotlight: Central Asian Crafts Fairs

The event allowed the 500 participants to network and negotiate sales, resulting in an estimated value of total sales between both of the Crafts Fairs at approximately 15 million KZT. In addition to the Crafts Fairs in Astana and Almaty, the grant with Raisa Fashion House included the procurement of an embroidery machine to support the organization to create more professional and consistent products to sell. The equipment was delivered to Raisa Fashion House in May.

[REDACTED]



**Annual Program Statement (APS):** Under the APS, USAID/REC has approved a grant to the NGO Regional Centers of Excellence (RCE) Kyrgyzstan for [REDACTED] to support textile industry development to advance women’s economic opportunities in the Fergana valley handicraft and textile supply chain. REC is now in the process of finalizing and signing the grant agreement and expects to initiate grant activities in the first quarter of Year 3.

REC awaiting USAID approval of a second large textile grant for SPINNA Circle (UK) for [REDACTED] for activities organized around empowering women in Central Asia by building capacity and linking markets through the setting up of SPINNA CIRCLE hubs. Once approval is received, REC will initiate grant activities in the first quarter of Year 3.

## ACTIVITY 5: TAJIKISTAN WTO ACCESSION

Sub-Activity	Milestones in Year Two
Number of activities supporting WTO-related activities	10 activities were implemented to support Tajikistan’s WTO post-accession, including technical assistance support to the Tajikistan delegation in Geneva as they work to develop and implement necessary regulations and legislation in line with WTO requirements.

By far, the most important development during the reporting period for this activity was Tajikistan’s formal membership in the World Trade Organization (WTO) as of March 2013. Throughout the second year of the project as REC worked to implement activities supporting Tajikistan’s accession to that body and transitioned seamlessly to supporting post-accession activities.

### A. Tajikistan WTO Accession

Deputy Minister of Economic Development and Trade (MEDT) Saidrahmon Nazriev, supported by the REC project’s Senior WTO advisor Jovan Jekic, travelled to WTO headquarters in Geneva to participate in WTO meetings over the course of the year, including meetings in March, June, July, and September. Mr. Jekic was effectively a member of the Tajikistan’s official delegation and participated actively in all of relevant activities, which included the following:

- Meetings with WTO Accession Director Chiedu Osakwe to discuss the status of current accessions and Tajikistan's participation in the Working Parties on accession of Kazakhstan, Afghanistan, Uzbekistan, Azerbaijan, Belarus and Iran. As a result, necessary documents have been drafted and submitted to WTO Secretariat and Tajikistan has been officially registered as Working Party member for these accessions;
- Participation in the Working party meetings on the accessions of Kazakhstan and Afghanistan, which raised the critical issues of prohibition for foreign natural persons to register as individual entrepreneurs and the length stay of Tajik citizens in Kazakhstan without registration and the issue of transit fees in Afghanistan;
- Bilateral consultations with the delegations of Kazakhstan and Afghanistan to discuss the above issues and find a way to resolve them;
- Participation in the meetings of the Informal Group on Accessions (IGA), to discuss the status of current accessions and Tajikistan's support for acceding countries, most notably by sharing its experience as recently acceded member, whose accession is considered by WTO members as a successful example;
- Meetings with Ms. Bridget Chilala, Director of the WTO Institute for Training and Technical Cooperation to discuss Tajikistan's needs for capacity building and prospects of future trainings of young experts from Tajikistan.

In addition, a REC supported the establishment of a WTO Section within Tajikistan's diplomatic mission in Geneva. The first trainee, who participates in the training program of the WTO Institute and simultaneously works on WTO issues, reporting directly to MEDT, was sent to Geneva in March through funding provided by the State Secretariat for Economic Affairs/International Trade Centre. In September 2013, another permanent staff member of the Section, funded by the state budget, started work in WTO Section in Geneva.



*3-9 June 2013: Deputy Minister of Economic Development and Trade, Saidrahmon Nazriev, accompanied by the Senior WTO advisor Jovan Jekic, travelled to WTO headquarters in Geneva.*

## **B. Legislative Developments**

REC continued work on supporting the MEDT to draft legislation required for implementing country-specific post-WTO accession activities. In particular, REC supported the following:

- Initiated the first drafts of the Post-WTO Accession Action Plan;

- Drafted amendments to the Customs Code and placed them in the appropriate adopting procedures. The amendments fulfill the WTO commitment taken in the accession process and relate to customs valuation rules;
- Prepared amendments to the Customs Tariff Regulation to reflect results of market access negotiations and fulfillment of obligations taken during bilateral negotiations. The regulation is pending Government approval;
- Drafted and received approval for the decree on establishing a WTO section within the diplomatic mission of Tajikistan in Geneva. The WTO section will have two experts who will work on WTO issues in Geneva and report directly to the MEDT;
- Drafted and received approval for the decree on enlarging the WTO Department within MEDT. Once the reorganization is finalized the WTO Department will have nine experts on staff.

### **C. Public Outreach Activities**

REC coordinated multiple activities to engage targeted audiences in Tajikistan and educate about the impacts and next steps for Tajikistan's accession to the WTO. During Year 2, REC completed the following critical activities related to public outreach:

- Organized a seminar for Tajik entrepreneurs in Dushanbe in March to provide information on requirements for goods intended for sale to the U.S. DOD. The keynote speaker was MEDT Deputy Minister Nazriev;
- Organized a seminar for Tajik entrepreneurs in Kurgan Tube in to provide information on requirements for goods intended for sale in the Customs Union markets. REC's Senior WTO advisor made a presentation on the results of Tajikistan's WTO negotiations;
- The Senior WTO Advisor gave a lecture/presentation on the WTO and the results of Tajikistan's WTO negotiations to the students of the Faculty of Commerce in Dushanbe.

### **D. Translation of WTO Agreements**

At MEDT's request, REC initiated the translation of all 21 WTO Agreements and Annexes, totaling 700 pages, into the Tajik language. REC then hired 3 translators and 2 editors to translate the agreements, unify the translated text, and edit for grammar and implication as well as provide terminology checks. The project will publish 500 copies of the translated Agreements as hardcopy books and subsequently disseminate among all senior experts of state agencies involved with foreign trade, the private sector, and academia. Electronic versions of the documents are currently available on a tri-lingual WTO website that was developed with support from the REC project.

The tri-lingual web portal on WTO<sup>5</sup> was completed and ownership transferred to MEDT so that the Ministry could upload and maintain the information. REC anticipates that all legal documents regulating foreign trade in Tajikistan will be

---

<sup>5</sup> [www.wto.tj](http://www.wto.tj)

available at this web portal, with an interactive Q&A function maintained by the WTO unit of MEDT, with the web portal fully operational during the first quarter of Year 3.

## COMPONENT 6: PRO-TRADE POLICIES, REGULATIONS AND PROCESSES

Sub-Activity	Milestones in Year Two
Number of activities to improve trade policies, regulations, and processes implemented in Central Asia and Afghanistan supported by the REC project	REC implemented 4 activities in Year 2 supporting Component 6, including 3 round tables and one short-term technical assignment to map stakeholders in Uzbekistan and Kazakhstan.

