

PD ABC-890

UNCLASSIFIED

**Annual Budget
Submission**

FY-1993

**INTERNATIONAL
BUSINESS STAFF**

JULY 1991



**Agency for International Development
Washington, D.C. 20523**

UNCLASSIFIED

INTERNATIONAL BUSINESS STAFF

FY 1993 ABS

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PROGRAM OVERVIEW NARRATIVE

The mission of the International Business Staff (IBS) is to serve as a catalyst to:

- o expand the use of private sector solutions and approaches within A.I.D. development assistance programming;
- o increase participation of U.S. businesses in developmentally sound, commercial opportunities in selected countries;
- o serve as a catalyst to leverage and rationalize U.S. Government resources targeted on trade and investment promotion in developing countries;
- o respond to demands for commercial and economic information and referrals from the U.S. private sector, its counterparts in developing countries, and USAIDs; and
- o advise the PRE/Assistant Administrator on ways to mobilize U.S. private sector interests for development assistance activities.

IBS project activities are coordinated through regional bureaus and implemented in cooperation with individual missions. Specifically, IBS relationships to the regional bureaus have been in the areas of providing technical assistance in PID, PP and evaluation designs of regional projects having a trade and investment component and by directly supporting mission efforts through mission buy-ins to IBS projects described below. IBS staff also participate actively in several regional committees (i.e., ENE/Agribusiness Strategy Committee, AFR/Agribusiness and Research Planning Committee, ENE/Environment and NRM/Technology Committee, and Asia/Agribusiness Committee) to represent the business-development and outreach focus.

The principal thrust of IBS activity is carried out through two mutually-supportive projects: the Trade and Investment Services (TIS) Project and the Market and Technology Access Project (MTAP).

1. The Trade and Investment Services (TIS) Project demonstrates A.I.D.'s ability to match businesses in developing countries with U.S. firms to improve the competitiveness of both. Using a vast network of more than 11,000 volunteer industry experts, U.S. field representatives and foundations, and professional staff, the TIS program operates targeted trade and investment programs in A.I.D.-assisted countries. The TIS project aims to generate U.S. investment, increase employment, and enhance exports to augment foreign exchange earnings. IBS limited "front-end" contributions to the TIS project have been leveraged 100% by USAID buy-ins to sustain activities beyond the project period.

2. The Market and Technology Access Project II (MTAP II) continues to provide USAIDs, and A.I.D./W offices with a proven package of products and services to support their trade and technology transfer efforts. Buy-ins to the MTAP II continue to be high (3 buy-in:1 core project dollar in 1990 and 4:1 in 1991) demonstrating a large demand from all the regional bureaus and S&T for the work offered. MTAP II offers the following services: market access information, technology sourcing, and U.S./Developing Country business linkages aimed primarily at small- and medium-size enterprises seeking to operate successful export businesses and gain access to international markets. In addition, the MTAP II project has done pioneer work in engaging other Federal and State Agencies as well as private sector organizations to cost-share trade and investment projects thereby leveraging A.I.D. resources for a larger developmental impact. For example, a recent Iowa state agency/A.I.D. directed trade and investment mission yielded \$3.0 million in immediate trade transactions, one licensing agreement between a U.S. and Thai firm and several joint/coventure opportunities currently under negotiation totalling in excess of \$50 million.

A description of IBS' new FY 1993 project, MTAP III is also attached. MTAP III will build upon the successful activities of MTAP II as well as other recent assessments of A.I.D.'s private sector programs, to provide a central source of R&D, training, and technical assistance to help A.I.D. missions and private sector organizations design and implement more effective project initiatives in the areas of trade and technology development.

In addition to the MTAP II and TIS projects, IBS is playing a major role in the Agency's Partnership for Business and Development Initiative, particularly the component calling for the creation of a business and development network which includes the Center for Trade and Investment Services (CTIS). This Center is currently under development and is scheduled to begin operations this Fall.

