

**I. PROJECT IDENTIFICATION**

1. PROJECT TITLE  <b>LOW COST HOUSING TECHNICAL ASSISTANCE</b>  <div style="text-align: right; font-size: 1.2em;"><b>PD-AAB-997-81</b></div>		APPENDIX ATTACHED <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO  2. PROJECT NO. (M.O. 1025.2) <b>596-11-830-058</b>
3. RECIPIENT (specify)  <input type="checkbox"/> COUNTRY _____ <input checked="" type="checkbox"/> REGIONAL <b>ROCAP</b> <input type="checkbox"/> INTERREGIONAL _____	4. LIFE OF PROJECT BEGINS FY <b>75</b> ENDS FY <b>76</b>  5. SUBMISSION <input checked="" type="checkbox"/> ORIGINAL: <b>6/28/74</b> DATE _____ <input type="checkbox"/> REV. NO. _____ DATE _____ CONTR./PASA NO. <b>16 p.</b>	

**II. FUNDING (\$000) AND MAN MONTHS (MM) REQUIREMENTS**

A. FUNDING BY FISCAL YEAR	B. TOTAL \$	C. PERSONNEL		D. PARTICIPANTS		E. COMMOD- ITIES \$	F. OTHER COSTS \$	G. PASA/CONTR.		H. LOCAL EXCHANGE CURRENCY RATE: \$ US _____ (U.S. OWNED)			
		(1) \$	(2) MM	(1) \$	(2) MM			(1) \$	(2) MM	(1) U.S. GRANT LOAN	(2) COOP COUNTRY		
										(A) JOINT	(B) BUDGET		
1. PRIOR THRU ACTUAL FY													
2. OPRN FY													
3. BUDGET FY <b>75</b>	<b>150</b>	<b>125</b>	<b>36</b>				<b>25</b>						
4. BUDGET +1 FY	<b>150</b>	<b>125</b>	<b>36</b>				<b>25</b>						
5. BUDGET +2 FY													
6. BUDGET +3 FY													
7. ALL SUBQ. FY													
8. GRAND TOTAL	<b>300</b>	<b>250</b>	<b>72</b>				<b>50</b>						

9. OTHER DONOR CONTRIBUTIONS

(A) NAME OF DONOR	(B) KIND OF GOODS/SERVICES	(C) AMOUNT

**III. ORIGINATING OFFICE CLEARANCE**

1. DRAFTER <b>John D. Kilgore.</b>	TITLE <b>Chief, REUDD/ROCAP</b>	DATE
2. CLEARANCE OFFICER <b>Irving G. Tragen</b> <i>Irving G. Tragen</i>	TITLE <b>Director, ROCAP</b>	DATE <b>27-74</b>

**IV. PROJECT AUTHORIZATION**

1. CONDITIONS OF APPROVAL

2. CLEARANCES

BUR/OFF.	SIGNATURE	DATE	BUR/OFF.	SIGNATURE	DATE

3. APPROVAL AAs OR OFFICE DIRECTORS	4. APPROVAL A/AID (See M.O. 1025.1 VI C)
SIGNATURE _____	SIGNATURE _____
DATE _____	DATE _____
TITLE _____	ADMINISTRATOR, AGENCY FOR INTERNATIONAL DEVELOPMENT

