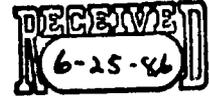




PD-ABB-778  
6-25-86  
U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT  
USAID THAILAND  
BANGKOK, THAILAND



CABLE : USAID THAILAND

TELEPHONE: 252-8191-9

May 2, 1986

H.E. Dr. Chaovana na Sylvanta  
Chairman  
Institute for Management Education for  
Thailand Foundation  
Thai Farmers Bank Bldg., 5th Floor  
142 Silom Road  
Bangkok

Your Excellency:

Subject: A.I.D. Grant No. 940-0002.07-G-00-6032-00  
Institute for Management Education for Thailand

Pursuant to the Authority contained in the Foreign Assistance Act of 1961, as amended, the Agency for International Development (hereinafter referred to as "A.I.D." or "Grantor") hereby grants to the Institute for Management Education for Thailand Foundation (hereinafter referred to as "IMET" or "Grantee") the sum of not to exceed Four Hundred Thousand United States Dollars (U.S. \$400,000.00) for the purpose of general support to the continuing scheduled programs of IMET as described in the schedule of this Grant and in Attachment 2, entitled "Project Description".

This Grant is effective and obligation is made as of the date of this letter and shall apply to commitments made by the Grantee in furtherance of its stated programs during the period beginning with the date of acceptance by Grantee of this Grant and ending on December 31, 1987.

This Grant is made to the Grantee with the understanding that the funds will be administered in accordance with the terms and conditions set forth in Attachment 3, entitled "Standard Provisions", which have been agreed to by you.

Please sign the original and four (4) copies of this letter to acknowledge your receipt and acceptance of the Grant, and return the original and three (3) copies to me.

Sincerely yours,

*John R. Eriksson*  
John R. Eriksson  
Director

Enclosures:

1. Schedule
2. Project Description
3. Standard Provisions

Acknowledged and Accepted: *Chaovana Na Sylvanta*

ATTACHMENT 1

SCHEDULE

A. Purpose of the Grant

The purpose of this Grant is to provide general support to the continuing scheduled programs of IMET as described in IMET's "Strategic Plan 1986-1990".

B. Period of the Grant

1. The effective date of this Grant is the date of this letter. The expiration date of this Grant is December 31, 1987.

2. Funds hereunder obligated for Fiscal Year 1986 are available for project expenditures for the estimated period of April 1, 1986, to December 31, 1987, as shown on the financial plan below.

3. Disbursement of Grant funds to Grantee is conditioned upon written acknowledgement and acceptance of all terms and conditions of this Grant by the Grantee.

C. Amount of the Grant and Payment

1. The total estimated amount of this Grant for the period shown in B.1 above is U.S. \$ 400,000.00.

2. A.I.D. hereby obligates the amount of up to U.S. \$ 400,000.00 for project expenditures during the estimated period set forth in B.2 above and as shown in the financial plan below.

3. Payment shall be made to the Grantee in accordance with procedures set forth in Attachment 3, "Standard Provisions".

D. Financial Plan

The following is the Financial Plan for this Grant, including local cost financing items. Any revision to this plan shall be made in accordance with Standard Provisions of this Grant, entitled "Revision of Financial Plans". Notwithstanding the foregoing, the Grantee may reallocate resources between line items without prior A.I.D. approval.

Budget Estimate

Institute for Management Education for Thailand Foundation  
Scheduled Program Implementation Budget

<u>Cost Element</u>	<u>Cost</u>
1. Seminars for Leading Businessmen	US\$ 52,900.00
2. Management Training for Medium Scale Business	75,600.00

## ATTACHMENT 2

### PROJECT DESCRIPTION

The Grant will provide financial assistance to the Institute for Management Education for Thailand Foundation (IMET) for general support to the continuing scheduled programs of IMET as described in IMET's "Strategic Plan 1986-1990".

IMET was established in 1982 as a result of an A.I.D. Bureau for Private Enterprise Grant for \$ 1,000,000.00. The purpose of IMET was to conduct intensive private sector middle management training programs and faculty development symposia in Thailand. These grant funds helped defray the initial costs associated with establishing IMET, the initial six months of administrative costs and supported the conduct of predominately rural management training programs for over two years. The activities funded by that grant were evaluated by A.I.D. during 1985, and it was recommended that continuing support should be provided to IMET by A.I.D. It was also recommended that IMET should prepare a five year strategic plan that would further define its goals and elucidate its strategy for achieving self-sustainability within that plan's timeframe.

IMET completed its "Strategic Plan 1986-1990" in January 1986, and the Assistant Administrator of the Bureau for Private Enterprise authorized an additional U.S.\$400,000 grant on January 31, 1986, "...providing interim financing to IMET, allowing them to continue their scheduled program...". For the period of this new grant, i.e., January 31, 1986, through December 31, 1987, IMET has scheduled the conduct, or initiation, of fourteen programs enumerated in their "Strategic Plan", attached hereto, and has identified related operating costs necessary for the furtherance and implementation of these programs. These programs and related operating costs are estimated to total U.S.\$1,058,000 for this period. This U.S.\$400,000 grant is made available to IMET in support of all such costs.

3. Small Business Management Training Program	22,700.00
4. Business Techniques Training	7,600.00
5. Business Diagnosis	15,100.00
6. Thai Business Consulting Service	30,200.00
7. Business Information	3,000.00
8. Leadership and Organization Training	60,500.00
9. Organization Management Training	30,200.00
10. Provincial Chamber of Commerce Consultation	15,000.00
11. Workshop for Business Trainers	6,000.00
12. Case Study Development	4,500.00
13. Training - Teaching Business Administration	22,700.00
14. Subject-Matter Training	15,000.00
15. Operating Expenses	39,000.00
Professional Staff	(US\$20,000.00)
Administrative Staff	( 10,000.00)
Utilities and sundries	( 8,000.00)
Miscellaneous	( 1,000.00)
<b>GRAND TOTAL</b>	<b><u>US\$400,000.00</u></b>

**E. Reporting and Evaluation**

The Grantee will submit brief quarterly reports describing the progress Grantee has made in implementing the project and comprehensive annual reports consolidating the quarterly reports and providing audited financial statements to USAID/Thailand/ORPE (Office of Regional Private Enterprise). These reports are in addition to financial reporting required for payments as described in the Standard Provisions. All the foregoing reports will be prepared in English.

A.I.D. reserves the right to conduct an evaluation of the project, and the Grantee will comply with all reasonable requests to make available all necessary materials to, and cooperate with, any evaluators A.I.D. may assign to the task.

**F. Title of Property**

Title of any property acquired pursuant to implementation of this project will be vested in the Grantee.

G. Authorized Geographic Code

Goods and services, except for ocean shipping, financed by A.I.D. under the Grant, shall have their source and origin in the United States or Thailand. Ocean shipping financed by A.I.D. under the Grant shall be financed only on flag vessels of the United States, except as A.I.D. may otherwise agree in writing.

H. Contracting

A.I.D. reserves the right to review and approve in advance personnel selected to be contracted to provide services, salary levels for such personnel and their scope of work.

I. Standard Provisions

The Mandatory and Optional Standard Provisions contained in Attachment 3 are applicable to the Grant except to the following extent: Delete optional standard provisions 2, 12, 13, 15, 16, 18 and 19.

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