APRE INT'L TRADE & INVESTMENT PROGRAM (129971) FY 1993 ANNUAL BUDGET SUBMISSION

TABLE I - LONG RANGE PLAN BY APPROPRIATION ACCOUNT (\$000)

ACCOUNT	FY 1990	FY 1991	FY 1992	FY 1992	FY 1993	PLANNING PERIOD			
	ACTUAL	ESTIMATE	CP	PLANNED	PROPOSED	1994	1995	1996	1997
TOTAL ECON. SUPPORT FUND									
Grants									
Loans									
SPECIAL ASST. INIT.									
CAPITAL PROJECTS									
Grants									
Loans									
TOTAL DA, ESF AND SAI	1,325	1,190	2,554	2,554	2,900	3,300	3,600	3,900	4,200
Grants	1,325	1,190	2,554	2,554	2,900	3,300	3,600	3,900	4,200
Loans									

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TABLE IV - PROJECT BUDGET DATA

FUNDING SOURCE		OBLIG DATE		--TOTAL COST--		OBLIG THRU		ESTIMATED U.S. DOLLAR COST (\$000)		FY 1992		FY 1993
INIT	FINAL	AUTH	PLAN	FY 1990	FY 1991	OBLIG	EXPEND	OBLIG	EXPEND	YR END	MORTGAGE	PROPOSED
						ATTIONS	ITURES	ATTIONS	ITURES			
PROJECT NUMBER: 9364053		TITLE: MARKET AND TECHNOLOGY ACCESS						PROJ/NON PROJ IND.: PA				
FN G	83 94	4,760	6,118	3,474	490	605	1,154	1,000	1,000			1,000
PROJECT NUMBER: 9400013		TITLE: TRADE AND INVESTMENT SERVICES/IESC						PROJ/NON PROJ IND.: PA				
FN G	88 93	260	260	260								
SD G	88 93	3,324	4,924	1,224	700	1,000	1,400	1,000	1,600			1,600
PROJECT TOTAL:		3,584	5,184	1,484	700	1,000	1,400	1,000	1,600			1,600
PROJECT NUMBER: 940yyy1		TITLE: MARKET AND TECHNOLOGY ACCESS III						PROJ/NON PROJ IND.: PA				
FN G	93 98		4,000									150
SD G	93 98		4,000									150
PROJECT TOTAL:		0	8,000	0	0	0	0	0	0	0	0	300
REPORT TOTAL:		8,344	19,302	4,958	1,190	1,605	2,554	2,000	2,600			2,900
APPROPRIATION SUMMARY												
FN					490	605	1,154	1,000	1,000			1,150
SD					700	1,000	1,400	1,000	1,600			1,750
REPORT TOTAL:					1,190	1,605	2,554	2,000	2,600			2,900

APRE INT'L TRADE & INVESTMENT PROGRAM (129971) FY 1993 ANNUAL BUDGET SUBMISSION

AC/SI AGGREGATE ANALYSIS
 ACTIVITY CODES
 (U.S. Dollars Thousands)

ACTIVITY	FY 1991 ESTIMATE		FY 1992 PLANNED		FY 1993 PROPOSED	
	AMOUNT	PCT OF TOTAL PROGRAM	AMOUNT	PCT OF TOTAL PROGRAM	AMOUNT	PCT OF TOTAL PROGRAM
AGAB AGRIBUSINESS	147	12.4 %	346	13.6 %	390	13.4 %
EVFR FORESTRY	98	8.2 %	231	9.0 %	260	9.0 %
PEBD BUSINESS DEVELOPMENT PROMOTION	123	10.3 %	289	11.3 %	325	11.2 %
PETI TRADE AND INVESTMENT PROMOTION	823	69.1 %	1,689	66.1 %	1,925	66.4 %
PROGRAM TOTAL	1,190	100.0 %	2,554	100.0 %	2,900	100.0 %

APRE INT'L TRADE & INVESTMENT PROGRAM (129971) FY 1993 ANNUAL BUDGET SUBMISSION

AC/SI AGGREGATE ANALYSIS
SPECIAL INTEREST CODES
(U.S. Dollars Thousands)