### Component 6: Year 2 Overview

Component 6 assists in the development and implementation of pro-trade policies, regulations, and processes in Central Asian countries. A cornerstone of REC’s approach is to establish and maintain excellent contacts with key stakeholders, including private companies, Central Asian government agencies, associations, chambers of commerce, and international donors.

Over the course of the year, REC made significant strides to establish partnerships and bring together these stakeholders to identify the key challenges and opportunities for trade policy, regulations, and processes in the region. Participants in these initial meetings have frequently noted the importance of activities in which they have an opportunity to share with representatives of government agencies and international organizations a number of challenges and barriers that they face in the implementation of export activities.

REC’s approach is to design round table gatherings that provide exactly the forum that stakeholders are asking for. These meetings allow businesspeople from Central Asia to acquire new knowledge, to have their questions answered by the relevant authorities, and to establish new business networks across borders and within their own countries. At the conclusion of Year 2, REC attributes an increase in contracts negotiated and signed by new trading partners to these business-to-business networks and relationships facilitated through REC’s interventions.

#### A. Identifying Barriers and Challenges to Trade in the Region

REC focused on establishing strong partnerships in Uzbekistan and Kazakhstan to determine priorities and needs related to trade policy throughout Year 2, starting with implementing a stakeholder mapping assignment to identify partners and understand REC’s niche role within the context of other large-scale regional donor projects such as ADB’s CAREC program. REC also used the stakeholder analysis as an opportunity to research the status of transport corridors development and customs services’

performance in Central Asia and Afghanistan. In addition, the subsequent report identified the current role/involvement of acting stakeholders in specific areas of Transportation and Trade Facilitation (TTF), summarized the current status of trade policy, dynamic government initiatives on TTF, customs administration and border control issues, international donors, and potential opportunities for the REC in TTF given the existing limitations.

REC launched a survey among members of ATAMEKEN in Kazakhstan to identify barriers to trade, transportation, logistics, and customs with Uzbekistan along CAREC Corridor 6 and utilized the survey results to drive discussion at a later round table in April. The event included participants representing Uzbek import actors and stakeholders as well as Kazakh export actors to discuss ways of facilitating transport and trade between Kazakhstan and Uzbekistan with Uzbek government officials. The event also included training on Uzbek import procedures and discussion on increasing imports of necessary raw materials and semi-processed products to facilitate development of Uzbek internal production and export growth.

## **B. Regional Round Table Networking Events**

REC's regional round table events attracted more than 200 participants over the three events organized during Year 2, continuing to highlight key challenges and opportunities to cross-border trade in the region. In particular, efforts focused on Kazakhstan-Uzbekistan trade barriers in Year 2, building a foundation to build in further engagement with larger CAR partners in Year 3.

### **Strengthening the Production and Export Capacity of Uzbek Producers**

In April, REC organized a roundtable on strengthening the production and export capacity of Uzbek producers, specifically to address issues of import of raw materials, spare parts and equipment. The roundtable was attended by 59 participants representing the Kazakh and Uzbek governments (Ministry of Foreign Economic relations, Investments and Trade of Uzbekistan; State Customs Committee; Uztadbirkorexport; Trade Policy Center under the Ministry of Economic Development and Trade of Kazakhstan); the National Economic Chamber ATAMEKEN; the Union of Grain Processors; private businesses; and international organizations. Attendees met to discuss the findings of the ATAMEKEN survey, including customs and trade barriers between Kazakhstan and Uzbekistan. As a result of this networking event, at least five cross-regional trade deals are currently in negotiations and are expected to value hundreds of thousands of dollars when completed.



*April 26, 2013: Strengthening the production and export capacity of Uzbek producers: the issues of import of raw materials, spare parts and equipment roundtable (Tashkent, Uzbekistan).*

## Uzbekistan's Legal Reforms to Trade and Practical Implications

REC co-hosted a round table on *Uzbekistan's Legal Reforms to Trade in 2013 and Practical Implications* with AmCham's Trade and Investment Committee in June, which was attended by 40 representatives of trade organizations, AmCham member companies, embassies and diplomatic missions. Representatives of the Customs Committee gave a technical presentation to highlight three specific changes to legislation affecting trade that have occurred in 2013:

- *Resolution of the Cabinet of Ministers No. 139*: a change came into force on April 1<sup>st</sup>, which sought to improve the mechanism for confirming the value of goods by requiring proof of the value of goods at the time of export.
- *Resolution of the Cabinet of Ministers No. 63*: this resolution outlines in detail the documentation each importer must have when bringing goods into Uzbekistan via rail, air, water, or ground transportation.
- *Resolution of the Cabinet of Ministers No. 127*: the resolution requires certain goods being imported into Uzbekistan to have labeling printed in Uzbek language directly on the packaging of the product from the point of manufacture. A full list of products that must exhibit this Uzbek labeling is available in the text of the resolution. The policy will be enforced at the borders starting on July 1<sup>st</sup>.

This presentation was followed by an interactive question and answer session, where participants discussed in depth how the changes to Uzbek legislation regarding import procedures will complicate labeling, and the impacts of an excise tax that was introduced to Kazakh wheat flour and grain; both legal changes significantly affect overall imports and cross-border trade between the neighboring countries.

## Kazakhstan-Uzbekistan Cross-Border Trade

In July, REC hosted a round table to bring together 50 Kazakh and 30 Uzbek businesses and government officials to discuss ways to strengthen and increase trade, sanitary-epidemiologic requirements, phyto-sanitary control, registration of businesses with foreign participation and perspectives of transport and logistics infrastructure development. A major outcome of the event included 13 Kazakh and Uzbek companies signing Agreements of Intention to buy and/or sell fresh fruits and vegetables and textiles across borders. One Kazakh entrepreneur invited 4 Uzbek businesses to his Astana facilities, and negotiated \$1,150,000 worth of trade contracts to supply fresh fruits and vegetables for processing in Kazakhstan. Currently those contracts are under review for clearance by the Uzbek Ministry of Foreign Economic Relations, Investments and Trade (MFERIT).



July 18, 2013: *Ways to Increase Trade Between Uzbekistan and Kazakhstan» roundtable (Almaty, Kazakhstan).*

## **GENDER CONSIDERATION**

As some specific examples of gender considerations in our activities, the project promoted gender equality and encouraged participation of women-led firms and women's participation in the EPI training. From the participants, we had more than 30 percent women representatives from Central Asia.

REC continues working with the Textile EPG, which directly and indirectly support the creation of employment for women. The textiles sector represents 80 percent women-owned and women-employing businesses. Currently the Textile EPG is formed of Kyrgyz, Tajik and Kazakh women-led and women-employing businesses, and we are working on attracting similar Uzbek businesses.

REC supported a gender assessment of existing and potential REC activities by international gender expert Rebecca Sewall, which aimed to identify activities and embed gender principles into every REC Component. The gender assessment included analysis of interviews with REC EPG members, Kaznex Invest, women-led NGOs and the REC team. Illustrative activities under the gender assessment have been recommended per each REC component implementation.