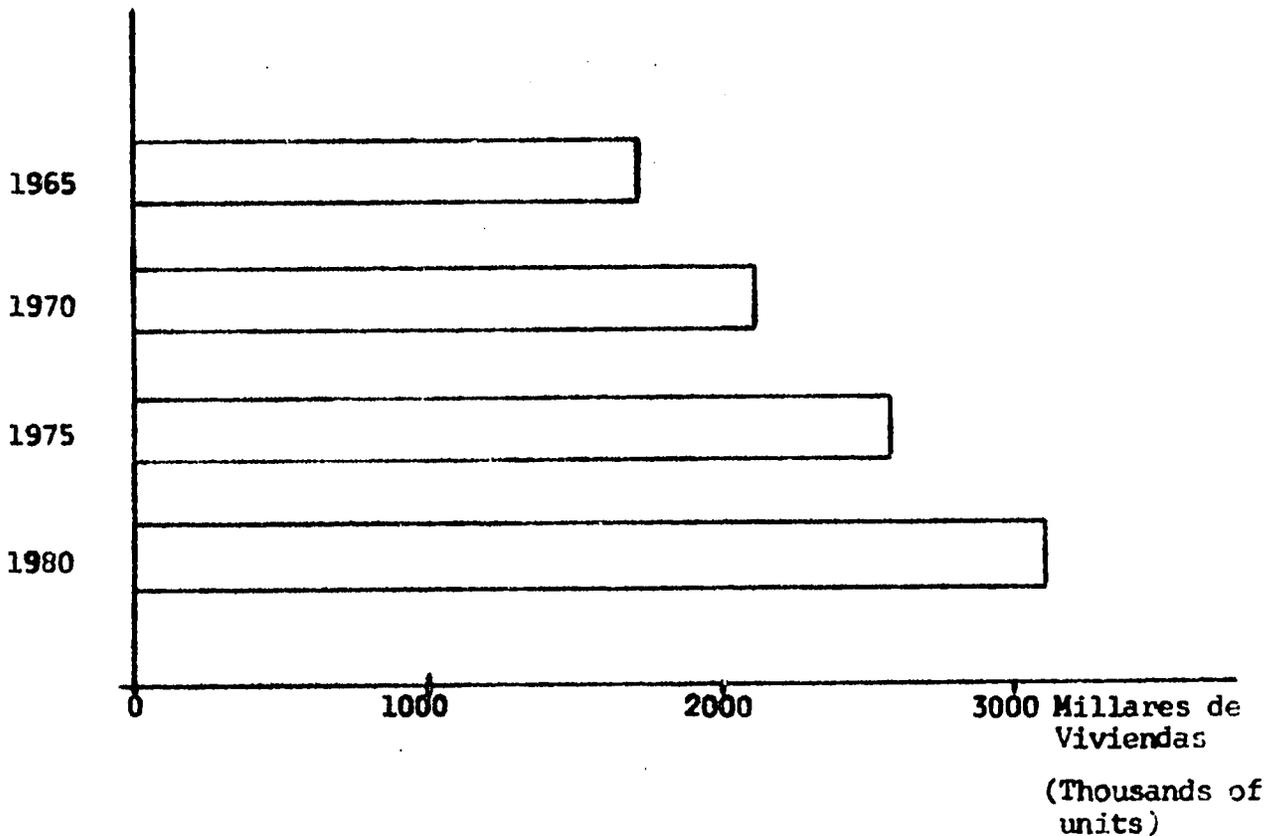
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INTRODUCTION:

It has become commonplace to refer to the shortage of housing in Central America with such terms as "staggering", "enormous", "alarming", etc. In a 1969 study entitled LA VIVIENDA EN CENTROAMERICA\* statistics were developed on the housing deficit which fully warrant the use of those adjectives.

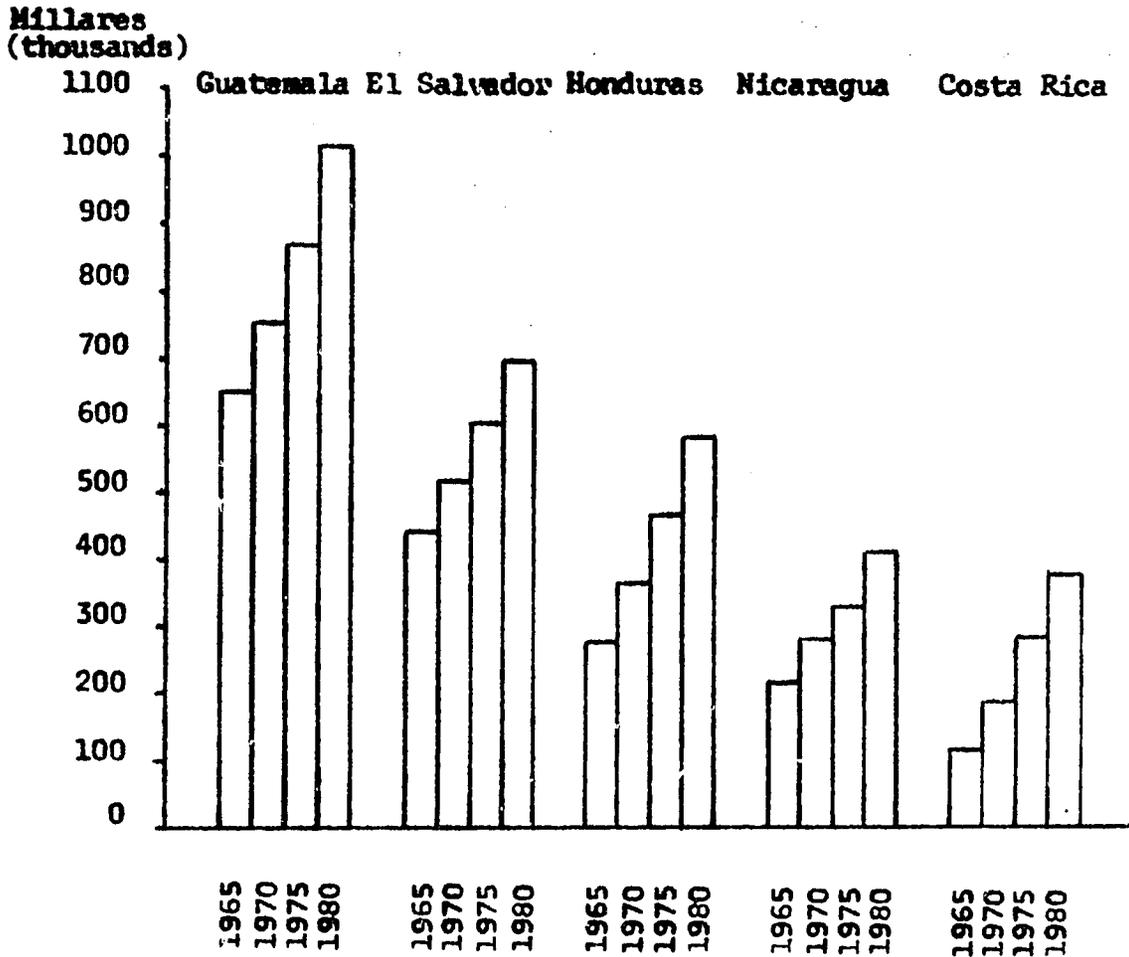
Set forth below are three graphs and tables taken from that study which illustrate the seriousness of the situation.