SPECIAL INTEREST	FY 1991 ESTIMATE		FY 1992 PLANNED		FY 1993 PROPOSED		
	AMOUNT	PCT OF TOTAL PROGRAM	AMOUNT	PCT OF TOTAL PROGRAM	AMOUNT	PCT OF TOTAL PROGRAM	
I. Substantive							
A. Spatial/Geographic							
B. Special Targets							
WDI	WOMEN IN DEVELOPMENT: INTEGRATED	6	0.5 %	14	0.6 %	16	0.6 %
PSD	PRIVATE SECTOR DEVELOPMENT	1,190	100.0 %	2,554	100.0 %	2,900	100.0 %
INS	INSTITUTION BUILDING	123	10.3 %	289	11.3 %	325	11.2 %
C. Food, Agriculture & Rural Development							
D. Energy/Environment							
NRM	NATURAL RESOURCES MANAGEMENT	25	2.1 %	58	2.3 %	65	2.2 %
II. Institutional Mechanisms							
A. Public/Private							
B. PVO/NGOs							
PVU	PVO/NGOs, U.S.	700	58.8 %	1,400	54.8 %	1,600	55.2 %
C. International Agricultural Research Centers							
D. Universities							
E. Non-Profit Organizations							
III. Research Efforts							
A. Applied Research							
B. Basic Research							
C. Development Research							
IV. Training							
TTE	TRAINING, TECHNICAL	92	7.7 %	216	8.5 %	244	8.4 %

AC/SI SUMMARY REPORT
 (U.S. Dollars Thousands)

		FY 1991 ESTIMATE	FY 1992 PLANNED	FY 1993 REQUEST
PROJECT NUMBER: 936-4053	TITLE: MARKET AND TECHNOLOGY ACCESS			
AGAB AGRIBUSINESS				
SI CODE: INS	25 %	36	86	75
SI CODE: PSD	100 %	147	346	300
SI CODE: TTE	25 %	36	86	75
TOTAL AC CODE:	30 %	147	346	300
EVFR FORESTRY				
SI CODE: INS	25 %	24	57	50
SI CODE: NRM	25 %	24	57	50
SI CODE: PSD	100 %	98	230	200
SI CODE: TTE	25 %	24	57	50
TOTAL AC CODE:	20 %	98	230	200
PEBD BUSINESS DEVELOPMENT PROMOTION				
SI CODE: INS	25 %	30	72	62
SI CODE: PSD	100 %	122	288	250
SI CODE: TTE	25 %	30	72	62
SI CODE: WDI	5 %	6	14	12
TOTAL AC CODE:	25 %	122	288	250
PETI TRADE AND INVESTMENT PROMOTION				
SI CODE: INS	25 %	30	72	62
SI CODE: PSD	100 %	122	288	250
TOTAL AC CODE:	25 %	122	288	250
PROJECT TOTAL	100 %	490	1,154	1,000

PROJECT NUMBER: 940-yyyl TITLE: MARKET AND TECHNOLOGY ACCESS III

AGAB AGRIBUSINESS				
SI CODE: INS	25 %			11
SI CODE: PSD	100 %			45
SI CODE: TTE	25 %			11
TOTAL AC CODE:	30 %			45
EVFR FORESTRY				

AC/SI-SUMMARY REPORT
 (U.S. Dollars Thousands)

		FY 1991 ESTIMATE	FY 1992 PLANNED	FY 1993 REQUEST
SI CODE: INS	25 %			7
SI CODE: NRM	25 %			7
SI CODE: PSD	100 %			30
SI CODE: TTE	25 %			7
TOTAL AC CODE:	20 %			30
PEBD BUSINESS DEVELOPMENT PROMOTION				
SI CODE: INS	25 %			9
SI CODE: PSD	100 %			37
SI CODE: TTE	25 %			9
SI CODE: WDI	5 %			1
TOTAL AC CODE:	25 %			37
PETI TRADE AND INVESTMENT PROMOTION				
SI CODE: INS	25 %			9
SI CODE: PSD	100 %			37
TOTAL AC CODE:	25 %			37
PROJECT TOTAL	100 %	0	0	150
PROJECT NUMBER: 940-0013 TITLE: TRADE AND INVESTMENT SERVICES/IESC				
PETI TRADE AND INVESTMENT PROMOTION				
SI CODE: PSD	100 %	700	1,400	1,600
SI CODE: PVU	100 %	700	1,400	1,600
TOTAL AC CODE:	100 %	700	1,400	1,600
PROJECT TOTAL	100 %	700	1,400	1,600
PROJECT NUMBER: 940-yyy1 TITLE: MARKET AND TECHNOLOGY ACCESS III				
AGAB AGRIBUSINESS				
SI CODE: INS	25 %			11
SI CODE: PSD	100 %			45
SI CODE: TTE	25 %			11
TOTAL AC CODE:	30 %			45
EVFR FORESTRY				
SI CODE: INS	25 %			7

AC/SI SUMMARY REPORT
 (U.S. Dollars Thousands)