## **ENVIRONMENTAL CONSIDERATION**

Per the umbrella Initial Environmental Examination – Request for Categorical Exclusion for the EG MACRO IQC, the recommended environmental determination for this task order is a categorical exclusion. The anticipated project activities are in the following categories: diagnostics, analysis and design, strategic planning, institutional capacity building, policy reform, legal and regulatory reform, improving the competitiveness of sectors, value chains and individual firms, transaction facilitation, grant management, evaluation and research, training, workshops and private partnership building, and knowledge management and dissemination of best practices.

The activities are classified as low risk and are not expected to result in actions that directly affect the environment. Although they do not require further environmental review, the COP monitors project activities implemented under grants for unforeseen consequences arising during implementation that were not identified and reviewed in accordance with 22 CFR 216.

As part of fulfilling the project's goal and objectives, and reflecting the company's standards of business conduct, REC will comply with 22 CFR 216 (Regulation 216) requirements and the initial environmental examination recommendations.

Before undertaking grant-funded project activities, we will undertake an environmental review to identify and assess potential environmental impact, with a view to eliminating or reducing them through mitigation measures and monitoring protocols. REC will ensure implementation of all relevant environmental mitigation measures proposed as a result of the environmental review and will collaborate with the contracting officer's technical representative and the mission's environmental officer for compliance and guidance on CFR 216 issues. With the REC grant funds,

no activities requiring an environmental assessment are expected. Should an identified project present such risks, that project activity is expected to be dropped.

Based on the environmental review recommendations, if a proposed project activity has substantial adverse environmental effects able to be mitigated and requires mitigation measures, an environmental mitigation and monitoring plan will be developed for USAID bureau environmental officer and regional environmental officer approval prior to implementation.

## **IMPLEMENTATION CHALLENGES AND LESSONS LEARNED**

### **Operations**

REC built upon the lessons learned from the first year of implementation with regard to operating in Uzbekistan by working with the government through Uzbek local partners and found that this method is quite effective for organizing activities and events in the absence of formal agreements. However, the project recognizes that formalizing our presence in country will be necessary to fully scale up project activities, as informal operations will continue to create operational challenges and minimize the project's visibility. REC sought to become registered as representative office in Uzbekistan throughout Year 2 and successfully obtained the certificate in the early part of Year 3.

Overall, Year 2 saw REC stabilized in its operations and pursuing all of its activities. REC's Export Partnership Coordinator, Aizhan Beiseyeva, with the support of Chief of Party Viktor Prodedovich, assumed the Acting role of Component 6 leader since March. Near the end of Year 2, Ms. Beiseyeva moved into the position of Component 6 Leader in order to provide a consistent focus on that component. REC expects to hire a new Export Partnership Coordinator early in Year 3, and continue into Year 3 with all staff positions filled in order to maximize the implementation of all activities.

### **Technical Implementation**

As REC continues to grow the Export Partnership Initiative and encourage EPG members to take further initiative to expand their own businesses, the project finds that project assistance can have the opposite effect and at times de-incentivize EPG members to truly take control of their own growth and opportunities. This impacts the overall principles of the EPG, and is taking steps to identify methods for reinforcing the guiding principles and encourage EPG member sustainability.

REC continues to monitor the activities of KazNex Invest, one of its major partners in Kazakhstan which frequently taps REC's resources to provide targeted technical assistance. [REDACTED]

[REDACTED] REC plans to engage more fully with the agency during Year 3 to ensure stronger communication and better application of technical results. Additionally, REC will be working to ensure that all market research undertaken by Component 2 is effectively utilized by partner firms and beneficiaries.

Additionally, REC acknowledges that Component 3 activities are directly tied to the political and military context unfolding in Afghanistan, with troop draw downs and the expected downsizing in DOD operations in that country as well as the Kyrgyz

Republic. In particular, some of these issues affecting local procurement include troop reductions; base closures (expecting large reduction in support materials); reduced requirements/consumption; distribution centers reducing inventory; construction projects undergoing revalidation (expecting significant reduction). The timing of these activities closely parallels the remaining life of the REC project, and the Component 3 leader along with the REC team is constantly monitoring that situation to make informed decisions about project activities.

## COMMUNICATIONS AND OUTREACH

### Branding and Marking

REC is consistent with USAID's Branding and Marking policy. It successfully implements its Communication plan, and the project uses the USAID-identity for any communications with the public, including all technical training materials, invitations, programs, or other related materials.

REC works closely with USAID and key trade and commerce stakeholders to develop and disseminate its initiatives, events, milestones, successes, research, and other products. REC uses various communication tools to increase awareness and knowledge of regional trade issues, and other objectives to help achieve the project's goals. In all public events and public communications, the project acknowledges and makes it visible and understandable that the project, all its activities and/or materials and deliverables are made possible by USAID. REC's branding is accomplished through visual materials and communication tools that incorporate USAID's logo and tagline in strict compliance with USAID Graphic Standards Manual.

#### REC in the News

REC representatives and its clients have made several high-profile appearances on television to discuss key project activities. An illustrative example includes:

*Kazakh TV channel (Russian version and English versions) broadcast on July 26, 2013):* The Chief of Party, Viktor Prodedovich, and the trade experts from Uzbekistan and Kazakhstan spoke on the trade relations between the two countries during the KZ-UZ Round Table and b2b UZ-KZ meetings.

*Kazakhstan TV channel broadcast on June 15, 2013):* The communications and grants manager Helen Serebrennikova spoke on the Grant project activities—namely Craft Fairs in Pavlodar and Astana

### Visibility

The Project has created a positive image of REC. It strives to create and maintain a positive attitude about the project among target audiences. REC established and maintains strong communications and public relations capabilities to reach its audiences, including using direct channels of communication to the media and beneficiaries. It ensures coverage of its activities in mass media through writing and distributing its press releases and news items, as well as through inviting mass media to its events. During Year 2, the project issued and posted 22 press releases and 9 announcements as well as released to media outlets and target audiences.

Media outlets broadcast at least 15 news items on TV (in Russia, Kazakh, English, Uzbek and Tajik) and more than 100 publications in print and Internet media related to newsworthy REC events during the course of the year.

## **REC Website**

The website provides an effective publicity vehicle and makes available the project resources, as well as news items, press releases, announcements, success stories, video and photo galleries, training materials, manuals how to sell to DOD, and the results of marketing researches. The project's website is kept updated, and regular analysis of the site's utilization include the following: around 2,000 page views / month; more than 450 visitors/month; more than 300 unique visitors/month; with an average visit duration of approximately 2 minutes. REC's Facebook account (USAID Regional Economic Cooperation Project) is kept current and has generated approximately 100 "likes".

## **Public Events**

Public events organized and hosted by the REC Project raise the awareness of REC and USAID, and increase understanding of the role of the American people in promoting economic development among attendees of the event, trainers, participants and public at large.