ESTIMACIONES DE DEFICIT TOTAL DE LA VIVIENDA EN CENTROAMERICA  
(ESTIMATED TOTAL HOUSING DEFICIT IN CENTRAL AMERICA)  
1965 - 1980



\*HOUSING IN CENTRAL AMERICA, a technical monograph by Jorge Ricardo Riba published by ODECA.

**ESTIMACIONES DEL DEFICIT TOTAL DE VIVIENDAS EN LOS ESTADOS CENTROAMERICANOS  
(ESTIMATED TOTAL HOUSING DEFICIT IN CENTRAL AMERICA BY COUNTRY)  
1965 - 1980**



**PROYECCIONES DEL DEFICIT TOTAL VIVIENDAS EN LOS PAISES CENTROAMERICANOS  
(PROJECTED TOTAL HOUSING DEFICIT IN CENTRAL AMERICA BY COUNTRY)**

1965 - 1980

(en millares)  
(thousands)

AÑOS	Costa Rica	El Salvador	Guatemala	Honduras	Nicaragua	Centroamerica
1965	115.4	445.1	657.1	280.0	212.6	1,710.2
1966	130.1	459.5	677.3	296.9	223.5	1,787.3
1967	145.2	474.2	698.1	314.1	234.8	1,866.4
1968	160.7	489.2	719.5	331.8	246.0	1,947.2
1969	176.6	504.6	741.2	349.9	257.8	2,030.1
1970	193.0	520.2	764.2	368.5	269.9	2,115.8
1971	209.7	536.2	787.6	387.5	282.4	2,203.4
1972	227.0	552.6	811.7	406.4	295.2	2,292.9
1973	244.7	569.3	836.5	426.8	308.3	2,385.6
1974	263.0	586.3	862.1	447.3	321.8	2,480.5
1975	281.7	603.8	888.4	468.2	335.7	2,577.8
1976	301.0	621.7	915.6	489.6	350.0	2,677.9
1977	320.8	640.0	943.5	511.6	364.7	2,780.6
1978	341.2	658.7	972.3	534.2	379.9	2,885.3
1979	362.2	677.8	1,001.9	557.3	395.4	2,994.6
1980	383.8	697.4	1,032.4	581.0	411.4	3,106.0

The above projections were basically confirmed during an LCH survey of the CACM region made by ROCAP in August, 1973.

These figures may be broken down by dividing the housing shortage into principal causal factors. For example, the accumulated deficit from prior years, replacement required of defective or dilapidated housing, and failure to keep up with population growth. The yearly increase in the worsening housing deficit is derived mainly from the latter. By far the greatest percentage of the population affected by the shortage of basic shelter is, of course, that represented by the low-income families, and especially rural low-income families.