		FY 1991 ESTIMATE	FY 1992 PLANNED	FY 1993 REQUEST
SI CODE: NRM	25 %			7
SI CODE: PSD	100 %			30
SI CODE: TTE	25 %			7
TOTAL AC CODE:	20 %			30
PEBD BUSINESS DEVELOPMENT PROMOTION				
SI CODE: INS	25 %			9
SI CODE: PSD	100 %			37
SI CODE: TTE	25 %			9
SI CODE: WDI	5 %			1
TOTAL AC CODE:	25 %			37
PETI TRADE AND INVESTMENT PROMOTION				
SI CODE: INS	25 %			9
SI CODE: PSD	100 %			37
TOTAL AC CODE:	25 %			37
PROJECT TOTAL	100 %	0	0	150
REPORT TOTAL		1,190	2,554	2,900

APRE INT'L TRADE & INVESTMENT PROGRAM (129971)
FY 1993 ANNUAL BUDGET SUBMISSION

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AGGREGATION OF AC/SI CODES FOR SPECIAL ISSUES
(U.S. Dollars Thousands)

	FY 1991 ESTIMATE	FY 1992 PLANNED	FY 1993 REQUEST
(1) Child Survival Funding			
(2) Other Health			
(3) Environment	98	230	260
(4) Energy			
(5) Forestry	98	230	260

Refer to ABS Guidance Attachment B for aggregation basis

The above summaries are aggregations of ACs and SIs. Other aggregations consist of ACs only and can be derived from AC section of the Aggregate Analysis Report

APRE INT'L TRADE & INVESTMENT PROGRAM (129971)
 FY 1993 ANNUAL BUDGET SUBMISSION

TABLE V - PROPOSED PROGRAM RANKING

RANK	PROJECT	TITLE	PROGRAM FUNDING (\$000)	
			APPROP	INCR
MCC LEVEL				
	936-4053	MARKET AND TECHNOLOGY ACCESS	FH	1,000
	940-0013	TRADE AND INVESTMENT SERVICES/IESC	SD	1,400
		TOTAL MCC PROPOSED		2,400
INCREMENT LEVEL				
1	940-0013	TRADE AND INVESTMENT SERVICES/IESC	SD	200
2	940-yyy1	MARKET AND TECHNOLOGY ACCESS III	FN	150
2	940-yyy1	MARKET AND TECHNOLOGY ACCESS III	SD	150
		TOTAL INCREMENT PROPOSED		500
		TOTAL PROPOSED		2,900



TABLE VII - LIST OF PLANNED EVALUATIONS FY 1993 ABS

<u>PROJECT LIST</u> (Project # and Title)	<u>Last Eval</u> <u>Completed</u> (Mo./Yr.)	<u>FY 1992</u> <u>Start To</u> (Qtrs.)	<u>FY 1993</u> <u>Start To</u> (Qtrs.)	<u>REASONS/ISSUES</u>	<u>FUNDING</u> <u>SOURCE</u> (\$000)	<u>USAID</u> <u>(PERSON</u> <u>DAYS)</u>	<u>COLLATERAL</u> <u>ASSISTANCE</u>
Market & Techn. Access Project (MTAP) (936-4053)	--	3 4	- -	Final Evaluation of Progress toward Project Objectives	PD&S	50	20
Trade & Invest- ment Services (TIS) (940-0013)	--	- -	3 4	Final Evaluation of Progress toward Project Objectives	PD&S	50	20

BUDGET PLAN CODE _____

FILE NAME: 91_92WASH
RANGE NAME: 91_92

TABLE VIII(c)
FY 1992 ANNUAL BUDGET SUBMISSION
(Dollars in Thousands)