The largest regional event organized by REC in the reporting period was the Third Central Asian Trade Forum which generated great interest from mass media. The Forum's communication strategy included a pre-event PR campaign with the publication of major interviews in business media, including interviews with Michael Trueblood/USAID/CAR and KAZNEX Invest representatives; posting information on the event's website; and announcements published in print and social media. During the event REC organized a press conference which was attended by 18 media outlets. Also in the course of the Forum REC organized interviews with trade experts and counterparts of the REC Project. REC identified five media partners of the Forum, which provided information support to the event.

## **Success stories**

A success story is the successful illustration of a favorable or desired result/outcome of the project. Success stories help connect REC's technical work to people and places, allowing the project to demonstrate the benefits of its work. REC developed four success stories during the reporting period (FAYZ case study, RAISA grantee, Kazakhstan-Uzbekistan trade deals, and Kazakhstan-Afghanistan trade deals). One of the success stories regarding VolVis graduate Raisa Fashion House, a REC grantee was featured on the global USAID's website. We have included two illustrative success stories below as examples of REC's results during Year 2.



# USAID | KAZAKHSTAN

## SUCCESS STORY

### USAID bolsters \$7 million in trade deals between Kazakhstan and Afghanistan

USAID supports economic rehabilitation of Afghanistan



Photo from Dikanshy's website

Dikanshy's packed flour which is now being delivered to Afghanistan.



Photo: KAZNEXT Invest

Gulaikhan Myrzagalieva negotiates trade deals at the business-to-business event in Kabul.

*“Kazakhstan and Afghanistan have longstanding trade relations. I am very grateful to USAID, as the visit to Kabul has evoked a great interest from Afghani businessmen in Kazakhstani products and made it possible for Kazakh entrepreneurs to export goods to Afghanistan.”*

*Gulaikhan Myrzagalieva,  
Commercial Director of  
Maslodel LLP*

Top managers from 14 Kazakhstani companies visited Kabul to present and promote products and goods made in Kazakhstan as part of the trade exchange organized by the USAID Regional Economic Cooperation (REC) Project. More than \$7 million in mutually beneficial deals between Afghan and Kazakhstani entrepreneurs were preliminarily negotiated at the meetings, which couldn't have been possible without USAID support.

Igor Denissenko, Director General of the Dikanshy company, participated in the business-to-business meetings in Kabul and signed a \$2 million one year contract to supply flour to Afghanistan. The first shipment of 408 tons of flour valued at \$130,560 was already delivered to Afghanistan. He shared his support for regional stability through trade. “Kazakhstan contributes a lot to stabilization of Afghanistan. This trade exchange is proof of the support provided by entrepreneurs to economic rehabilitation of Afghanistan and its involvement into regional [economic] integration processes.”

Maslodel LLP, another participant of the trade exchange in Kabul, is one of the largest food producers in Kazakhstan, which produces more than 100 types of food items including butter, vegetable oil, mayonnaise, margarine, condensed milk, tomato paste, ketchup. As part of the trade exchange, Gulaikhan Myrzagalieva, Commercial Director of Maslodel, negotiated trade deals with Afghan entrepreneurs and signed a contract to supply 1,500 tons of Maslodel's vegetable oil per month to an Afghan company, for a total value of \$650,000. The contract is signed for one year, but the company is planning to prolong it for additional 10 years. The first shipment of vegetable oil, valued at \$130,000, was already delivered.

As a result of support from USAID, KazStroiSteklo LLP, a Kazakh glass producing company that also participated in B2B meetings in Kabul, signed letters of intent with Afghan counterparts to supply armored glass for a total value of more than \$5 million. Biopharm LLP, a Kazakh pharmaceutical company, has established business contacts with Afghani counterparts and is now negotiating a pilot contract to supply medicines for a total value of \$300,000.

USAID supports mutual endeavors of the two countries to expand trade ties and to deepen economic relations between Kazakhstan and Afghanistan.



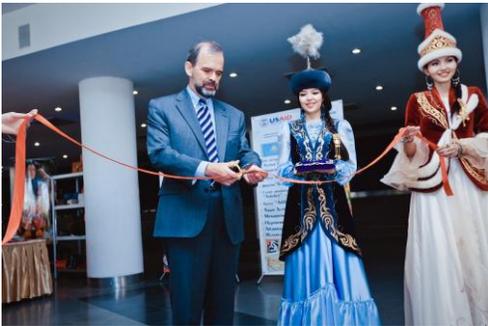
**USAID**  
FROM THE AMERICAN PEOPLE

**KAZAKHSTAN**

## SUCCESS STORY

### USAID helps female artisans craft success in Central Asia

#### USAID helps preserve the craftsmanship of local artisans



Central Asian Crafts Fair in Astana opened by the U.S. Ambassador Mr. Kenneth J. Fairfax

*"I am very grateful to USAID for the grant awarded, as the activities implemented under the grant provide for building a community and network among craftspeople and women-leaders across Central Asia. The Craft Fairs have provided for the preservation of traditional cultures and crafts"*

*Raisa Raimbekova, Director of the Raisa Fashion House LLP, Pavlodar, Kazakhstan.*

USAID in Central Asia has found that small investments can pay big dividends for one of the most challenged groups in the region—female artisans. Women in Central Asia face many challenges, not the least providing for their families; but these artisans have had few opportunities to capitalize on their skills until now. Through its inclusive gender strategy, USAID has been working to increase women's access to assets and employment as one of the most powerful tools for promoting both gender equality and nascent women's business efforts.

Raisa Raimbekova, Director of the Raisa Fashion House LLP and a graduate of the State Department's summer 2012 Voluntary Visitors Program, received a grant from USAID to raise the quality of women's craftsmanship and increase craft item sales in Central Asia. She organized two Central Asian craft fairs in Astana and Pavlodar, Kazakhstan, which were attended by more than 500 people. Artisans who participated included jewelers, wood carvers, pottery artists and more.

The artisans presented their unique craft items along with ethnographic collections from some of the best fashion designers. Craft fair exhibitors signed more than 30 trade contracts, and sales totaled about \$100,000, between these two events as part of that program, which provides increasing numbers of skilled craftswomen with outlets to sell their work.

The comparatively small craft fair effort has brought real profit to artisans and their families: Mahfuza Salimova, an artisan from Bukhara, Uzbekistan, sold craftwork valued at more than \$6,700, jewelers from Astana sold over \$6,500 in hand goods and one, young, female artist from Pavlodar, Kazakhstan, sold more than \$10,000 in silk handmade scarves. The fairs also have enabled artisans to build their businesses: Woodcarvers from Kokshetau, Kazakhstan sold \$3,300 in products and took orders for an additional \$2,000 in handcrafted souvenirs. As a result, women artisans are not only contributing substantially to their family's wellbeing but are also improving their knowledge and business prowess. In addition, participants agreed to share information on developing trade in the region, as well as to participate in events that address the common social, legal and economic problems faced by women in the region.