For the purposes of this document the following definitions with respect to the terms "low" income and "rural" are used:

**Low income:** families not presently eligible for long-term mortgage loans from available Central American sources. This concept has been further refined to mean the income group which could afford to pay for basic

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shelter including land and minimum "urban" services, <sup>1</sup> which would have a nominal sales price of up to but not exceeding \$3,000.

**Rural:** families whose place of origin is from without the larger urban areas <sup>2</sup> of Central America and whose present shelter conditions lack one or more of the minimum "urban" services.

Much has been said, especially by politicians, about the low-cost housing deficit. In fact, very little has been accomplished toward even making a beginning toward solutions at Regional<sup>3</sup> and national levels.

Not surprisingly, national government policies toward LCH are generally non-existent or unrecognizable as such. Typically, national development plans make only bare mention of the need for LCH and are not specific as to action programs or implementing institutions. To a large extent, the responsibility for low-cost housing programs has been placed with autonomous or semi-autonomous government housing institutes.

The administration of LCH programs by these institutions has suffered from a prevailing attitude among housing officials (in great measure derived from the widely held belief that adequate shelter is a human right rather than a material good to be achieved via personal effort) that the state is morally obligated to provide such shelter. Closely following upon this primary concept are two corollary attitudes which have effectively hindered large scale construction of LCH: (a) that housing even for the lowest income groups must conform to certain (often unrealistic) standards, and (b) that low-income families must be provided with subsidies in one form or another in order to be able to afford decent housing. However this situation is beginning to change.

The unavailability of concessional funds from external sources or national budgets has brought home the need to formulate LCH programs with alternative, i.e., commercial rate, methods of financing. The advent of market rate financing for LCH is seen as a welcome development by AID as, inevitably, it must lead to the concept of "pay-as-you-go" housing designed to meet the minimum shelter needs of low income families within their ability to pay on a long-term mortgage basis. The move away from subsidised programs, taken together with improved collection practices, can eventually turn the tide of institutional decapitalization and expand the availability of LCH financing.

The proposed project seeks to achieve attitudinal change by national and housing sector decision-makers which will result in the expanded availability of accessible shelter for low income families in Central America.

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- 1 Minimum "urban" services: all-weather access, water supply, electrical supply, and individual or community sewage disposal system.
  - 2 The capital and 2-3 largest secondary cities in each country.

\* CACM

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AID has been directly interested in housing in the CACM area for more than a decade. Evidence of this interest is the record of Development Loans to provide seed capital funding for national Savings & Loan Systems and middle income housing construction. AID has also provided a limited number of development loans to fund the construction of worker and cooperative housing projects together with grant-funded technical assistance and training made available through such organizations as AIFLD and the Foundation for Cooperative Housing. Further, AID has provided grants and grant-funded technical assistance to local housing sponsor institutions such as labor unions, housing coop federations and even national credit union leagues, as institutions "important to the Alliance for Progress".

Additionally, over the past decade AID has provided housing investment guaranties for pilot projects and institutional development throughout the region amounting to \$129 million in authorized and completed projects.

In general it may be said that all of the above AID initiatives have enjoyed success although in varying degrees from case to case. These efforts have resulted in the development of an institutionally based housing finance system which has principally benefited middle-income families who dwell in large urban areas, and especially in the capital cities. The impact these programs have had among the middle classes has been strong. However, they have not had any substantial effect on the regional housing deficit among rural and urban lower income families.

As a result of extensive contacts initiated by the Regional HUD office and the 1973 AID-ROCAP LCH survey, solid expressions of interest have been received from public and private sector officials and institutions regarding possible re-orientation of their efforts toward the development of unsubsidized, commercially financed LCH, both urban and rural.

The Central American Regional Housing & Urban Development Conference, a ROCAP initiative commencing in 1972, has selected as the theme for its Third Annual Conference July 8-12, 1974, "The Development of National Housing Policies", and working sessions will be devoted to various aspects of encouraging low-cost housing initiatives within the framework of a national housing plan.

Requests for technical assistance in the formulation of new LCH policies and programs have already been received from the National Housing Bank of Guatemala, the Central Bank and the National Housing Institute of Costa Rica, the Social (LCH) Fund of El Salvador, and the National Housing Institute of Honduras.

In the private sector, similar inquiries have been made by the Central S&L Bank and the Industrial Housing Office of Costa Rica, the Cooperative Housing Federation of Honduras and the Honduran Development Foundation, and several church groups in Nicaragua interested in the formation of a LCH cooperative technical services organization.

