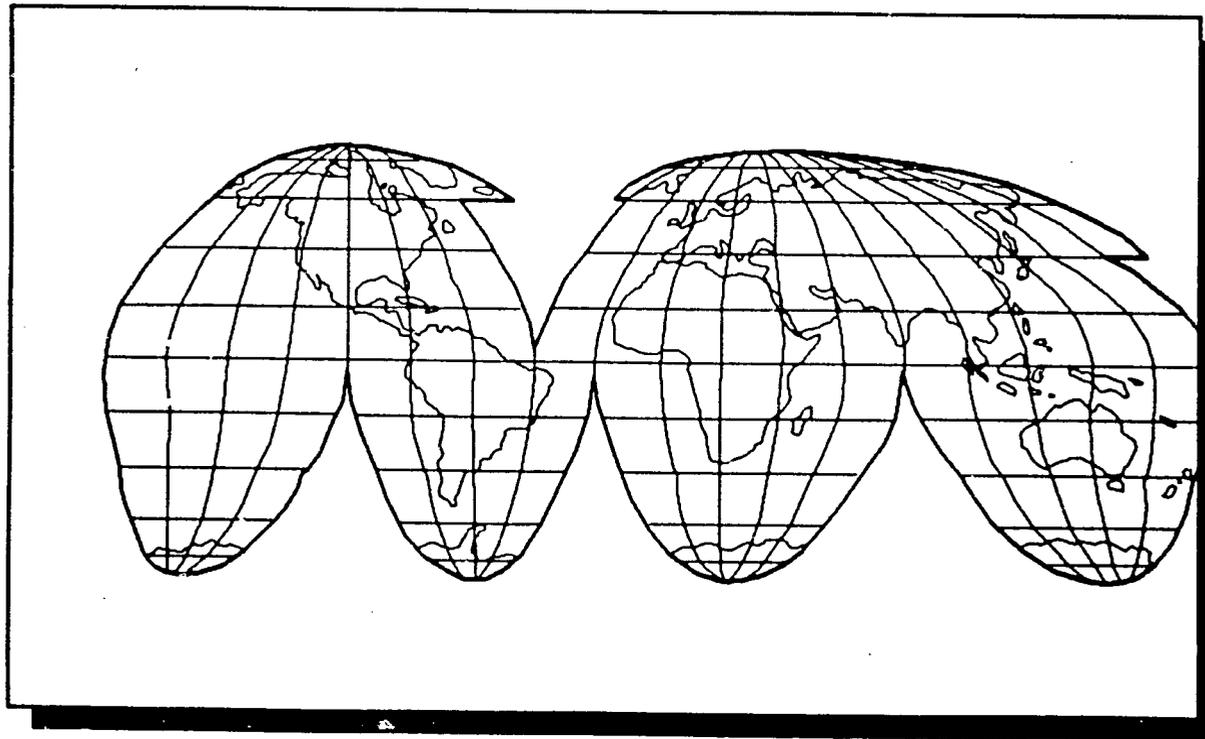


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UNITED STATES
AGENCY FOR
INTERNATIONAL DEVELOPMENT

Private Sector Projects

APRIL 1992



BUREAU FOR AFRICA

PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • AFRICA GROWTH FUND, AFRICA REGIONAL • Provide equity and debt capital to private companies in Africa. • \$2,100,000 LOP • Ray Solem, AFR/ONI/PSD (202)-647-2995 	<ul style="list-style-type: none"> • Establish, together with OPIC and private investor, an investment company. Company has provided capital thus far to three companies, including \$4.2 million for a Sheraton ecotourism project in Botswana. 	<ul style="list-style-type: none"> • Potential income to U.S. investors (including Coca Cola[®] Export Corp., Lummus Development Company Inc., Kellogg Development Corp., Citicorp Subsahara Investments, Inc., Rockefeller and Co.) participating in the fund and to US companies like Sheraton obtaining capital from the Africa Growth Fund.
<ul style="list-style-type: none"> • AFRICA VENTURE CAPITAL FUND (Subproject of Africa Private Enterprise Fund Project), AFRICA REGIONAL • Encourage development of venture capital firms in Africa. • \$4,500,000 LOP • Ray Solem, AFR/ONI/PSD (202)-647-2995 	<ul style="list-style-type: none"> • Technical assistance and grants to companies establishing or operating venture capital companies in Africa. 	<ul style="list-style-type: none"> • U.S. firms providing technical assistance in venture capital. U.S. firms, such as Equator Bank in Kenya, trying to establish venture capital operations in Africa.

PRIVATE SECTOR PROJECTS

PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • AFRICA PRIVATE ENTERPRISE PROJECT, AFRICA REGIONAL • <i>Helps Missions develop private sector programs.</i> • \$31,500,000 LOP • Neil Billig, AFR/ONI/PSD (202)-647-0603 	<ul style="list-style-type: none"> • <i>Project provides: trade and investment missions with OPIC; private sector advisors to missions; technical assistance to missions in assessing private sector needs and potential; venture capital development (see Africa Venture Capital Fund). Financial sector development includes: technical assistance ranging from development of a regional capital market in West Africa and aid to Kenya's stock exchange, to advise on micro-enterprise lending and credit unions.</i> 	<ul style="list-style-type: none"> • <i>U.S. companies participate in trade and investment missions (Interkiln, Pioneer Seeds, Sheraton, Theragen have all made investments subsequent to AID/OPIC organized missions). U.S. firms supply technical assistance. Cargill, for example, is being supported for its work in Kenya testing the potential for production of veronia seeds. Potential for U.S. exporters or companies looking to invest in Africa.</i>
<ul style="list-style-type: none"> • BOTSWANA ENTERPRISE DEVELOPMENT • <i>To address constraints on private sector in Botswana.</i> • \$16,300,000 LOP • Ray Baum, USAID/Botswana 267-353382 	<ul style="list-style-type: none"> • <i>Project promotes policy reform; develops training capacity of Botswana Confederation of Commerce and Industry; and provides investment promotion through the Botswana Development Corporation, using the International Executive Service Corps.</i> 	<ul style="list-style-type: none"> • <i>Contacts with U.S. companies through IESC, and improved climate for potential U.S. investors.</i>

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • BURUNDI ENTERPRISE SUPPORT AND TRAINING (BEST) • <i>Improve climate for private enterprise in Burundi.</i> • \$5,000,000 LOP • <i>Donald Hart, USAID/Burundi 257-2-5951</i> 	<ul style="list-style-type: none"> • <i>Project provides long-term technical assistance in policy reform through contact with the Chamber of Commerce and the Export Promotion Service. The Project also offers training and observation tours for Burundi businessmen.</i> 	<ul style="list-style-type: none"> • <i>Through training and seminars, contacts with U.S. businesses are established and the climate for foreign trade and investment is improved.</i>
<ul style="list-style-type: none"> • SMALL ENTERPRISE DEVELOPMENT PROJECT, <u>Burundi</u> • <i>Create and expand small and medium-sized businesses.</i> • \$16,300,000 LOP • <i>Donald Hart, USAID/Burundi 257-2-5951</i> 	<ul style="list-style-type: none"> • <i>Work with the Chamber of Commerce and Industry to improve business advisory services and develop a cooperative credit program.</i> 	<ul style="list-style-type: none"> • <i>Technical assistance contracts and contacts for trade and investment.</i>
<ul style="list-style-type: none"> • CAPE VERDE EXPORT DEVELOPMENT SERVICES • <i>Improve Cape Verde's export capacity.</i> • \$4,000,000 LOP • <i>Jose Gonsalves, USAID/Cape Verde 238-614253</i> 	<ul style="list-style-type: none"> • <i>Promotion of exports through development of a national center for investment and export promotion and by training.</i> 	<ul style="list-style-type: none"> • <i>Technical assistance consultancies and improved trade and investment climate for U.S. companies.</i>

PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none">• KENYA EXPORT DEVELOPMENT SUPPORT• <i>Increase non-traditional exports and create more favorable trade environment.</i>• \$22,500,000 LOP• <i>Stafford Baker, USAID/Nairobi 254-2-331160</i>	<ul style="list-style-type: none">• <i>Assist the Government of Kenya in establishing export processing zones, reducing licensing controls and liberalizing import and export trade.</i>	<ul style="list-style-type: none">• <i>Improved trade and investment climate in Kenya.</i>
<ul style="list-style-type: none">• PRIVATE ENTERPRISE DEVELOPMENT, <u>Kenya</u>• <i>Improve the policy environment and increase services to business through work with the Investment Promotion Center, the Kenya Association of Manufacturers, Kenya Equity Capital, Ltd., and the Industrial Promotion Service. It will also fund small enterprise development through local private voluntary organizations.</i>• \$41,000,000 LOP• <i>Stafford Baker, USAID/Kenya 254-2-331160</i>	<ul style="list-style-type: none">• <i>Project provides: technical assistance; establishment of two equity companies; support to private voluntary organizations; and training.</i>	<ul style="list-style-type: none">• <i>Improved business climate in Kenya, technical consultancies by U.S. companies, new trade and investment opportunities, potential equity sources for U.S. investors in Kenya.</i>

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none">• MAURITIUS INDUSTRIAL DIVERSIFICATION, <i>Kenya</i>• <i>Promote industrial expansion and diversification into higher value, higher technology, export-oriented sectors.</i>• \$2,350,000 LOP• <i>Bruce Odell, REDSO/EA</i> 254-2-331160	<ul style="list-style-type: none">• <i>Project provides technical assistance to public and private organizations and to individual firms to: improve the policy environment; assess the potential for diversification and constraints on it; and plan a strategy for expanded production.</i>	<ul style="list-style-type: none">• <i>Contracts for U.S. consultants, improved trade and investment climate in Mauritius.</i>
<ul style="list-style-type: none">• MOZAMBIQUE PRIVATE SECTOR REHABILITATION• <i>Rehabilitate Mozambique's private sector by increasing the availability of agricultural inputs and by improving public and private sector managerial skills.</i>• \$55,255,000 LOP• <i>Cheryl McCarthy,</i> <i>USAID/Mozambique</i> 258-1-744484	<ul style="list-style-type: none">• <i>The project provides: commodity import program to supply farmers with tractors, trucks, and farm equipment; spare parts to repair old equipment; agricultural inputs, including seeds, hand tools and fertilizer; technical assistance and training to improve the government's capacity to plan and implement rehabilitation activities; and in-country training in technical areas.</i>	<ul style="list-style-type: none">• <i>Contracts for U.S. technical assistance firms, sales by U.S. input suppliers and by producers of agricultural equipment and spare parts.</i>

PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • BLACK PRIVATE ENTERPRISE DEVELOPMENT, <u>South Africa</u> • <i>An umbrella project providing grants to South African voluntary organizations to provide assistance to the black private sector.</i> • \$19,500,000 LOP • <i>David Himmelfarb, USAID/South Africa 27-12-217212</i> 	<ul style="list-style-type: none"> • <i>The project provides a series of grants to a variety of non-governmental organizations for credit, training, technical assistance, and a range of services to small and medium-sized enterprises.</i> 	<ul style="list-style-type: none"> • <i>Technical assistance contracts. Goodwill for U.S. corporations.</i>
<ul style="list-style-type: none"> • COMMERCIAL AGRICULTURAL PRODUCTION AND MARKETING PROJECT, <u>Swaziland</u> • <i>Stimulate commercial agribusiness.</i> • \$7,600,000 LOP • <i>Dianne Eames, USAID/Swaziland 268-46430</i> 	<ul style="list-style-type: none"> • <i>Improve the policy environment for commercial agribusiness, strengthen private sector capacity through training, provide direct assistance to help small farmers produce and sell horticultural and specialty crops in local, regional and export markets.</i> 	<ul style="list-style-type: none"> • <i>Contracts for U.S. technicians.</i>
<ul style="list-style-type: none"> • STRENGTHENING PRIVATE SECTOR AGRIBUSINESS, <u>Uganda</u> • <i>Commodity Import Program to strengthen private sector agribusiness sector.</i> • \$7,575,000 LOP • <i>Holly Wise, USAID/Uganda 256-41-242896</i> 	<ul style="list-style-type: none"> • <i>Foreign exchange provided under the Commodity Import Program is for the exclusive use of importers whose clients are small to medium-sized farmers, and local, export-oriented agribusiness firms.</i> 	<ul style="list-style-type: none"> • <i>Sales by American suppliers.</i>

BUREAU FOR ASIA

PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • <i>SMALL ENTERPRISE CREDIT PROJECT, <u>Philippines</u></i> • <i>Improve private banking capability.</i> • <i>\$13,000,000 LOP</i> • <i>Bruno Cornelio, USAID/Manila 63-2-5217116</i> 	<ul style="list-style-type: none"> • <i>\$12,000,000 allocated to loan funding and \$1,000,000 allocated to train bank employees.</i> 	<ul style="list-style-type: none"> • <i>Opportunities for training contract and joint U.S.-Filipino business ventures.</i>
<ul style="list-style-type: none"> • <i>PRIVATE INVESTMENT AND TRADE OPPORTUNITIES PROJECT, <u>Philippines</u></i> • <i>Increase the level of international trade and investment.</i> • <i>\$9,000,000 LOP</i> • <i>Brad Wallach, USAID/Manila 63-2-5217116</i> 	<ul style="list-style-type: none"> • <i>Create information networks between U.S. and Philippine trade and investment firms.</i> 	<ul style="list-style-type: none"> • <i>Potential for U.S. exporters.</i>
<ul style="list-style-type: none"> • <i>PHILIPPINE CAPITAL INFRASTRUCTURE PROJECT, <u>Philippines</u></i> • <i>Mobilize resources for priority infrastructure projects.</i> • <i>\$85,000,000 LOP</i> • <i>Ken LuePhang, USAID/Manila 63-2-5217116</i> 	<ul style="list-style-type: none"> • <i>Projects selected from tele-communications, electric power, construction and transportation sectors as well as environmental management activities.</i> 	<ul style="list-style-type: none"> • <i>At least one U.S.-sourced capital infrastructure project will be financed.</i>

PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • AID/EXIMBANK MIXED CREDIT, <u>Pakistan</u> • <i>Expand power generation capabilities in Pakistan.</i> • \$46,000,000 LOP • Thomas Rishoi, USAID/Islamabad 92-51-824071-9 	<ul style="list-style-type: none"> • <i>U.S. technical services, technology, and equipment.</i> 	<ul style="list-style-type: none"> • <i>Most of the power-producing equipment will be bought from the U.S., which will provide a considerable amount of employment and income for U.S. firms and their employees.</i>
<ul style="list-style-type: none"> • FINANCIAL MARKETS PROJECT, <u>Indonesia</u> • <i>Expand debt, equity, and commodities markets available to investors.</i> • \$9,000,000 LOP • Joseph Carroll, USAID/Jakarta 62-21-360360 	<ul style="list-style-type: none"> • <i>Technical assistance to Ministry of Finance and Bank of Indonesia.</i> 	<ul style="list-style-type: none"> • <i>Technical assistance.</i>
<ul style="list-style-type: none"> • ECONOMIC LAW & PROCUREMENT SYSTEMS, <u>Indonesia</u> • <i>Improve commercial law structure, legal training and transparent GOI procurement systems.</i> • \$15,000,000 LOP • Paul Scott, USAID/Jakarta 62-21-360360 	<ul style="list-style-type: none"> • <i>Technical assistance and training.</i> 	<ul style="list-style-type: none"> • <i>Equitable procurement environment improves potential for U.S. business.</i>

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none">• AGRIBUSINESS DEVELOPMENT PROJECT, <u>Indonesia</u>• Strengthen agro-industrial sector.• \$20,000,000 LOP• Robert Navin, USAID/Jakarta 62-21-360360	<ul style="list-style-type: none">• <i>Technical assistance and training.</i>	<ul style="list-style-type: none">• <i>Linkages between U.S. and Indonesian agribusiness interests could occur.</i>
<ul style="list-style-type: none">• PRIVATE INVESTMENT AND TRADE OPPORTUNITIES PROJECT, <u>ASEAN</u>• Promote expanded U.S. ASEAN trade and investment.• \$13,000,000 LOP• Robert Dakan, ASEAN 66-2-2553870	<ul style="list-style-type: none">• <i>Establishing trade and investment offices in ASEAN countries, creation of ASEAN growth fund.</i>	<ul style="list-style-type: none">• <i>Improves trade and investment information linkages with U.S. businesses.</i>
<ul style="list-style-type: none">• SOUTH PACIFIC REGIONAL FISHERIES TREATY, <u>South Pacific</u>• Support Treaty on Fisheries between U.S. Government and certain Pacific Island countries.• \$50,000,000 LOP• Jim Osborn, USAID/Suva 679-311399	<ul style="list-style-type: none">• <i>Cash Transfer.</i>	<ul style="list-style-type: none">• <i>Permits U.S. tuna fisherman to operate in South Pacific waters.</i>

PRIVATE SECTOR PROJECTS

PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • PRIVATE SECTOR POLICY SUPPORT PROGRAM, <u>Sri Lanka</u> • Assist in the privatization of industry, develop capital markets and increase capital resources for investment. • \$15,000,000 LOP • Stephen Hadley, USAID/Colombo 94-1-574333 	<ul style="list-style-type: none"> • Technical assistance and investment funds. 	<ul style="list-style-type: none"> • Possible joint ventures between U.S. and Sri Lankan firms.
<ul style="list-style-type: none"> • AGRICULTURAL TECHNOLOGY TRANSFER PROJECT, <u>Thailand</u> • Improve Thai capacity to identify, adapt, and absorb agricultural technologies. • \$15,000,000 LOP • Peter Deinken, USAID/Bangkok 66-2-2553650 	<ul style="list-style-type: none"> • Matching U.S. and Thai businesses. 	<ul style="list-style-type: none"> • Possible joint ventures between U.S. and Thai firms.
<ul style="list-style-type: none"> • PROGRAM FOR THE ADVANCEMENT OF COMMERCIAL TECHNOLOGY, <u>India</u> • Build a market-oriented R&D capacity in the Indian private sector. • \$17,730,000 LOP • R.K. Berry, USAID/New Delhi 91-11-6865301 	<ul style="list-style-type: none"> • Increasing investments through financing joint R&D ventures with U.S. and Indian firms. 	<ul style="list-style-type: none"> • There have been a number of joint ventures have begun with U.S. firms, including Scott Motors, Byron Chemicals, Tarus Technologies, and Giorgio Foods.

PRIVATE SECTOR PROJECTS

PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none">• BLUE CIRCLE SOCIAL MARKETING PROGRAM, <u>Indonesia</u>• <i>Innovative approach to the provision of family planning services.</i>• <i>\$ 9,000,000 LOP</i>• <i>Kenneth Farr, USAID/Jakarta 62-21-360360</i>	<ul style="list-style-type: none">• <i>Upjohn Pharmaceuticals, a U.S. based company based in Kalamazoo, Michigan, supplies Indonesia with a three month injectable contraceptive {Depoprovera}.</i>	<ul style="list-style-type: none">• <i>Blue Circle sales of the contraceptive to Indonesia increased from 872,000 vials in 1989 to nearly 2,000,000 vials in 1991.</i>

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BUREAU FOR EUROPE

PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • ENTERPRISE FUNDS • To provide investment and lending capital for private enterprise growth in Poland, Hungary, CSFR and Bulgaria. • \$430,000,000 LOP • Gordon West, EUR/RME/ER (202)-647-4569 	<ul style="list-style-type: none"> • USG grant funds capitalize private U.S. investment funds whose charters are to support private enterprises in target countries. Funds operate independently from USG in a manner similar to a private venture capital fund or investment bank. 	<ul style="list-style-type: none"> • U.S. businesses benefit from increased number of potential joint venture partners in target countries, by using Funds to invest in U.S. joint ventures if found attractive to the Funds, and by improving the overall investment climate in target countries.
<ul style="list-style-type: none"> • PRIVATIZATION AND ENTERPRISE RESTRUCTURING • To put in place the local structures and systems to conduct privatization and undertake sectoral and demonstration privatization actions. • \$110,000,000 LOP • Mark Kams, EUR/RME/ER/ED (202)-647-4568 	<ul style="list-style-type: none"> • Provides U.S. technical assistance through three large U.S. business consortia of accounting firms, investment banks, law firms and technical experts. 	<ul style="list-style-type: none"> • Many firms prepared for privatization are of prime interest to U.S. investors. Privatization program improves overall environment for other private enterprises, such as consortia work on foreign investment laws in European countries. Presence of major U.S. service institutions in CEE capitals has had beneficial impact on promoting U.S. business standards, such as tax policy, accounting standards and contract and legal practices.