## SECTION III ANNEXES

### ANNEX A. SUMMARY OF MEETINGS, EVENTS, AND DELIVERABLES

Date	Meeting/Event	Participants	Location
December 13, 2012	EPG Export to Russian Federation meeting	28	Tashkent, Uzbekistan
December 14, 2012	EPG Supplying to DOD meeting,	68	Tashkent, Uzbekistan
February 14	Seminar Supplying to DOD in Tajikistan	82	Dushanbe, Tajikistan
February 13-15	Workshop on Basic Requirements of Organic Agriculture and Standards of European Union	24	Isfara, Tajikistan
February 27-28	Workshop on Methods for Entering the Markets of the Customs Union	27	Kurgan Tube, Tajikistan
March 6	Tajikistan's Accession to the WTO	60	Dushanbe, Tajikistan
March 6	Workshop on Methods for Entering the Markets of the Customs Union	26	Samarkand, Uzbekistan
March 12-14	3 days REC Training on ISO 9001-2008 EPG Supplying to DOD	19	Tashkent, Uzbekistan
March 13	Round Table on Foreign Trade Operations in Uzbekistan to improve cross-border trade	39	Bukhara, Uzbekistan
March 19-20	Carpet Making EPG Seminar	26	Almaty, Kazakhstan
April 13	Training/certification for consultants on export in the context of creating export-consultant certification program in Uzbekistan	45	Tashkent, Uzbekistan
April 26	Round Table on Strengthening the production and export capacities of Uzbek manufacturers.	57	Tashkent, Uzbekistan
May 6-14	Workshop on Marketing & Pricing; Quality Standards; New Product Development; E-Commerce	15	J.Rasulovsky Raion, Sughd Province, Tajikistan (Community Connections, REC Grantee)
May 16-24	Workshop on Marketing & Pricing; Quality Standards; New Product Development; E-Commerce	15	Spitamensky Raion, Sughd Province, Tajikistan (Community Connections, REC Grantee)
May 27-June 5	Workshop on Marketing & Pricing; Quality Standards; New Product Development; E-Commerce	15	Ashtsky Raion, Sughd Province, Tajikistan (Community Connections, REC Grantee)
June 10-18	Workshop on Marketing & Pricing; Quality Standards; New Product Development; E-Commerce	15	Pendjikensky Raion, Sughd Province, Tajikistan (Community Connections, REC Grantee)
June 21-29	Workshop on Marketing & Pricing; Quality Standards; New Product Development; E-Commerce	15	Aininsky Raion, Sughd Province, Tajikistan (Community Connections, REC Grantee)

Date	Meeting/Event	Participants	Location
June 12	Central Asian Crafts Fair	221	Astana, Kazakhstan (Raisa Fashion House, REC Grantee)
June 14-15	Central Asian Crafts Fair	313	Pavlodar, Kazakhstan (Raisa Fashion House, REC Grantee)
June 15	Master-class presented by Kyrgyz Designer Dilbar Ashimbayeva and Round-Table on Development of Women's Entrepreneurship: best Central Asian practices	35	Pavlodar, Kazakhstan (Raisa Fashion House, REC Grantee)
June 18-19	Export Training-of-Trainers: Basic Export; Advanced Export; Trade Shows	11	Astana, Kazakhstan (Given by 2020DC)
June 21	Round table Uzbekistan's Legal Reforms to Trade in 2013 and Practical Implications	43	Tashkent, Uzbekistan
June 24-25	Export Training-of-Trainers: Basic Export; Advanced Export; Trade Shows	29	Almaty, Kazakhstan
June 27-28	B2B meeting of Afghanistan and Kazakh companies	50	Almaty, Kazakhstan
July 2-3	B2B meeting of Afghanistan and Kazakh companies	107	Kabul, Afghanistan
July 18	Round table on Ways to Increase Trade Between Uzbekistan and Kazakhstan	100	Almaty, Kazakhstan
October 8, 2013	Kazakhstan Local Procurement Business Forum	84	Almaty, Kazakhstan
October 9-10	Third annual Central Asia Trade Forum	438	Almaty, Kazakhstan
<b>Total Y2 Participants</b>		<b>2,007</b>	

## Reports and Deliverables

REC Deliverables
Final Manuals on How to Sell to the DOD in Afghanistan from Uzbekistan, Kazakhstan
Stakeholders Mapping Analysis – Uzbekistan and Kazakhstan (Component 6)
CAR Organic Market Survey
International Visitor Leadership Program (IVLP): Central Asian Trade Promotion Agencies Development
Survey of the National Economic Chamber ATAMEKEN
Training of Trainers and Exporters' Training Curricula: How to Start exporting; Keys to Successful Exporting; Tradeshows and Sales Milestones (2020DC)
Development of ISO 9001 – 2008 Quality Management System Training Materials
Case study Exporting to Department of Defense
Reports in progress
Report on Retail Markets in Siberian Region (M-Vector)
Industries-based export strategies development for heavy machinery sector (Igor Artemiev)

**REC Progress Reports**

First Quarterly Report

Second Quarterly Report

Third Quarterly Report

Year 2 Work Plan





**Subcontracts**

regions of Uzbekistan

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED] [REDACTED] [REDACTED] [REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED] [REDACTED] [REDACTED] [REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED] [REDACTED] [REDACTED] [REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED] [REDACTED] [REDACTED] [REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED] [REDACTED] [REDACTED] [REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

**Subcontracts**

delivery of second  
phase of the training  
on Basic  
Requirements of  
Organic Agriculture  
and Standards of  
European Union

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED] CATF

## ANNEX D. CONSOLIDATED LIST OF INDICATORS AND TARGETS YEAR 2

To track the project's progress and manage it successfully, REC developed life-of-project indicators for impact and outcome levels that measures achievements and expected results. There are indicators for each component objective, as well as indicators that respond to the program goal. Supporting baseline documents for the REC reports (surveys, lists of participants, etc.) are available upon request.

Proposed Indicator	Definition	Disaggregation	Source of Data/ Collection Frequency	Cumulative Results		
				Baseline	Y1 (11-12)	Y2 (12-13)
<b>Project Objective. Improved cross-border trade among Central Asian countries, Afghanistan, and larger trading partners</b>						
Value of export sales increased by project-supported firms	Export sales value based on what is invoiced to the client; value of executed contracts for EPI and EPG firms	Women-owned or -managed businesses By sector By country	Project survey, focus groups, interviews with EPI, EPG, Textiles and Gender firms, supplemented by financial statements when possible  Project reports (as validated by firms)  Semi-annually	\$ 17,323,334 <sup>1</sup>	5%	<b>Export sales increased 48%; Women-owned: 23.9%</b>
Number of new contracts between local producers and DOD prime vendors to export products increased	Number of firms that fulfill the order and receive DOD/General Services Administration payment for the transaction	Women-owned or -managed businesses	DOD/Centcom PV report and firms' invoice to DLA Ongoing	0	1 firm	<b>1 firm (5 contracts)<sup>2</sup></b>
Value of new contracts between local producers and DOD prime vendors to export products increased	Value of orders received from DOD/General Services Administration/Centcom	Women-owned or -managed businesses	DOD/Centcom PV report and firms' invoice to DLA Ongoing	0	\$ 150,000	<b>\$1,900.000</b>