The proposed project has therefore been designed to fund the technical assistance needed to help formulate new policies and re-orient implementing institutions toward the development of unsubsidized LCH programs, both urban and rural.

Attitudinal change, as reflected in official government pronouncements (housing policy statements) and demonstrated by limited undertaking of such LCH programs by interested public and private sector institutions, is feasible and desirable.

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The pursuit of such change is in keeping with the aims and objectives of AID's efforts in the region as found in the ROCAP Development Assistance Plans and supported by the planning decisions of the Mission Directors' Coordinating Committee. Finally, the project is in keeping with the strategy set forth in the A.I.D. Shelter Sector Policy Statement of 1 August 1973.

#### A. GOAL HIERARCHY:

Sector Goal: To expand the availability of shelter units designed for and within the capacity to pay of rural and urban low-income families. Achievement of project purpose should lead directly to this, but is not in itself the object of project funding. The qualifying terms "designed for and within the capacity to pay" are important in light of what has been said previously about unrealistic standards for housing for low income families. The design of an LCH unit must be understood to mean more than the product of architects' and engineers' labors: it is the result of taking into account many other variables such as (a) market to be served; rural vs. urban, tropical vs. highland, etc.; (b) method of building: traditional vs. manufactured, contractor-built vs. self-help, etc.; (c) cost of money; (d) ability to pay among the residents of any particular market area; (e) construction industry or self-help capacity; and (f) availability of materials in the area.

Higher Order Goals: Achievement of project purpose can also be expected to contribute (albeit more indirectly) to the integration of the construction industry within and among CA countries. "Integration" means organizing the elements of the industry: constructors, material supply and labor so that the industry can effectively attack the LCH deficit on an unsubsidized basis. In effect, this would add the efforts of the private sector, now exclusively devoted to building for middle and upper income families, to the limited LCH programs now funded by national governments most of which are on a subsidized basis. It is also expected that by greater involvement of the private sector a number of break-throughs in technology may be forthcoming. Finally, the achievement of project purpose can be expected to improve conditions of life among lower income groups by creating employment opportunities for the skilled and OJT opportunities for the unskilled. To some degree this will occur with a redoubling of public sector efforts, but success in this area is chiefly dependent upon the integration of the private sector into LCH efforts as this is where the great majority of employment opportunities lie.

1. Measures of Goal Achievement: As stated in regard to output indicators (Section C (3)), physical indicators of goal achievement are expected to be available during the second year of the project. Much of the base line data required to measure the extent of this achievement is now being developed by the Central American Institute for Industrial Research (ICAIRI) under contract AID/ROCAP No. 596-70. The information produced as a result of this study taken together with that provided by participating local institutions will give the following data base for CY 1974 against which project accomplishments will be compared:

- a) No. of LCH units started.
- b) No. of LCH units completed and occupied.
- c) Amount of CA pesos disbursed for LCH mortgage loans.

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- d) No. of LCH construction contracts let or force account projects started.
- e) No. of workers employed under d) above (by skill category).

Successive project evaluations (PARs) would then disclose the increase in each indicator. These indicators are not only reliable but can easily be gathered by ROCAP.

2. Means of Verification: The above data will be made available to ROCAP by LCH sponsor institutions as a condition to their participation in the project. However, they are independently verifiable as well, from one or more of the following sources:

- a) Municipal building permit records.
- b) Title registry mortgage recordations.
- c) Central Bank commercial bank mortgage lending and external borrowing statistics.
- d) National Construction Chamber records.
- e) Payroll data from contractors.
- f) Ministry of Labor work permit data.
- g) Occupational categories covered by labor "sindicatos" (unions).

3. Basic Assumptions: As has been pointed out in the Introduction, it is assumed, with great certainty, that an enormous need for LCH exists in CA.

Further, it is assumed that untapped pools of internal private sector capital exist.

In keeping with the AID Shelter Sector Strategy Statement of 1 August 1973, Housing Investment Guaranty resources could be made available to develop pilot LCH programs. Regarding the latter, it is expected that the utilization of these resources will serve to attract long term capital from existing but as yet untapped internal sources.

It is also assumed that sufficient construction capacity and materials are available to begin making inroads on the problem and that large numbers of un- and under-employed workers exist in CA who are available for employment as common laborers and after OJT for skilled and semi-skilled building trades.