EXPENSE CATEGORY	FUNC	FY 1991 EST		FY 1992 ESTIMATE		LOW \$ LIMIT		HIGH \$ LIMIT	
		CODE	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS	UNITS	
IPAs/Details-in	N200								
AID/W Travel	T500								
Site Visits - Proj/Prog	T510			15,500	5				
Site Visits - Admin. Support	T520								
Meetings/Conferences	T530								
Retreats	T540								
Exprts/Consultant Travel	T550								
Invitational Travel	T560								
Orientation Travel	T570								
Disaster Related Travel	T581								
Evaluation Travel	T582								
All Other Travel	T590								
TOTAL TRAVEL	T500		13,275			15,500			
Miscellaneous Services	V900								
Data Entry/Retrieval Svcs	V911								
Clerical Services	V912								
Consultant Services	V913								
All Other Manpower Svcs	V919								
DCAA Audits	V921								
MHS Audits	V922								
All Federal Audits	V923								
Non Federal Audits	V924								
OPM Background Invest.	V925								
Cont Background Invest.	V926								
Other Investigations	V927								
Other Audits	V929								
A.I.D. Hosted Conf/Seminars	V931								
Meetings/Workshops	V932								
Other Seminars	V933								
Other Conferences	V939								
Internal Studies & Analysis	V951								
Congressional Studies	V952								
OMB Studies	V953								
All Other Studies/Analysis	V959								
Boards - Review	V961								
Recruiting/Advertising	V962								
Recruiting - All other	V963								
Grievances	V964								
Outplacement	V965								
FSN Activities	V966								
All Other Pers. Spt Act.	V969								
All Other Misc services	V990								
SUBTOTAL MISC. SVCS.	V900								
TOTAL BUDGET			13,275			15,500			

BUDGET PLAN CODE _____

FILE NAME: 93 94WASH
RANGE NAME: 93REQUEST

TABLE VIII(c)
FY 1993 ANNUAL BUDGET SUBMISSION
(Dollars in Thousands)

EXPENSE CATEGORY	FUNC CODE	FY 1993 REQUEST				TOTAL FY 93 REQUEST	UNITS
		EST. FY 92 EST	DECREASE & NON- RECUR.	WAGE & PRICE INC.	OTHER INC.		
IPAs/Details-in	N200						
AID/W Travel							
Site Visits - Proj/Prog	T510				16,000	5	
Site Visits - Admin. Support	T520						
Meetings/Conferences	T530						
Retreats	T540						
Exptrs/Consultant Travel	T550						
Invitational Travel	T560						
Orientation Travel	T570						
Disaster Related Travel	T581						
Evaluation Travel	T582						
All Other Travel	T590						
TOTAL TRAVEL	T500				16,000		
Miscellaneous Services	V900						
Data Entry/Retrieval Svcs	V911						
Clerical Services	V912						
Consultant Services	V913						
All Other Manpower Svcs	V919						
DCAA Audits	V921						
HHS Audits	V922						
All Federal Audits	V923						
Non Federal Audits	V924						
OPM Background Invest.	V925						
Cont Background Invest.	V926						
Other Investigations	V927						
Other Audits	V929						
A.I.D. Hosted Conf/Seminars	V931						
Meetings/Workshops	V932						
Other Seminars	V933						
Other Conferences	V939						
Internal Studies & Analysis	V951						
Congressional Studies	V952						
OMB Studies	V953						
All Other Studies/Analysis	V959						
Boards - Review	V961						
Recruiting/Advertising	V962						
Recruiting - All Other	V963						
Grievances	V964						
Outplacement	V965						
FSN Activities	V966						
Other Pers. Spt. Activities	V969						
All Other Misc Services	V990						
TOTAL MISC. SERVICES	V900						
TOTAL REQUEST					16,000		

**Enter all non-recurring/decreasing items as negative amounts.

BUDGET PLAN CODE _____

FILE NAME: 03_BUMASH
RANGE NAME: 04REQUEST

TABLE VIII(c)
FY 1993 ANNUAL BUDGET SUBMISSION
(Dollars in Thousands)

EXPENSE CATEGORY	FUNC CODE	FY 1994 REQUEST				TOTAL FY 94 REQUEST	UNITS
		ESV. FY 93 EST	DECREASE & NON-RECUR.	WAGE & PRICE INC.	OTHER INC.		
IPAs/Details-in	N200						
AID/W Travel							
Site Visits - Proj/Prog	T510				16,500	5	
Site Visits - Admin. Support	T520						
Meetings/Conferences	T530						
Retreats	T540						
Exprts/Consultant Travel	T550						
Invitational Travel	T560						
Orientation Travel	T570						
Disaster Related Travel	T581						
Evaluation Travel	T582						
All Other Travel	T590						
TOTAL TRAVEL	T500				16,500		
Miscellaneous Services	V900						
Data Entry/Retrieval Svcs	V911						
Clerical Services	V912						
Consultant Services	V913						
All Other Manpower Svcs	V919						
DCAA Audits	V921						
HHS Audits	V922						
All Federal Audits	V923						
Non Federal Audits	V924						
OPM Background Invest.	V925						
Cont Background Invest.	V926						
Other Investigations	V927						
Other Audits	V929						
A.I.D. Hosted Conf/Seminars	V931						
Meetings/Workshops	V932						
Other Seminars	V933						
Other Conferences	V939						
Internal Studies & Analysis	V951						
Congressional Studies	V952						
OMB Studies	V953						
All Other Studies/Analysis	V959						
Boards - Review	V961						
Recruiting/Advertising	V962						
Recruiting - All Other	V963						
Grievances	V964						
Outplacement	V965						
FSN Activities	V966						
Other Pers. Spt. Activities	V969						
All Other Misc Services	V990						
TOTAL MISC. SERVICES	V900						
TOTAL REQUEST					16,500		