<sup>1</sup> Includes: 1) Textiles EPG, 2) Organic EPG, 3) CU EPG, 4) Supplying to DOD EPG, 5) Export to Russian Federation, 6) EPG Carpet Making

<sup>2</sup> 5 Contracts signed between PV "TWI and Seven Seas" and Uzbek FAYZ company

Proposed Indicator	Definition	Disaggregation	Source of Data/ Collection Frequency	Cumulative Results		
				Baseline	Y1 (11-12)	Y2 (12-13)
Number of activities to improve trade policies, regulations, and processes implemented in Central Asian countries and Afghanistan supported by the REC project	Activities include technical assistance, capacity-building; workshops; focus groups; diagnostic studies; analytical reports; assessments; official translations or revisions of legislation; seminars; grants; symposiums; public-private dialogue; technical discussions; and roundtables on WTO-related topics, transport corridors, and improvement of customs services' performance	By type of activity	REC project activity reports Ongoing	0	N/A	46 <sup>3</sup>
<b>PIR 1. Trade partnership groups built and supported</b>						
<b>KRA 1.1. Demonstrated significant growth or development among EPI group members</b>						
Value of export sales by project-supported firms increased	Export sales value based on what is invoiced to the client; value of executed contracts for EPI and EPG firms	Women-owned or -managed businesses By sector By country	Project survey, focus groups, interviews with EPI, EPG firms, supplemented by financial statements when possible  Project reports (as validated by firms)  Semi-annually	\$ 17, 323, 334 <sup>4</sup>	5%	<b>Export sales increased 48%; Women-owned: 23.9%</b>
Number of firms receiving project- supported capacity-building assistance to increase exports	Any firm participating in any export partnerships activities (EPI training, EPG members, or participants in the Central Asian Trade Forum)	Women-owned or -managed businesses	Project reports (as validated by firms) On-going	0	80	<b>1,047<sup>5</sup></b>

<sup>3</sup> Includes all REC technical assistance, capacity-building; workshops; focus groups; diagnostic studies; analytical reports; assessments; official translations or revisions of legislation; seminars; grants; symposiums; public-private dialogue; technical discussions; and roundtables on WTO-related topics, transport corridors, and improvement of customs services' performance. (Component 2 - 9 + Component 5 - 10 + Component 6 - 4, + Roundtables, CATF III, workshops, seminar trainings, grant events, etc. on components 1 & 3 - 23)

<sup>4</sup> Includes: 1) Textiles EPG, 2) Organic EPG, 3) CU EPG, 4) Supplying to DOD EPG, 5) Export to Russian Federation, 6) EPG Carpet Making

<sup>5</sup> Firms received REC support and assistance through all REC events, trainings, round tables, II & III CATF

Proposed Indicator	Definition	Disaggregation	Source of Data/ Collection Frequency	Cumulative Results		
				Baseline	Y1 (11-12)	Y2 (12-13)
Number of participants in project- supported trade and investment capacity building trainings	Any individual participating in any export partnerships activities (EPI training, EPG members, or participants in the Central Asian Trade Forum)	Women-owned or -managed businesses	Project records (including training sign-in sheets) On-going	0	250	2,007 <sup>6</sup>
Value of exports by women-owned textile businesses in Central Asia increased	Based on increase of the value of sales of firms involved in Task 1	Women-owned or -managed businesses By sector By country	Project survey, focus groups, interviews with textile women-owned firms, supplemented by financial statements when possible  Project reports (as validated by firms)  Semi-annually	TBD, survey to participants	N/A	33%
<b>PIR 2. Export potential of Central Asian firms and industries evaluated through market research</b>						
<b>KRA 2.1. Internal and external obstacles to firms identified, potential firms for supplying the DOD identified, and cost-benefit analysis for policy and regulatory reforms performed</b>						
Number of technical assistance and capacity-building activities provided to firms and trade promotion agencies	Market research, short-term technical assistance to government and/or private-sector beneficiaries, EPG members' study tours and international trade fairs/exhibitions, exporter training sessions, and other REC Component 1,3 and 6 beneficiary capacity-building activities.		Project records Ongoing	0	4	14

<sup>6</sup> The number of participants at all REC events, trainings, seminars, workshops, round tables, II & III CATF and other public events

<b>PIR 3. Barriers to export along the export chain tested through selected pilots</b>						
<b>KRA 3.1 Closed and fulfilled sales to DOD by four producers of food products – one from Kazakhstan and three from Uzbekistan.</b>						
Value of new contracts between local producers and DOD prime vendors to export products increased	Value of orders received from DOD/General Services Administration/Centcom	Women-owned or -managed businesses	DOD/Centcom PV report and firms' invoice to DLA Ongoing	0	\$ 150,000	<b>\$1,900,000</b>
Number of new contracts between local producers and DOD prime vendors to export products increased	Number of firms that fulfill the order and receive DOD/General Services Administration payment for the transaction	Women-owned or -managed businesses By sector By country	DOD prime vendors Ongoing	0	1	<b>1 firm (5 contracts)<sup>7</sup></b>
"How to Export to DOD" manual written	A written report on "How to Export to the DOD"		"How to Export to DOD" manual	N/A	Draft manual developed	<b>Final manuals disseminated</b>
<b>PIR 4. Regional workshop organized for returnees of the Department of State summer 2012 Voluntary Visitors Program and business-related grants provided and managed</b>						
<b>KRA 4.1. Meeting arranged and executed, and grants implemented</b>						
Number of REC-sponsored technical support aimed at engaging Central Asian and Afghan women to the economy	Technical support includes, technical assistance provided, events organized, research papers, business training, etc.)	By sector	Project records Ongoing	TBD	N/A	<b>2 grants awarded and completed</b>
<b>PIR 5. Tajikistan assisted in WTO accession</b>						
<b>KRA 5.1 Milestones in Tajikistan's accession plan/paths reached</b>						
Number of activities supporting WTO-related activities	Activities include technical assistance; capacity-building; workshops; diagnostic studies; analytical reports; assessments; official translations or revisions of legislation; seminars; public-private dialogue; technical discussions; and roundtables on WTO-related topics	By type of activity	REC project activity reports Ongoing	0	N/A	<b>10</b>

<sup>7</sup> 5 Contracts signed between PV "TWI and Seven Seas" and Uzbek FAYZ company

**PIR 6. Pro-trade policies, regulations and processes implemented in Central Asian countries****KRA 6.1. Performance of Central Asia's transport corridors improved and Central Asian and Afghanistan trade increased**

Number of activities to improve trade policies, regulations, and processes implemented in Central Asia and Afghanistan supported by the REC project	Activities include workshops, focus groups, diagnostic studies, analytical reports, assessments, official translations or revisions of legislation, seminars, grants, symposiums, public-private dialogue, technical discussions, training, courses, on-the-job training, roundtables	By type of activity	REC project activity reports Ongoing	0	N/A	4
---	---	---------------------	---	---	-----	---