PRIVATE SECTOR PROJECTS

PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • TECHNICAL ASSISTANCE TO ENTERPRISES • Accelerate host country business development by providing direct technical assistance to enterprises primarily through U.S. volunteer organizations, and by supporting reforms of regulations and procedure deemed necessary for private enterprise. • \$50,000,000 LOP • Eric Sanson, EUR/RME/ER/ED (202)-647-9137 	<ul style="list-style-type: none"> • Volunteer organizations, including International Executive Service Corps (IESC), Peace Corps small business program, and MBA Enterprise Corps, are directly assisting individual enterprises. The Center for International Private Enterprise of the U.S. Chamber, the International Finance Corporation and the World Council of Credit Unions are working on the overall business development environment through local business entrepreneur associations. 	<ul style="list-style-type: none"> • IESC programs demonstrably promote direct linkages with U.S. firms resulting in joint ventures, especially under the Trade and Investment Services program. In addition, the U.S. Chamber assistance provides for a more level playing field for all enterprises which would favor all competitive businesses in the long run.
<ul style="list-style-type: none"> • COMPETITION POLICY, LAWS AND REGULATIONS • Provide for competition and anti-monopoly policies, commercial law reform, and overall legal structure needed to foster private enterprise in CEE countries. • \$30,000,000 LOP • Jack Slattery, EUR/RME/ER/ESD (202)-647-4572 	<ul style="list-style-type: none"> • FTC and the Dept. of Justice jointly develop competition policies and procedures in Poland and Czechoslovakia. The American Bar Assoc. (ABA CEELI Program), Dept. of Commerce, and International Development Law Institute work as a team in selected CEE countries to develop local advocacy and competency in commercial law, and to promote legislative agendas for these local institutions to undertake. OECD and State Telecommunications Policy group are also supported under this project. 	<ul style="list-style-type: none"> • The legislative agendas and competition policy advice provided through USG programs help to provide a U.S. perspective for CEE countries on the types of open competition and business practice procedures which the U.S. has adopted. This provides a good balance for the European assistance provided, which often calls for a more restricted competitive environment for private businesses. It also makes CEE officials more aware of the needs of U.S. investors vis-a-vis the U.S. legal system.

PRIVATE SECTOR PROJECTS

PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • BUSINESS SERVICES • Provide financial advisors for bank, fiscal and monetary reforms in CEE. • \$16,000,000 LOP • Peter Feiden, EUR/RME/ER/ESD (202)-647-6362 	<ul style="list-style-type: none"> • TREASURY, the SEC and the Financial Services Volunteer Corps are providing long- and short-term advisors for commercial banks, Ministries of Finance, Tax and Customs, and stock exchanges. 	<ul style="list-style-type: none"> • Providing open competition so U.S. banks can do business in CEE countries is one focus of advisors' policy dialogue. Success in Hungary has already led to major opportunities for U.S. banks there.
<ul style="list-style-type: none"> • AMERICAN BUSINESS INITIATIVE • Open up investment and infrastructure project opportunities in CEE countries for American business. • \$50,000,000 LOP • Bill Craddock, EUR/DR/BFI (202)-647-7805 	<ul style="list-style-type: none"> • AID and COMMERCE jointly operate six components which: provide feasibility and project development funding for American businesses in telecommunications, energy, environmental equipment, housing and agribusiness; establish the American Business Center in Warsaw; and support U.S. consortia of small business associations to establish offices in CEE. Also supports Commerce's East European Business Information Center in DC. 	<ul style="list-style-type: none"> • Targeted specifically at U.S. business interests, this program has already supported thousands of small U.S. businesses seeking information and business services in CEE; and, through TDP, OPIC and the ABI Capital Development Initiative we expect substantial U.S. investments to result in a broad variety of business sectors.
<ul style="list-style-type: none"> • BANK TRAINING • Support bank training institutes in CEE countries to promote bank reform. • \$13,500,000 LOP • Gordon West, EUR/RME/ER (202)-647-4569 	<ul style="list-style-type: none"> • TREASURY is in the process of hiring a U.S. contractor to undertake the institutional development program with major bank training institutes in Poland, Hungary, CSFR, Bulgaria and the Baltics. 	<ul style="list-style-type: none"> • Institutional development program will be handled by a U.S. contractor.

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BUREAU FOR LATIN AMERICA & THE CARIBBEAN

PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • TRADE AND INVESTMENT DEVELOPMENT PROJECT • To promote trade liberalization in the LAC region. • \$4,600,000 LOP • Robin Brinkley, LAC/TI (202)-647-9133 	<ul style="list-style-type: none"> • This is an umbrella project under which assistance is provided to host governments, private entities, and A.I.D. Missions to promote trade and investment liberalization. Through interagency agreements, U.S. businesses can take direct advantage of these improved environments. The project is implemented through three mechanisms: (1) an agreement with the Department of Commerce to co-fund their Latin American and Caribbean Business Development Center (LACBDC); (2) an agreement with the Overseas Private Investment Corporation (OPIC) to expand their programs in the LAC region; (3) a technical assistance contract to provide targeted assistance in developing a competitive trade and investment climate in the region. 	<ul style="list-style-type: none"> • U.S. businesses work with the LACBDC to obtain information on sourcing from, investing in or selling to countries in the LAC region; in addition, the LACBDC provides specific assistance to U.S. businesses to assist them in doing business in the region. The LACBDC is a joint AID/DOC effort to promote, facilitate and be an information clearinghouse for business opportunities in the region. Through OPIC, specific U.S. businesses are linked with investment opportunities throughout the LAC region.

PRIVATE SECTOR PROJECTS

PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • TRADE CREDIT INSURANCE PROGRAM (TCIP) • To provide trade credit to LAC purchasers of U.S. productive goods and services. • \$20,000,000 LOP • James Vermillion, LAC/TI (202)-647-9104 	<ul style="list-style-type: none"> • A.I.D. reinsures EXIMBANK to provide trade credit in Central American Countries where EXIMBANK is "off-cover." 	<ul style="list-style-type: none"> • U.S. businesses have accessed in excess of \$1 billion in trade credit for exports to Central America since the TCIP was instituted in 1984.
<ul style="list-style-type: none"> • CARIBBEAN PROJECT DEVELOPMENT FACILITY • To package investment opportunities in the LAC region for financing. • \$1,400,000 LOP • Brad Druhot, LAC/TI (202)-647-9111 	<ul style="list-style-type: none"> • Through the International Finance Corporation's Business Advisory Service, CPDF works with investors to undertake feasibility studies and develop business plans in a package sufficient to present to financial institutions to close financing. 	<ul style="list-style-type: none"> • U.S. businesses with investment ideas can work directly with CPDF to package their ideas into "bankable" projects.
<ul style="list-style-type: none"> • In addition, the LAC Bureau supports bilateral projects in overseas Missions which serve U.S. businesses interested in business opportunities in A.I.D. assisted countries. • Marinda Vinson, LAC/TI (202)-647-9100 	<ul style="list-style-type: none"> • In each LAC A.I.D.-assisted country, A.I.D. supports programs in local institutions which provide targeted information and services to U.S. businesses interested in the particular country to assist in developing trade links or investments, and also strengthen the capacity of local businesses to act as reliable partners. 	<ul style="list-style-type: none"> • U.S. businesses can access information on the country business environment, trade and investment laws and regulations and specific market information from programs in host country A.I.D.- assisted institutions; in addition, these institutions will assist U.S. businesses cutting through "red tape" to doing business and in linking up with appropriate local businessmen, government officials, etc. for their particular transactions.