#### B. PROJECT PURPOSE:

The project seeks to achieve attitudinal change by national governments and housing sector agencies. Such change, which is the heart of the project purpose, may be stated as: (1) adoption by national governments and regional organizations of housing policies (including modifications to national development plans) with stated priorities directed at serving the needs of rural and urban low income families; and, (2) redirection and strengthening of efforts on

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the part of regional and national public and private sector institutions in the housing field toward devising and implementing LCH programs and projects appropriate to the needs and repayment abilities of low income families, with a minimum of subsidies.

1. Dual Nature of the Project Purpose: the project design includes a dual conception of the project purpose. This means success in reaching the project goal depends on the achievement of both elements of the purpose.

2. End of Project Status: Reliable indicators of the achievement of project purpose have been identified.

The first indicator would be official promulgation by governments and organizations of laws, resolutions, policy statements or plans encouraging the greatly increased production of LCH for low income families. A reasonable expectation with respect to the former is that such promulgation would be made no later than two years after project inception. A reasonable expectation with respect to the quantification of "greatly increased production" would be doubling the annual rate of production within three years of promulgation.

With respect to the second project purpose element, two meaningful measures of achievement are available:

- (a) the procurement of significant additional resources, and the reallocation of significant existing budgetary and human resources, by participating institutions to design and implement new LCH programs and projects. Estimates of the term "significant" would run from 25% - 50% of present resources within one year of project inception, in anticipation of the achievement of the first element of the purpose; and
- (b) increased numbers of housing sector personnel have had extended contact with project funded advisors and increased numbers have undertaken formal or OJT training programs.

3. On the Difficulties of Targeting: The parameters stated above constitute best estimates at this point in time. Naturally, the extent of LCH funding, the type and design of projects, and/or their location have not yet been determined in precise terms. It is anticipated that on the occasion of the first PAR, more explicit targets regarding achievement of purpose indicators will be available.

4. Means of Verification: The promulgation of new policy is readily available in the form of officially published or printed announcements, official journal accounts etc. Legislative action in passing laws are in the public domain. While usually not available to the general public, changes in national plans are readily available to ROCAP.

Regarding the verification of institutional change, ROCAP plans to condition participation in the project to the submission of periodic reports by participating institutions. These reports would reflect changes in organizational structure, budget and equipment allocations, staffing patterns, etc. Also, project funded technical advisors will have reporting obligations which should tend to verify the information received and confirm the type of training accomplished, its duration, and the number of personnel affected. This would

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also include the identification of further training needs (in-house or abroad, if necessary).

5. Basic Assumptions: Regarding the first element of the purpose, it is assumed that increased government interest in LCH is a reflection of a felt need by its people.

With respect to element two, it is assumed that potential participating institutions exist, have some staff and are willing to participate in the project.

C. PROJECT OUTPUTS:

1. The project inputs seek to produce two principal outputs:

- (a) Reoriented decision makers who actively support the formulation of national government policies and plans encouraging the expanded production of rural and urban LCH. If the project purpose is to be achieved, then the first step must be taken by those officials in daily contact with the problems of the sector. Changed attitudes on their parts are a necessary pre-condition to, and mean the creation of, new advocates for changed national priorities favorable to goal achievement.
- (b) The second planned output is trained housing sector institution staffs capable of designing and implementing LCH programs and projects, and increased numbers of workers with the skills necessary to work in the housing industry. Once again, through extended and close contact with change agents (inputs) housing sector institution personnel now involved in the development of subsidized, "standard" housing projects can and will be educated toward the design of shelter programs that will make use of available commercial rate financing while addressing adequately the shelter needs of low income families. The effect of this new approach will be to stem institutional decapitalization (by eliminating subsidies) and encourage better collection practices. In the long run, this "pay-as-you-go" approach will result in increased LCH production and reduced waste and inefficiency. Key institutional personnel will therefore have attained new skills in the following areas: (a) financial planning & analysis, (b) project design and development, (c) LCH specifications and standards, (d) applicant credit reviews and post-occupancy practices.

2. Output Indicators: In order to determine real attitudinal change on the part of housing sector decision makers, they will have to demonstrate support for new or modified national policies and priorities favoring LCH programs. This will take the form of draft policy formulation, approval and forwarding to higher level government authorities for promulgation. On the institutional level it is considered that the only true indicator of a successful training or orientation effort will be the implementation of new principles learned as physically demonstrated in the actual undertaking of LCH projects.