**Enter all non-recurring/decreasing items as negative amounts.

A.I.D./WASHINGTON STAFFING IN WORKYEARS

Worksheet # 1

GENERAL MANAGEMENT

Bureau/Office Name: APRE/IBS

Fiscal Year: 91 (6)

FUNCTIONAL CATEGORY	USDH	Other U.S.G.		Other Inst.		CONTRACTS	
	OE	OR	FR	OE	FR	OE	FR
Executive Direction							
Policy Development	.2						
Planning & Budgeting							
Program Assessment & Evaluation	.7						
Project Design & Development	.7						
Project Review							
Field Liaison							
Financial Management							
Admin. Mgmt.: Personnel Mgmt.							
Admin. Mgmt.: All Other	.2						
Program Support							
Info. Systems Mgmt.: Development							
Info. Systems Mgmt.: Maintenance							
Info. Systems Mgmt.: Data Entry							
Leg. Liaison, Support, & Analysis							
General Legal Functions							
Liaison: Other U.S. Gov. Agencies							
Liaison: Donors & Institutions							
Liaison: General Public & Media							
Clerical/Secretarial Support	1.0						
Other (identify):							
Sub - TOTALS	2.8						

*Projected actual usage

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A.I.D./WASHINGTON STAFFING IN WORKYEARS

Worksheet # 2

PROGRAM/PROJECT MANAGEMENT (BY SECTOR)

Bureau/Office Name: APRE/IBS	Fiscal Year: 91 (6)
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FUNCTIONAL CATEGORY	USDH	Other U.S.G.		Other Int.		CONTRACTS	
	OE	OE	PR	OE	PR	OE	PR
Agriculture/Rural Development							
Natural Resources Mgmt./ Environment/Energy							
Health/Child Survival/ Nutrition/AIDS							
Population/Family Planning							
Education/Human Resource Development							
Private Sector Activities (not included above)	2.7						
Sub. - TOTALS	2.7						

A.I.D./WASHINGTON STAFFING IN WORKYEARS

Worksheet # 3

MISCELLANEOUS PROGRAM/PROJECT MANAGEMENT

Bureau/Office Name: APRE/IBS	Fiscal Year: 91 (6)
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FUNCTIONAL CATEGORY	USDH	Other U.S.G.		Other Int.		CONTRACTS	
	OE	OE	PR	OE	PR	OE	PR
Housing Guarantees							
Urban Development							
Disaster Activities							
Democracy Intvs./Admin. of Justice							
Infrastructure/Capital Projects							
American Schools & Hospitals Abrd.							
Other (identify):							
Worksheet 1, 2 & 3 TOTALS	5.5						

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A.I.D./WASHINGTON STAFFING IN WORKYEARS

Worksheet # 1

GENERAL MANAGEMENT

Bureau/Office Name: APRE/IBS

Fiscal Year: 92 (6)

FUNCTIONAL CATEGORY	USDH	Other U.S.G.		Other Int.		CONTRACTS	
	OE	OE	PR	OE	PR	OE	PR
Executive Direction	--						
Policy Development	--						
Planning & Budgeting	--						
Program Assessment & Evaluation	.8						
Project Design & Development	1.0						
Project Review	--						
Field Liaison	--						
Financial Management	--						
Admin. Mgmt.: Personnel Mgmt.	--						
Admin. Mgmt.: All Other	.2						
Program Support	--						
Info. Systems Mgmt.: Development	--						
Info. Systems Mgmt.: Maintenance	--						
Info. Systems Mgmt.: Data Entry	--						
Leg. Liaison, Support, & Analysis	--						
General Legal Functions	--						
Liaison: Other U.S. Gov. Agencies	--						
Liaison: Donors & Institutions	--						
Liaison: General Public & Media	--						
Clerical/Secretarial Support	1.0						
Other (identify):	--						
Sub- TOTALS	3.0						