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BUREAU FOR NEAR EAST

PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • AGRICULTURAL POLICY IMPLEMENTATION, <u>Tunisia</u> • <i>Increase the efficiency of resource allocations in the agricultural sector through reliance on open market economic competition.</i> • \$5,240,000 LOP • <i>Salah Mahjoub, USAID/Tunisia 216-1-784300</i> 	<ul style="list-style-type: none"> • <i>Establish a sustainable system which selects, analyzes, and formulates actionable policy initiatives in support of the Government of Tunisia's Agricultural Structural Adjustment Program.</i> 	<ul style="list-style-type: none"> • <i>Will provide market feasibility studies which will be useful for the Mission's new FY 1992 Agribusiness Project which will more directly promote U.S. agribusiness trade and investment with Tunisia.</i>
<ul style="list-style-type: none"> • PRIVATE SECTOR DEVELOPMENT AND TECHNOLOGY TRANSFER, <u>Tunisia</u> • <i>Transfer public enterprises and services to the private sector and to expand and deepen capital markets in support of increased private investment.</i> • \$7,100,000 LOP • <i>Richard Rousseau, USAID/Tunisia 216-1-784300</i> 	<ul style="list-style-type: none"> • <i>Technical assistance and training project with such outputs as privatization systems, valuations, and marketing plans.</i> 	<ul style="list-style-type: none"> • <i>Will provide future marketing possibilities for U.S. businesses.</i>

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • PL 480 TITLE I FOOD AID PROGRAM, <u>Tunisia</u> • <i>To assist the Government of Tunisia in meeting critical food needs and support Tunisia's Structural Adjustment Program.</i> • \$15,000,000 LOP • Salah Mahjoub, USAID/Tunisia 216-1-784300 	<ul style="list-style-type: none"> • <i>The program funds the importation of wheat, as well as corn and soybeans for livestock feed.</i> 	<ul style="list-style-type: none"> • <i>Tunisia purchases U.S. agricultural commodities which have fluctuated from \$15-\$30 million per year over the past four years.</i>
<ul style="list-style-type: none"> • WATER RESOURCES DEVELOPMENT, <u>Oman</u> • <i>Improve the planning, management, and development of water resources in Oman.</i> • \$42,500,000 LOP • Ken Randolph, USAID/Oman 968-703000 	<ul style="list-style-type: none"> • <i>Project loan funds are being used to finance the design and construction of the Water Management System. Project grant funds provide technical assistance, training and development in the planning and management of water resources.</i> 	<ul style="list-style-type: none"> • <i>Project has produced contracts with U.S. businesses such as: Dames & Moore to prepare the water and waste water masterplan for Salalah, and James Dobbins and Associates to draft regulations to prevent coastal erosion.</i>
<ul style="list-style-type: none"> • PRIVATE SECTOR EXPORT PROMOTION, <u>Morocco</u> • <i>Increase exports by Morocco's private sector.</i> • \$29,400,000 LOP • Alexander Shapleigh, USAID/Morocco 212-7-62265 	<ul style="list-style-type: none"> • <i>Project consists of four components: export credit insurance, export pre-financing, export production and marketing, and a loan guarantee fund.</i> 	<ul style="list-style-type: none"> • <i>Under its export production and marketing component, the project draws upon the technical assistance of retired U.S. business executives (through IESC), has supported to date \$6.6 million in exports to the U.S., and may lead to U.S.-Moroccan joint ventures.</i>

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • COMPENSATORY FOOD PROGRAM PL 480-TITLE II, <u>Morocco</u> • Assist the Moroccan Government in implementing the economic structural adjustment program. • \$68,000,000 LOP • Rick Gold, USAID/Morocco 212-7-62265 	<ul style="list-style-type: none"> • Improving the standards of living, both on a short-term and a long-term basis, of targeted sectors of the poor by providing food resources. 	<ul style="list-style-type: none"> • This program, managed by Catholic Relief Services, distributed over \$58 million in Title II commodities to over one million poor Moroccans. Another \$10 million in Title II wheat was sold.
<ul style="list-style-type: none"> • AGRIBUSINESS PROMOTION, <u>Morocco</u> • Increase the capacity of the private agribusiness sector in Morocco to produce, package and market a wide range of agricultural commodities. • \$20,000,000 LOP • Charles Uphaus, USAID/Morocco 212-7-62265 	<ul style="list-style-type: none"> • The project contains four components: (1) promotion of agribusiness production, (2) investment and marketing, (3) improvement of the agribusiness climate by regulatory analysis and change, and (4) improvement of private and public sector supporting institutions. 	<ul style="list-style-type: none"> • Great potential for promoting increased trade and investment cooperation with the U.S. in agribusiness joint ventures and for accessing U.S. agribusiness technical expertise.
<ul style="list-style-type: none"> • COMMODITY IMPORT PROGRAM (CIP), <u>Jordan</u> • To provide a portion of the foreign exchange required to help sustain Jordan's import needs and foster a higher rate of economic growth. • \$187,000,000 LOP • Sahm Yaghi, USAID/Jordan 962-6-604171 	<ul style="list-style-type: none"> • CIP finances foreign exchange needed for imports of U.S. goods by Jordan's public and private sectors. 	<ul style="list-style-type: none"> • To date, \$76 million has been awarded under the public sector CIP, \$87 million under the private sector CIP.

PRIVATE SECTOR PROJECTS

PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • SECTION 416(b) PROGRAM (Agricultural Commodities), <u>Jordan</u> • <i>To assist Jordan in overcoming its balance of payments problems.</i> • \$81,000,000 LOP • <i>Fuad Qushair, USAID/Jordan 962-6-604171</i> 	<ul style="list-style-type: none"> • <i>To assure a more stable feed grain supply and to support humanitarian and developmental activities in the agricultural sector through local currency proceeds.</i> 	<ul style="list-style-type: none"> • <i>Agricultural commodities are donated by the U.S. Commodity Credit Corporation (CCC) through AID to the Government of Jordan, which sells them through existing market channels at prevailing Jordanian market rates.</i>
<ul style="list-style-type: none"> • AMMAN-NA'UR DEAD SEA ROAD, <u>Jordan</u> • <i>To increase the transportation efficiency between the Jordan Valley and Amman and between Amman and the Port of Aqaba.</i> • \$25,000,000 LOP • <i>Aied Sweis, USAID/Jordan 962-6-604171</i> 	<ul style="list-style-type: none"> • <i>The project will assist in the construction of section three and four of Amman-Na'ur Dead Sea Road and will provide construction supervision services for all sections.</i> 	<ul style="list-style-type: none"> • <i>The U.S. firm of Parsons Brinckerhoff has a contract for work under this project.</i>
<ul style="list-style-type: none"> • NATIONAL AGRICULTURAL DEVELOPMENT, <u>Jordan</u> • <i>To institutionalize a national system of agricultural research and technology transfer and thereby stimulate increased agricultural production.</i> • \$27,500,000 LOP • <i>Fuad Qushair, USAID/Jordan 962-6-604171</i> 	<ul style="list-style-type: none"> • <i>The project focuses on the identification of high potential agro-technologies and their effective extension to Jordanian farmers, including required support services and other inputs.</i> 	<ul style="list-style-type: none"> • <i>Project has relied upon a U.S. firm (Hamilton Industries, Inc.) for procurement of manufacturing laboratory equipment and its installation.</i>