3. On the Difficulty of Targeting Output Indicators: As in the case of

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measuring project purpose achievement, the stage of project conception is such that quantifying the above output indicators is quite difficult. Regarding a time frame, it would be reasonable to expect both outputs will have taken place within two years of project inception. With respect to magnitude of institutional effort, it might be expected that LCH project undertakings at the end of the second year would have doubled the previous year's effort.

4. Means of Verification: ROCAP receipt of copies of intra-governmental communications initiating and supporting the formulation of national LCH policies and plans; technical advisors' reports reflecting the same. Also public statements made by policy originating agencies may be available. Regarding the actual undertaking of projects, the means of verification are more readily available:

- (a) announcements by housing sector agencies in the mass media,
- (b) enrollment of prospective purchasers begins,
- (c) homebuyers down-payments are accepted and become part of project accounting by the institutions who
- (d) begin credit review of applicants.

5. Basic Assumptions: That a critical and recognized void exists with respect to LCH policies and plans.

- That worsening conditions among low income families and the increasing numbers of the same taken together with the unavailability of concessional financing will tend to make housing sector officials more susceptible to necessary attitudinal change.
- That the interested institutions have staff with sufficient background in the field so as to be able to profit from reorientation programs.
- That ROCAP is in a position to be able to monitor effectively the actions of the project funded change agents (inputs) to ensure compliance with and success in carrying out their assigned tasks.

#### D. PROJECT INPUTS:

1. To achieve the outputs, the inputs to be provided via ROCAP funding and monitored by its Regional Housing & Urban Development Division are:

- (a) guidance and advice in the formulation and promulgation of national LCH policies and plans in conjunction with responsible national planning and housing sector officials;
- (b) design and implementation of formal and OJT LCH training programs for personnel of housing sector institutions;
- (c) assistance in the planning and development of innovative LCH projects.

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2. The above three inputs will be accomplished as follows:

- (a) 2 resident technical advisors (stationed in San José, Costa Rica and Guatemala City but attached to the ROCAP staff) (4 man-years);
- (b) Short-term (TDY) technical advisors selected by and responsible to ROCAP (2 man-years equivalent);
- (c) Participant training on a short-term basis;
- (d) Travel and per diem costs of the above.

3. Indicators and Means of Verifications Direct and continual contact with project-funded advisors in order to ensure the progress and standard of work being performed. Additionally, ROCAP financial records and contractors' periodic and end-of-tour reports will be available.

4. Assumptions: That recipient institutions are disposed to accept the technical assistance to be provided hereunder and that properly qualified technical advisors and participant training opportunities can be identified and made available.

E. COURSE OF ACTION:

Once PROP approval has been received, ROCAP will undertake to obtain the services of two qualified resident advisors to work in close contact with those housing sector institutions which have already expressed interest in the project. Once on board, these advisors will begin identifying law or regulatory changes required, selecting personnel within the sponsor agencies for participation in training programs, and areas where more specialized short-term advisors will be needed.

F. FUTURE YEAR FUNDING:

Future year funding will naturally depend upon the success of project-funded efforts as demonstrated in the expanded production of LCH units. It is not foreseen at this time that further grant funding for the project will be necessary inasmuch as success in achievement of the project purpose will probably imply (at the goal level) applications for substantial amounts of long-term Housing Investment Guaranty resources. Given the fees said applications would generate, it is likely that any need for future year funding would be given favorable consideration by SER/H from HG fee income sources.

GOAL HIERARCHY	INDICATORS	VERIFICATION	ASSUMPTIONS
<p>To increase employment opportunities in and the supply of skilled and semi-skilled labor to the residential construction industry.</p> <p>To develop greater integration within and among national housing industries by significantly redirecting their efforts to the development of LCH through the use of commercial rate long term mortgage lending therefor.</p> <p>To expand the availability of shelter units designed for and affordable by rural and urban low income families.</p>	<p><u>X#</u> jobs in LCH in 1974 increasing to <u>Y#</u> in 1977.</p> <p>(Breakdown above into traditional skilled and semi-skilled categories)</p> <p><u>X#</u> LCH construction contracts and/or public sector force account projects in LCH increasing to <u>Y#</u> in 1977.</p> <p><u>X#</u> CA pesos disbursed for LCH mortgage lending in public and private sectors and from external sources increasing to <u>Y#</u> in 1977.</p> <p><u>X#</u> of LCH units completed and occupied in 1974 increasing to <u>Y#</u> in 1977.</p>	<p>LCH contractor and public sector force account payroll data.</p> <p>Records of national Construction Chamber and Housing Institutes.</p> <p>Central Bank figures on mortgage lending by commercial banks, housing institutes and HG pgm records.</p> <p>Title registry records of increase in mortgage recordations.</p>	<p>Large numbers of un- and under-employed workers are available for common laborer semi-skilled and skilled (the latter two with OJT) in LCH projects.</p> <p>Construction capacity is available.</p> <p>Sources of long term mortgage financing at market rates exist.</p> <p>There is large and widespread demand for LCH.</p> <p>CACM national governments are interested in addressing the LCH problem.</p>