A.I.D./WASHINGTON STAFFING IN WORKYEARS

Worksheet # 2

PROGRAM/PROJECT MANAGEMENT (BY SECTOR)

Bureau/Office Name: APRE/IBS

Fiscal Year: 92 (6)

FUNCTIONAL CATEGORY	USDH	Other U.S.G.		Other Inst.		CONTRACTS	
	OE	OE	FR	OE	FR	OE	FR
Agriculture/Rural Development							
Natural Resources Mgmt./ Environment/Energy							
Health/Child Survival/ Nutrition/AIDS							
Population/Family Planning							
Education/Human Resource Development							
Private Sector Activities (not included above)	3.0						
Sub- TOTALS	3.0						

A.I.D./WASHINGTON STAFFING IN WORKYEARS

Worksheet # 3

MISCELLANEOUS PROGRAM/PROJECT MANAGEMENT

Bureau/Office Name: APRE/IRS	Fiscal Year: 92 (6)
------------------------------	---------------------

FUNCTIONAL CATEGORY	USDH	Other U.S.G.		Other Inst.		CONTRACTS	
	OE	OE	PR	OE	PR	OE	PR
Housing Guarantees							
Urban Development							
Disaster Activities							
Democracy Intvs./Admin. of Justice							
Infrastructure/Capital Projects							
American Schools & Hospitals Abrd.							
Other (identify):							
Worksheet 1, 2 & 3 TOTALS	6.0						

APRE INT'L TRADE & INVESTMENT PROGRAM (129971)
 FY 1993 ANNUAL BUDGET SUBMISSION

TABLE X: MICROENTERPRISE PROGRAMS
 (U.S Dollars Thousands)

FUNCTION FUND & FUNCTION		FY1990 ACTUAL	FY1991 ESTIMATE	FY1992 PLANNED	FY1993 PROPOSED
9364053	MARKET AND TECHNOLOGY ACCESS				
DA	Training and Technical Assistance	40	25	58	50
	PROJECT TOTAL:	40	25	58	50
940yyy1	MARKET AND TECHNOLOGY ACCESS III				
DA	Training and Technical Assistance				15
	PROJECT TOTAL:				15
	REPORT TOTAL:	40	25	58	65

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APRE INT'L TRADE & INVESTMENT PROGRAM (129971)
 FY 1993 ANNUAL BUDGET SUBMISSION

TABLE X: MICROENTERPRISE PROGRAMS
 COUNTRY RECAP
 (U.S Dollars Thousands)

FUND SOURCE FUNCTION	FY1990 ACTUAL	FY1991 ESTIMATE	FY1992 PLANNED	FY1993 PROPOSED
ESF/SAI DOLLAR OBLIGATIONS				
Loans to Microenterprises				
Training and Technical Assistance				
Institutional Development & Support				
Policy/Regulatory Reform				
Other				
ESF/SAI DOLLAR OBLIGATIONS	TOTAL:			
FDAP DOLLAR OBLIGATIONS				
Loans to Microenterprises				
Training and Technical Assistance	40	25	58	65
Institutional Development & Support				
Policy/Regulatory Reform				
Other				
FDAP DOLLAR OBLIGATIONS	TOTAL: 40 25 58 65			
LOCAL CURRENCY EXPENDITURES				
Loans to Microenterprises				
Training and Technical Assistance				
Institutional Development & Support				
Policy/Regulatory Reform				
Other				
LOCAL CURRENCY EXPENDITURES	TOTAL:			
GRAND TOTAL	40	25	58	65

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Project Number:

Project Title: Market and Technology
Access Project III (MTAP
III)

Life of Project Funding: \$8 million

Appropriate Account: Agriculture, Rural
Development & Nutrition

Activities: Selected Development

Major Problem to be Addressed:

Over the past decade, A.I.D. has made considerable progress in finding ways to support private sector growth in developing countries. As we move into the 1990's, it is still very clear that access to U.S. markets and technologies continues to be a vital concern to developing country firms and industries and is critical to their continued growth and development. But it is also becoming increasingly clear that development is not a one-way street -- and that U.S. competitiveness and growth also requires an active involvement by U.S. firms in developing country business opportunities.