PRIVATE SECTOR PROJECTS

PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • PRODUCTION CREDIT AND BANKER TRAINING PROJECT, <u>Egypt</u> • To expand investment in productive private sector enterprises. • \$88,000,000 LOP • Robert Kirk, USAID/Egypt 20-2-3548211 	<ul style="list-style-type: none"> • Provides resources for short and medium-term credit to the Egyptian private sector to finance the import of goods and equipment from the U.S. Supports training of banking personnel, studies, technical assistance and equipment support. 	<ul style="list-style-type: none"> • Import of U.S. goods and equipment.
<ul style="list-style-type: none"> • INTERNATIONAL EXECUTIVE SERVICES CORPS, <u>Egypt</u> • To provide specific technical services to Egyptian private businesses to solve a broad range of industrial, technical and managerial problems. • \$3,999,000 LOP • Robert Kirk, USAID/Egypt 20-2-3548211 	<ul style="list-style-type: none"> • Project activities in six areas: regular Volunteer Executive Program; Trade Enhancement Program; Joint Venture Search; Information and Research Program (ABLE); Quoting Service; and Trade and Investment Services Program (TIS). 	<ul style="list-style-type: none"> • There have been 497 IESC projects completed to date, with many resulting in Egyptian firms making expanded use of U.S. commercial products and technology.
<ul style="list-style-type: none"> • PRIVATE INVESTMENT ENCOURAGEMENT FUND - CIP, <u>Egypt</u> • To expand investment in productive private sector enterprises for increased production and productivity. • \$15,200,000 LOP • Lynn Dunn, USAID/Egypt 20-2-3548211 	<ul style="list-style-type: none"> • The project provides resources for medium- to long-term credit for private sector projects with co-financing and guarantees provided by participating banks. 	<ul style="list-style-type: none"> • All Fund resources are tied to the purchase of U.S. equipment and services.

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none">• U.S. INVESTMENT PROMOTION OFFICE, <u>Egypt</u>• <i>To promote investment opportunities in, and stimulate exports from, Egypt.</i>• \$1,182,000 LOP• Robert Kirk, USAID/Egypt 20-2-3548211	<ul style="list-style-type: none">• <i>Project has three activities: promote investment in Egypt by advising foreign investors on business conditions there; develop and maintain rosters of Egyptian investors, consultants, and legal advisors; and identify new export products in Egypt and assist in marketing them abroad.</i>	<ul style="list-style-type: none">• <i>During 1989-1991, two joint ventures with U.S. firms were implemented with project support. There are presently four others in the process of negotiation.</i>
<ul style="list-style-type: none">• PRIVATE SECTOR FEASIBILITY STUDIES, <u>Egypt</u>• <i>To facilitate and encourage new private sector investment in productive industry.</i>• \$8,000,000 LOP• Robert Kirk, USAID/Egypt 20-2-3548211	<ul style="list-style-type: none">• <i>The project provides resources to encourage U.S./Egyptian joint venture investments.</i>	<ul style="list-style-type: none">• <i>To date, 50 reconnaissance visits have been completed, 44 investment prospectuses developed and 47 feasibility studies completed with 3 joint ventures formed and four others pending.</i>
<ul style="list-style-type: none">• PRIVATE ENTERPRISE CREDIT (CIP), <u>Egypt</u>• <i>To increase the private sector's contribution to Egyptian output by expanding investment in productive private sector enterprises.</i>• \$1,384,350,000 LOP• Lynn Dunn, USAID/Egypt 20-2-3548211	<ul style="list-style-type: none">• <i>This program provides short- and medium-term credit and foreign exchange to finance the importation of goods and equipment from the U.S.</i>	<ul style="list-style-type: none">• <i>Letters of credit for U.S.-financed imports under the program are currently averaging \$2.4 million per week.</i>

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none">• PARTNERSHIP IN DEVELOPMENT, <u>Egypt</u>• <i>To establish standard policies and procedures for privatization, to implement actual privatization of government and national state-owned enterprises, and to develop broad support for the concept of privatization in Egypt.</i>• \$1,400,000 LOP• Jerry Barth, USAID/Egypt 20-2-3548211	<ul style="list-style-type: none">• <i>Privatization activities leading to divestiture are currently being conducted with the Suez Cement Co., the Fayrouz Hilton, the Shepherd's Hotel, and the Egyptian Vineyards Co.</i>	<ul style="list-style-type: none">• <i>As the privatization process unfolds in Egypt, there will be many potential investment opportunities for U.S. firms.</i>

BUREAU FOR PRIVATE ENTERPRISE

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • MARKET AND TECHNOLOGY ACCESS PROJECT (MTAP) • Promote trade linkages and technology transfers between developing countries and the U.S.-- through cost-effective and market-efficient means. • \$4,760,000 LOP • Phil Hubbard, PRE/IBD (202)-647-3805 	<ul style="list-style-type: none"> • Through specialized consulting, training and business services, MTAP addresses problems and constraints relates to trade development and the transfer of technologies in agribusiness, forestry, non-traditional tourism--as well as other barriers to sector-specific export promotion, market entry and institutional development. 	<ul style="list-style-type: none"> • U.S. business participates directly through technical assistance and other consulting engagements, as well as from new markets for products and services, resulting from new start-ups and business expansions in developing countries. Such opportunities take the form of joint ventures, licensing/agency agreements, and other forms of commercial relationships.
<ul style="list-style-type: none"> • CENTER FOR TRADE & INVESTMENT SERVICES (CTIS) • Establish a center to help increase U.S. business participation in developmentally sound commercial opportunities in developing countries. • \$12,000,000 LOP • Ted Lee, PRE/IBD (202)-647-3805 	<ul style="list-style-type: none"> • U.S. business may access the center via a toll-free phone call and receive up-to-date information and referral services about A.I.D.'s trade & investment (T&I) programs and about T&I opportunities in the developing world in general; A.I.D. missions may utilize the center's outreach service to acquaint U.S. business with T&I opportunities in the LDC's. 	<ul style="list-style-type: none"> • This "one-stop" center, staffed by T&I professionals, provides comprehensive information about A.I.D.'s T&I related programs and how those programs fit within the framework of T&I programs offered throughout the U.S. Government.

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • TRADE & INVESTMENT SERVICES PROJECT (TIS) • Assist expansion of U.S. business through development of joint and co-ventures in developing countries and emerging democracies. • \$3,534,000 LOP • Ed Wise, PRE/IBD (202)-647-3805 	<ul style="list-style-type: none"> • Engages resources of International Executive Service Corps (IESC) to provide a range of trade and investment services to U.S. companies and private companies in less developed and advanced developing countries. 	<ul style="list-style-type: none"> • Assists U.S. businesses through development of business ventures, sales or licensing of U.S. technology, co-production agreements, etc.
<ul style="list-style-type: none"> • FRANCHISE GUARANTEE PROGRAM • Promote expansion of selected U.S. franchises in developing countries. • \$20,000,000 LOP • Executive Director, Franchise Program, PRE/I (202)-647-9842 	<ul style="list-style-type: none"> • Guarantees 50% of bank loans to prospective franchisees and/or master licensees in A.I.D. assisted countries. 	<ul style="list-style-type: none"> • Mobilizes start-up/expansion capital for U.S. franchises in developing countries. Promotes technology transfer, education and training in market-oriented business skills and practices. Provides opportunity for "sheltered entrepreneurship." Builds long-term linkages between U.S. and LDC private sectors.
<ul style="list-style-type: none"> • NON-RECOURSE EXPORT FINANCE (FORFAIT) GUARANTEE PROGRAM • Promote LDC capital market development and generate U.S. exports. • \$15,000,000 LOP • Daniel Roberts, PRE/I (202)-647-9842 	<ul style="list-style-type: none"> • Guarantees 50% of promissory trade notes of LDC importers to finance U.S. exports. 	<ul style="list-style-type: none"> • Promotes U.S. exports through guaranteeing supplier credit.