## ANNEX E. YEAR 2 WORK PLAN (OCTOBER 2012-SEPTEMBER 2013)

Activity/Task	Resources	Month												Milestones
		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	
<b>Activity 1: Trade partnership groups built and supported</b>														
<b>Task 1.1: Develop plan to strengthen and support EPI groups and develop new ones</b>														
Plan focus groups for Exporting to Russian Federation EPG	Activity 1 team	■												
- Identify EPG members		■												
- Identify Russian retailers to support the EPG action plan		■												
Organize workshop with Russian retailers (other EPGs invited)	Activity 1 team		■											
Conduct focus group to design action plans for Exporting to the Russian Federation EPG	Activity 1 team		■											
Develop detailed action plan to support Exporting to the Russian Federation	Activity 1 team		■											EPG action plan finalized; USAID approval obtained
Plan focus groups for Trading with Afghanistan EPG	Activity 1 team													
- Partner with TAFE and other Afghan stakeholders like ACCI				■	■	■								
- Identify EPG members				■	■	■								
Organize workshop for Trading with Afghanistan EPG	Activity 1 team						■							
Conduct focus group to design action plans for Trading with Afghanistan EPG	Activity 1 team						■							
Develop detailed action plan to support Trading with Afghanistan EPG	Activity 1 team						■	■						EPG action plan finalized; USAID approval obtained
Design an EPG Guide	Activity 1 team										■	■	■	Draft EPG Guide (electronic)
Provide communications support to Task 1.1	Communications Manager		■					■					■	Press release posted on REC web site
<b>Task 1.2: Implement EPG action plans</b>														
Conduct progress meetings with existent EPGs (1. Organic Farming EPG 2. Textiles EPG 3. Selling from Uzbekistan to Customs Union EPG 4. Selling to the DOD 5. Exporting to the Russian Federation 6. Trading with Afghanistan)	Activity 1 team	■	■	■	■	■	■	■	■	■	■	■	■	
Revise the Organic farming EPG action plan	Activity 1 team					■								
Facilitate the Implementation of organic farming EPG action plan	Activity 1 team								■	■	■	■	■	

Activity/Task	Resources	Month												Milestones	
		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep		
- Co-organize a workshop with the Uzbek Ag Link Plus project and other stakeholders						■									
Revise the action plan for Selling from Uzbekistan to Customs Union action plan	Activity 1 Team			■											
Facilitate the implementation of Selling from Uzbekistan to Customs Union EPG	Activity 1 Team; partner with KLDP				■	■	■	■	■	■	■	■	■	■	
- Organize a training on Technical Barriers to Trade and technical regulation of CU in Uzbekistan				■											
Organize III Central Asia Trade Forum in Tashkent or Almaty	Activity 1 team; Uzbekistan Ag Links Plus, TAFA and Pakistan Trade. Also, other donors such as ADB (CAREC), GiZ, EBRD, etc.														Tentative date: November 2013
- Develop concept in collaboration with USAID (includes agenda, co-organizers and sponsors)									■						
- Select event organizational committee, subcontractors and needed STTA support									■	■	■	■	■		
- Define VIPs, participants and speakers									■	■	■	■			
- Plan trade exhibition									■	■	■	■			
- Send invitations													■	■	
- Develop communications plan (including design and reproduction)	Communications manager									■	■	■	■	■	At least three press releases (invitation, announcement and event opening) issued Media partner identified Promotional materials designed and printed
- Contest on Best Exporter										■	■	■	■	■	
Implement internship program with EPI training participants and university students in Uzbekistan	Activity 1 team; IBM; Association of Teachers of Business Schools								■	■	■	■	■	■	
- Develop a concept note									■						
- Identify partners and potential students									■	■					



Activity/Task	Resources	Month												Milestones	
		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep		
- Establish and maintain relationships with potential counterparts			■	■	■	■	■	■	■	■	■	■	■	■	
- Determine priorities					■	■									
- Develop scopes of work and Implementation							■	■	■	■	■	■	■	■	
Conclude organization and follow up on International Visitors leadership Program (4 Kazakhstan, 4 Uzbekistan, 1 Tajikistan and 1 Kyrgyzstan)	Activity 2 leader	■	■	■	■	■	■								CAR promotion agencies strengthened
<b>Task 2.2: Perform market research according to approved plan</b>															
Maintain list of counterparts and stakeholders	Activity 2 leader	■	■	■	■	■	■	■	■	■	■	■	■	■	
Monitor export promotion and export services assignments prepared for KazNexInvest under its support action plan	Activity 2 leader	■	■	■											
Meet KazNex Board to report on REC technical assistance and maintain the relationship	Activity 2 leader		■												
Revise KazNex priorities, design and implement Y2 action plan	Activity 2 leader				■	■	■	■	■	■	■	■	■	■	CAR promotion agencies strengthened
Maintain relationship with the Afghan Chamber of Commerce and Industry	Activity 2 leader	■	■	■	■	■	■	■	■	■	■	■	■	■	
Provide communications support to Task 2.2	Communications Manager		■												Success story developed upon KazNex approval
<b>Activity 3: Barriers to export along the export chain tested through selected pilots</b>															
<b>Task 3.1: Identify and evaluate firms with potential to sell to DOD</b>															
Identify new potential suppliers in Uzbekistan and reevaluate the current firm involved	Activity 3 leader	■	■												Firms identified and evaluated
<b>Task 3.2: Create action plan to overcome four firms' obstacles, if any, to supplying DOD</b>															

Activity/Task	Resources	Month												Milestones	
		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep		
Work with pilot firms to establish action plans and timeline to meet DOD requirements (specifically for Uzbek firms)	Activity 3 leader and local partner		■	■	■										
Conduct review meetings with DOD/DLA and DOD supplier representatives to ensure plan results meet requirements	Activity 3 leader and local partner	■	■	■	■	■	■	■	■	■	■	■	■	■	
Obtain guidance from DOD/DLA and/or suppliers during plan implementation	Activity 3 leader	■	■	■	■	■	■	■	■						
Support DLA and CENTCOM on Industry days in Central Asia	Activity 3 leader						■							■	
Support prime vendors on their "Prime Vendors days" in close cooperation with trade promotion agencies	Activity 3 leader						■							■	
Finalize draft action plans for new pilot firms and gain commitment for participation	Activity 3 leader and local partners				■	■									USAID approval obtained for action plans
<b>Task 3.3: Execute activities in action plan</b>															
Begin action plan implementation with new pilot firms	Activity 3 leader and local partner					■	■	■	■	■	■	■	■	■	
Finalize technical assistance to Kazakhstan pilot firm (Tsesna-mac)	Activity 3 leader		■	■											
Ongoing informal mentoring and support for operational and other changes	Activity 3 leader and local partner	■	■	■	■	■	■	■	■	■	■	■	■	■	
Revise the action plan for Selling to the DOD action plan	Activity 1 Team						■								
Conduct knowledge-sharing meetings among pilot firms and other potential DOD local suppliers; develop case studies (Fayz and Tsesna-mac)	Activity 3 leader	■	■		■	■									Pilot firms successfully complete capacity-building program and improve standards to meet DOD/DLA requirements
Facilitate the implementation EPG action plans for Selling to the DOD	Activity 3 leader								■	■	■	■	■	■	
- Organize a training on how to supply to the DOD in Uzbekistan and launch of the How to Supply to the DOD Manual in Uzbekistan								■							
<b>Task 3.4: Close deal and fulfill order to DOD</b>															
Complete "How to export to the DOD" manual	Activity 3 leader	■	■	■	■	■									Manual completed and submitted to USAID for approval