A.I.D.'s private sector programs need to be more effective in defining areas where U.S. and developing country private sector interests coincide and where increased private sector collaboration can contribute significantly to achieving developmental objectives common to both sides. New approaches are needed for mobilizing U.S. private sector resources so they can contribute effectively to achieving mutually beneficial development objectives. Such approaches should include ways to broaden A.I.D.'s network of contacts with the U.S. private sector to develop project and program models that meet both company/industry interests and A.I.D. development concerns.

Objectives:

MTAP III will build upon the experience gained under MTAP I and II, as well as other recent assessments of A.I.D.'s private sector programs, to provide a central source of R&D, training, and technical assistance to help A.I.D. missions and private sector organizations design and implement more effective project initiatives in trade and technology development. The goal of the project will be to stimulate the growth of mutually beneficial trade and technology relationships between U.S. and LDC firms. The purpose of the project will be to work jointly with mission programs to forge effective, sustainable linkages and partnerships between the U.S. and developing country private sectors -- including both firm-to-firm and industry-to-industry

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relationships. Such relationships should provide measurable benefits to both sides in terms of increases in employment and income, improve international competitiveness, and other development objectives.

Some of the specific objectives of MTAP III include:

- o examining project design, contracting, and program management measures available to A.I.D. that can improve the effectiveness of A.I.D.'s efforts in the areas of trade and investment promotion;
- o developing training, information and technical assistance packages to speed the adoption of such measures in USAID-funded efforts world-wide;
- o supporting various types of private sector intermediaries (e.g., trade associations, chambers of commerce, and for-profit service enterprises) in developing and supplying improved business services that facilitate the growth of U.S.-developing country trade and technology ventures; and
- o developing key institutional relationships with U.S. private sector organizations that will enable mission-funded programs to achieve more effective linkages with U.S. firms and industry groupings.

Target groups: Small- and medium-sized developing country firms and business organizations that are interested in forming mutually beneficial trade and technology linkages with U.S. firms and private sector organizations.

APRE/IBS
OPERATING EXPENSE AND WORKFORCE NARRATIVE

Supporting Tables (VIIIc and IX) have been completed in accordance with Bureau instructions calling for straight-lined calculations, resulting in s.l.x DH FTEs for FY 1991 and 92, and OE travel plan of \$15,500 for FY 1992.

Both the FTE and travel budgets are levels which indicate minimal commitment to the IBS purpose and mission, outlined above in the Program Overview. To continue its principal two projects, on a world-wide basis, at the indicated levels of resource allocation is to "mark time" with two successfully field-tested, results oriented projects.

To be fully effective at the indicated FTE level and with its current portfolio, IBS must be given adequate travel funding. There appears to be inequities of travel budgets with other APRE operating units and no correlation to FTEs, size and scope of portfolio or any other criteria other than historic allocations. IBS is new, it has no historic levels of funding. IBS is a set of activities which were grouped under a management initiative to demonstrate new approaches and to create new linkages to the U.S. business community. If IBS is to serve as the principal "outreach" to business organizations and firms, its budget must reflect that commitment. The nature of this office is to be proactive -- on the road -- explaining the products to the business public as well as targeted, Mission clients. The following schedule indicates an appropriate level of FY 1992 travel funds to support current levels of professional services capacity of IBS:

Hubbard	16 Days	\$ 9,000	Marketing/Consulting
Wise	28 Days	14,000	Project Mgt/Marketing
Bacha	24 Days	13,500	Project Mgt/Marketing
Stupay	14 Days	7,500	Project Development
Smith	12 Days	6,000	Project Management
TOTAL		\$50,000	

It is anticipated that the impending merger of IBS, with additional resources allocated for a center for trade and investment services, will result in appropriate levels of FTEs and travel (OE). However, to submit this funding request is to acknowledge that IBS will take a minimalist approach to its functional mandate, throughout the next fifteen months.

IBS is designated as the Agency's appropriate lead-office for the Administrator's initiative for the Partnership for Business and Development. Its allocation of resources should support the implementation of the initiative as well as collateral, follow-on activities.

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ANNUAL BUDGET SUBMISSION, FY - 1993 :

PD-ABC-890

INTERNATIONAL BUSINESS STAFF

1 OF 1 (24X)

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ANNUAL BUDGET SUBMISSION (ABS)