PROJECT PURPOSE	EOPS	VERIFICATION	ASSUMPTIONS
<p><u>Collateral:</u></p> <p>Adoption by national gov'ts and CA&amp;EI of housing policies (including modifications to development plans) with stated priorities directed at serving families in need of LCH;</p> <p>Redirection and strengthening of efforts of regional &amp; national public sector and non-profit private sector housing institutions to devise and implement LCH programs &amp; projects.</p>	<p>Formal promulgation within two years by national gov'ts of housing policies which encourage the greatly increased (doubling annual unit production within three years of promulgation) production of LCH.</p> <p>Reallocation of significant (25%-50%) physical, budget and human resources within 1 year of inception of project funding to design and implement LCH programs on the part of participating institutions.</p> <p>Reallocated personnel have undergone orientation programs (formal or OJT) or have had extended contact with project-funded advisors.</p>	<p>Formal government announcements, official journal accounts, legislative acts, bills or resolutions.</p> <p>Restructured budgets, staffing patterns and reallocated space, materials and equipment in participating institutions.</p> <p>Project-funded technical advisors' regular periodic reports to project manager, RHUDD/ROCAP.</p>	<p>Such pronouncements are politically feasible and desirable.</p> <p>Potential participating institutions exist, are staffed and willing to improve their LCH efforts.</p>

OUTPUTS	INDICATORS	VERIFICATION	ASSUMPTIONS
<p>Reoriented housing sector decision makers (including planning council officials responsible for housing) who actively support higher level national government policies encouraging LCH;</p> <p>Trained housing sector institution staffs capable of designing and implementing LCH programs and projects.</p>	<p>Housing officials formally forward to higher level national gov't authorities draft LCH policies with strong recommendations for approval (and lobby for same in legislatures)</p> <p>Actual undertaking of LCH projects begins at rate of production approximately double previous year within one year of inception of project funding.</p>	<p>Housing sector agency approvals of draft policy statements developed in conjunction with project-funded advisors officially communicated to RHUDD/ROCAP in writing; advisors' periodic reports reflect same.</p> <p>Housing sector agencies make public announcements, enroll prospective LCH purchasers, accept their downpayments, begin credit reviews.</p>	<p>A recognized, critical void exists with respect to LCH policies and planning.</p> <p>Worsening LCH conditions tend to make housing sector officials more susceptible to necessary attitudinal change.</p> <p>Existing housing institution staffs have necessary background to profit from re-orientation.</p> <p>RHUDD/ROCAP Monitoring and surveillance of project funded advisors compliance with and success in carrying out assigned tasks is available.</p>

INPUTS	IMPLEMENTATION TARGET			VERIFICATION	ASSUMPTIONS
<p>ROCAP will fund and its housing division monitor the performance of:</p> <p>4 man-yrs. resident technical advisors posted to San José and Guatemala City;</p> <p>2 man-yrs. (equivalent) short-term TDY technical assistance and/or housing sector official travel abroad for training;</p> <p>Travel and per-diem costs for above;</p> <p>Directed at: the provision of advice and recommendation with respect to the drafting of adequate LCH policies and plans;</p> <p>Design and implementation of formal and OJT orientation programs for housing sector institution officials;</p> <p>Provision of guidance in the development and implementation of actual LCH projects.</p>	<p>ROCAP</p> <p>Resident advisors</p> <p>TDY Advisors</p> <p>Travel &amp; per diem</p> <p>Total: 300</p>	<p><u>FY 75</u></p> <p>90</p> <p>35</p> <p><u>25</u></p> <p>150</p>	<p><u>FY 76</u></p> <p>90</p> <p>35</p> <p><u>25</u></p> <p>150</p>	<p>ROCAP financial records plus direct and continuing contact between Project Manager and Technical Advisers.</p>	<p>Institutions are disposed to accept advice.</p> <p>Qualified advisers are available.</p> <p>Project is in accordance with AID Shelter Sector Strategy of 8/1/73 and ROCAP DAP.</p>