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • LEASING GUARANTEE PROGRAM (Loan Portfolio Guarantees) • Promote lease financing for smaller businesses in developing countries. • \$10,000,000 LOP • Regional Investment Officers, PRE/II (202)-647-9842 	<ul style="list-style-type: none"> • Loan guarantees to leasing companies and other financial institutions involved in lease financing of capital equipment for small businesses in developing countries. 	<ul style="list-style-type: none"> • Promotes lease financing as a capital formation tool for small LDC businesses. A portion of the equipment may be manufactured in the U.S.
<ul style="list-style-type: none"> • ENVIRONMENTAL CREDIT PROGRAM • Promote environmentally sound commercial ventures. • \$5,000,000 LOP • Daniel Roberts, PRE/II (202)-647-9842 	<ul style="list-style-type: none"> • Provide loans and loan guarantees to selected environmentally-focused commercial ventures in developing countries. 	<ul style="list-style-type: none"> • May promote U.S. commercial ventures in developing countries that have a positive environmental and developmental impact. May promote transfer of U.S. technology.
<ul style="list-style-type: none"> • AGRIBUSINESS GUARANTEE PROGRAM • Promote U.S. agribusiness ventures in developing countries. • \$ NA • Regional Investment Officers, PRE/II (202)-647-9842 	<ul style="list-style-type: none"> • Provide loan guarantees to selected agribusiness ventures in developing countries for the purchase of U.S. goods and services. 	<ul style="list-style-type: none"> • Mobilizes local debt financing capital for LDC importers of U.S. agribusiness goods and services (e.g., farm equipment, seed, fertilizer).

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none">• FINANCIAL SECTOR DEVELOPMENT PROJECT (FSDP)• Promotes financial sector and capital market development in A.I.D. assisted countries.• \$4,223,000 LOP (not including mission buy-ins)• Sandra Frydman, PRE/EM (202)-647-7474	<ul style="list-style-type: none">• Provides technical assistance to developing countries to reform credit markets, strengthen banking systems, establish equity markets and equity-type mechanisms, and assess and facilitate policy and regulatory reforms.	<ul style="list-style-type: none">• Development of financial and capital markets in A.I.D. target countries creates opportunities for U.S. financial institutions and helps ensure availability of financing for U.S.-host country joint ventures.
<ul style="list-style-type: none">• PRIVATE ENTERPRISE DEVELOPMENT SUPPORT (PEDS)• Helps develop and strengthen the private sector in developing countries.• \$6,490,952 LOP (not including mission buy-ins)• Pat Lee, PRE/EM (202)-647-7474	<ul style="list-style-type: none">• Provides technical assistance and disseminates information on lessons learned in the field of private sector development, in particular commercial policy reform and investment promotion.	<ul style="list-style-type: none">• Technical assistance under PEDS has helped to improve the policy environment, including the overall investment climate, in target countries thereby laying the groundwork for increased trade and, potentially, increased U.S. investment in those countries.

PRIVATE SECTOR PROJECTS

PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none">• PRIVATIZATION AND DEVELOPMENT (P&D)• <i>Helps client countries develop and implement effective privatization strategies and programs.</i>• <i>\$5,764,128 LOP (not including mission buy-ins)</i>• <i>Penny Farley, PRE/EM (202)-647-7474</i>	<ul style="list-style-type: none">• <i>Provides technical assistance and training programs; performs feasibility studies and research in the field of privatization.</i>	<ul style="list-style-type: none">• <i>P&D emphasizes transactional technical assistance, that is, readying firms for sale to private investors or for private contract management. Many of these firms could be of interest to U.S. investors. The privatization program also helps to improve the overall policy and legal environment for other private enterprises and promotes U.S. business standards in areas of tax policy, accounting standards, and contract and legal practices.</i>
<ul style="list-style-type: none">• FINANCIAL SERVICES VOLUNTEER CORPS (FSVC)• <i>To improve the financial markets in the nations of the developing world and the emerging democracies of Central and Eastern Europe.</i>• <i>\$3,600,000 LOP</i>• <i>Rebecca Maestri, PRE/EM (202)-647-7474</i>	<ul style="list-style-type: none">• <i>Provides training, advisory services, and technical assistance to improve the functioning of domestic financial markets.</i>	<ul style="list-style-type: none">• <i>Supports free market economies in developing countries. Market driven systems create an economic environment that promotes U.S. trade.</i>

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • THE AGRIBUSINESS COUNCIL (ABC) • Aims to build and strengthen an emerging global network of agribusiness trade associations. • \$40,000 LOP • Russell Anderson, PRE/EM (202)-647-7474 	<ul style="list-style-type: none"> • Focuses on a network that links U.S. and middle income countries' (MICs) agribusiness interests, strengthens U.S./MIC business partnerships and forges long-run relationships between emerging agribusiness sectors in MICs and the U.S. 	<ul style="list-style-type: none"> • Improved agribusiness trade/development information and contacts from overseas counterpart associations in MICs are linked to U.S. agribusiness at state/local and corporate level via ABC programs/reports. U.S. business uses counterpart associations as focal points in MICs.
<ul style="list-style-type: none"> • INTERNATIONAL DEVELOPMENT LAW INSTITUTE (IDLI) • Provides support for programs which upgrade skills of developing country legal personnel and processes. • \$350,000 LOP • Russell Anderson, PRE/EM (202)-647-7474 	<ul style="list-style-type: none"> • Offers training in Rome in international contract negotiation, deal making, domestic company law, capital market regulations, the banking sector, and in law reform topics related to economic development. 	<ul style="list-style-type: none"> • Legal and regulatory reform are important to the private sector since clear, simple laws help create a stable business climate suitable to U.S. business sector participation.
<ul style="list-style-type: none"> • INTERNATIONAL EXECUTIVE SERVICE CORPS (IESC) CORE GRANT • Improves the capabilities of private businesses in developing countries in production technology, quality control, marketing and management. • \$20,000,000 LOP • Penny Farley, PRE/EM (202)-647-7474 	<ul style="list-style-type: none"> • Under separate EUR/RME grants, IESC uses a network of over 12,000 volunteers to contribute technical and management assistance to host country private enterprises and those undergoing privatization in Central and Eastern Europe and Baltic States. IESC is prepared to extend services to NIS. 	<ul style="list-style-type: none"> • IESC technical assistance programs promote direct links with U.S. firms through contacts with retired volunteers; these contacts lead to opportunities for increased trade and investment with IESC target countries.