Activity/Task	Resources	Month												Milestones	
		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep		
Monitor and support each critical step in fulfilling the order: contract signing, processing, packaging, and final delivery	Activity 3 leader	■	■	■	■	■	■	■	■	■	■	■	■	■	
Monitor delivery of goods and completion of process	Activity 3 leader			■		■								■	Sales to DOD closed and fulfilled by one vendor from Uzbekistan in December 2012, one Kazakh vendor on February and two Uzbekistan by December 2013.
Monitor other potential sales to the DOD	Activity 3 leader and local partner	■	■	■	■	■	■	■	■	■	■	■	■	■	
Provide communications support to Task 3	Communications Manager				■	■									Success story (Tsesna-mac) developed How to sell to the DOD manual posted on REC web site
<b>Activity 4: Regional workshop organized for returnees of the Department of State summer 2012 Voluntary Visitors Program and business-related grants provided and managed</b>															
<b>Task 4.1: Organize and facilitate meeting for returnees from the Voluntary Visitors Program</b>															
Organize meeting with Voluntary Visitors Program graduates, other relevant gender organizations, around 2012 CATF	Activity 2 leader														Completed in September 2012
Introduce the Volvis graduates to the REC EPG program, grant program and invite them to join the textile EPG	Activity 2 leader and Activity 1 leader	■													
Follow up with the VolVis graduates to develop their grants proposals	Activity 2 leader	■	■												
Design and issue an RFA using the gender assessment developed under Task 3.1.	Activity 2 leader and grants manager		■	■											
<b>Task 4.2: Facilitate creation of and manage small business-related grants</b>															
Review grant applications and award grants	Activity 2 leader and grants manager				■	■									
Manage and monitor grants implementation	Activity 2 leader and grants manager						■	■	■	■	■	■	■	■	CAR and Afghan businesses demonstrate increase in exports and/or improved ability of their organizations to help beneficiaries
Involve VolVis graduates in the implementation of the activities of the Textiles EPG action plan	Activity 2 leader and Activity 1 leader		■	■	■	■	■	■	■	■	■	■	■	■	
Provide communications support to Task 4	Communications manager				■	■									News on REC web site uploaded

Activity/Task	Resources	Month												Milestones
		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	
<b>Activity 5: Tajikistan assisted in WTO Accession</b>														
<b>Task 5.1: Provide technical assistance to support Tajikistan's accession action plan</b>														
Provide technical assistance to TJ MEDT in the final phase of the WTO accession process and preparations for the ratification of the Accession Package	Activity 5 leader				■	■	■	■	■	■	■			
Translate the Accession Package and WTO Agreements into Tajik	Activity 5 leader /Local STTA expert				■	■	■	■	■					Accession Package translated and ready for the ratification procedure
Publish a book containing key WTO Agreements in Tajik	Activity 5 leader, Local STTA expert and Communications manager										■	■	■	Book containing key WTO Agreements in Tajik published and distributed
- Organize a press conference	Communications manager												■	
- Organize a WTO event for government representatives and business associations													■	
Provide assistance in drafting the Post Accession Action Plan	Activity 5 leader							■	■	■	■	■		Post Accession Action Plan Assistance finalized  Tajikistan becomes WTO member (30 days after depositing ratification instruments)
<b>Activity 6: Pro-trade policies, regulations and processes implemented in Central Asian countries</b>														
<b>Task 6.1: Consult with national and regional partners to determine status of trade facilitation, trade policy, and transport corridor performance enhancing initiatives</b>														
Facilitate a stakeholder mapping exercise	Activity 6 leader, Chemonics STTA, EIF	■	■	■										
Interview stakeholders in the public and the private sectors	Activity 6 leader, Chemonics STTA, EIF			■	■									Report on who is who and each organization roles and institutional and human capacity building needs
Identify champion organizations and establish alliances with key actors	Activity 6 leader, Chemonics STTA, EIF				■	■	■							
<b>Task 6.2: Identify, establish, and/or re-establish alliances with business, NGOs, and other organizations working constructively on trade facilitation, trade policy, and transport corridor improvements</b>														
Sign cooperation letters with main stakeholders	Activity 6 leader, Chemonics STTA, EIF				■	■	■							Signed Cooperation Letters with key private and public partners

Activity/Task	Resources	Month												Milestones
		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	
Maintain the relationship with key alliances and stakeholders in the region	Activity 6 leader, Chemonics STTA, EIF					■	■	■	■	■	■	■	■	
<b>Task 6.3 : Develop and manage grants to NGOs for trade facilitation, trade policy, and transport corridor improvement efforts</b>														
Design RFAs and RFPs based on deliverables from Task 6.1 and Task 6.2	Activity 6 leader, Chemonics STTA, EIF, Grants manager						■	■	■					
Review applications and proposals; select grantees/ subcontracts to work with	Activity 6 team, Chemonics STTA, EIF, Grants manager								■	■				
Manage and monitor grant implementation	Activity 6 team, Chemonics STTA, EIF, Grants manager										■	■	■	Grants in progress
<b>Task 6.4: Create regional action plan trade facilitation, trade policy, and transport corridor improvement efforts</b>														
Conduct roundtables in each CAR country to discuss priorities for implementing trade policy reforms, facilitating trade, and undertaking transport corridor performance enhancing initiatives in each country and regionally	Activity 6 team, Chemonics STTA, EIF						■	■	■					National action plans and draft regional cooperation action plan developed
Organize a workshop to validate the draft regional cooperation action plan on trade reforms	Activity 6 team, Chemonics STTA, EIF									■				
Finalize action plan and disseminate to stakeholders	Activity 6 team, Chemonics STTA, EIF										■	■		Regional action plan designed and disseminated
<b>Task 6.5: Execute activities in action plan</b>														
Develop a diagnostic of Kazakhstan and Uzbekistan trade policy and transit regime environment	Activity 6 leader, Chemonics STTA, EIF						■	■	■	■	■	■	■	Recommendations developed to improve the Uzbekistan trade policy and transit regime
Develop recommendations to customs procedures on the following Border Crossing Points (BCP): Kazakhstan-Uzbekistan, Uzbekistan-Afghanistan and Tajikistan and Kyrgyzstan	Activity 6 leader, Chemonics STTA, EIF						■	■	■	■	■	■	■	Recommendations developed to improve the customs procedures on the targeted BCP
Conduct progress meetings to facilitate the implementation of the national activities and regional cooperation action plan	Activity 6 team, Chemonics STTA, EIF												■	Activity implementation in progress
Provide communications support to Task 6	Communications manager						■	■	■	■	■	■	■	Press release issued and news posted on the REC web site for country events Press release issued and shared with mass media for regional roundtable