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BUREAU FOR RESEARCH AND DEVELOPMENT

PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • INTERNATIONAL FERTILIZER DEVELOPMENT CENTER • <i>Help LDC's improve soil nutrient production and use.</i> • \$74,400,000 LOP • <i>John Malcolm, R&D/AGR/RNR (703)-875-4328</i> 	<ul style="list-style-type: none"> • <i>Technical assistance to LDC's and to U.S. companies.</i> 	<ul style="list-style-type: none"> • <i>LDC's purchase fertilizer, plants & equipment from U.S. firms.</i>
<ul style="list-style-type: none"> • AGRICULTURAL POLICY ANALYSIS • <i>Provide analysis to help LDC's formulate sound economic policies.</i> • \$17,400,000 LOP • <i>Francesca Nelson, R&D/AGR/EPSA (703)-875-4015</i> 	<ul style="list-style-type: none"> • <i>Research and technical assistance to identify key economic policy problems and develop strategies to correct them.</i> 	<ul style="list-style-type: none"> • <i>Identifies economic policy constraints in LDC's which affect U.S. agribusiness' ability to invest in and export to LDC's.</i>
<ul style="list-style-type: none"> • IMPROVED BIOLOGICAL NITROGEN FIXATION (BNF) THROUGH BIOTECHNOLOGY • <i>Promotes use of leguminous plants to increase protein foods and biological nitrogen as an alternative to chemical nitrogen.</i> • \$5,400,000 LOP • <i>Charles Sioger, R&D/AGR/RNR (703)-875-4173</i> 	<ul style="list-style-type: none"> • <i>Focuses on research, development and technical assistance in BNF. Encourages low input technology for agriculture and forestry.</i> 	<ul style="list-style-type: none"> • <i>Provides improved products and production technologies. Identifies joint ventures between U.S. and LDC companies.</i>

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PRIVATE SECTOR PROJECTS

PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • INTERNATIONAL BENCHMARK SITES NETWORK FOR AGROTECHNOLOGY TRANSFER • <i>Develops a methodology for decision makers to evaluate problems and potential of various options for sustainable agriculture.</i> • \$9,100,000 LOP • <i>Tejpal Gill, R&D/AGR/RNR (703)-875-4307</i> 	<ul style="list-style-type: none"> • <i>Focus is on research, development and technical assistance in computerized "decision support system" for predicting outcomes of alternative strategies in agriculture and natural resources.</i> 	<ul style="list-style-type: none"> • <i>Training and software provided to agribusinesses by U.S. firms.</i>
<ul style="list-style-type: none"> • REPRODUCTIVE STUDIES OF MILKFISH • <i>Develops techniques for maturation and spawning inducement of milkfish and other marine fish species.</i> • \$10,900,000 LOP • <i>Lamarr Trott, R&D/AGR/RNR (703)-875-4098</i> 	<ul style="list-style-type: none"> • <i>Conducts research and transfers developed technologies to LDC's and to U.S. fish farmers in the Pacific Islands.</i> 	<ul style="list-style-type: none"> • <i>Directly supports U.S. private research institute; will eventually assist U.S. aquaculture industry through more efficient methods.</i>
<ul style="list-style-type: none"> • SORGHUM/MILLET (CRSP)- Collaborative Research Support Systems. • <i>Research on new varieties with resistance to disease and other stresses.</i> • \$48,500,000 LOP • <i>Robert Schaffert, R&D/AGR/AP (703)-875-4320</i> 	<ul style="list-style-type: none"> • <i>Conduct research and transfer new technologies to LDC's and U.S. farmers.</i> 	<ul style="list-style-type: none"> • <i>Technology used by U.S. industry and farmers. Hybrids developed in the Sudan released to private U.S. seed companies are expected to have a far-reaching impact on sorghum productivity in drought-prone regions of Texas, Kansas, and Nebraska.</i>

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none">• BEAN/COWPEA (CRSP)- Collaborative Research Support Systems.• <i>Research on new varieties with resistance to disease and other stresses.</i>• \$33,700,000 LOP• <i>Harvey Horik, R&D/AGR/AP (703)-875-4304</i>	<ul style="list-style-type: none">• <i>Conduct research and transfer new technologies to LDC's and U.S. farmers.</i>	<ul style="list-style-type: none">• <i>U.S. farmers and businesses use the technology developed. (1) Gerber Foods® in Costa Rica is working with the CRSP to develop a bean-based weaning food. Could apply the technology in its Michigan plant. (2) Bush Brothers, a major U.S. cowpea processor, is interested in adopting a solar heater developed in West Africa to reduce weevil infestation. (3) Tanzanian bean varieties resistant to the common mosaic virus are being used in U.S. breeding programs to safeguard the \$20 million U.S. bean industry.</i>
<ul style="list-style-type: none">• AGRICULTURAL BIOTECHNOLOGY FOR SUSTAINABLE PRODUCTIVITY• <i>Mutually enhance U.S. and LDC institutional capacity for the use and management of biotechnology research to produce improved environmentally compatible germplasm.</i>• \$6,000,000 LOP• <i>Joel I. Cohen, R&D/AGR/AP (703)-875-4219</i>	<ul style="list-style-type: none">• <i>Provides matching grants for joint research, product development, protection of intellectual property rights and commercialization of inventions with the U.S. private for-profit sector.</i>	<ul style="list-style-type: none">• <i>DNAP Plant Technologies, Inc., received \$750,000 for partnership with private firm in Costa Rica for production of improved tropical food crops. Garst Seed Company received \$630,000 for development with Indonesian partners of insect-resistant maize for commercial sale and production.</i>

PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • IMPROVED ROOT AND TUBER CROPS FOR AFRICA • Production of disease-free sweet potato germplasm for distribution in Africa. • \$135,000 LOP • Joel I. Cohen, R&D/AGR/AP (703)-875-4219 	<ul style="list-style-type: none"> • Provides matching grant to Monsanto for development of biotechnology-derived plant material for Africa. 	<ul style="list-style-type: none"> • Benefits Monsanto by developing scientific capacity in Kenya for advanced technologies, use of proprietary expression vectors and opening operations with African countries.
<ul style="list-style-type: none"> • IMPROVED ANIMAL VACCINES THROUGH BIOTECHNOLOGY • Production of improved animal vaccines and diagnostic kits for anaplasmosis and babesiosis. • \$5,000,000 LOP • Joel I. Cohen, R&D/AGR/AP (703)-875-4219 	<ul style="list-style-type: none"> • Biotechnological inventions filed for patent by contracting universities from which domestic applications will be undertaken in partnership with commercial pharmaceutical companies. 	<ul style="list-style-type: none"> • University of Florida is currently engaging in joint venture negotiations with a number of private companies regarding production of diagnostic kits and, eventually, improved vaccines.
<ul style="list-style-type: none"> • SPRING X WINTER WHEAT • Enhance germplasm of winter wheat. • \$6,900,000 LOP • Frank Mertens, R&D/AGR/AP (703)-875-4245 	<ul style="list-style-type: none"> • Plant Breeding 	<ul style="list-style-type: none"> • Plant material with beneficial genes for resistance to diseases, cold tolerance yields etc. received through this project were used to develop new wheat varieties for the North Western States in the U.S.
<ul style="list-style-type: none"> • POSTHARVEST GRAIN SYSTEM • Reduce postharvest losses of grains and legumes. • \$5,600,000 LOP • Frank Mertens, R&D/AGR/AP (703)-875-4245 	<ul style="list-style-type: none"> • Technical assistance and Training. 	<ul style="list-style-type: none"> • Sales of U.S. equipment in the amount of \$5.5 million. Provided sales leads to U.S. equipment manufacturers.

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none">• SOYBEAN UTILIZATION• Develop methods to utilize soybeans for food.• \$6,500,000 LOP• Frank Mertens, R&D/AGR/AP (703)-875-4245	<ul style="list-style-type: none">• <i>Technical assistance and Training.</i>	<ul style="list-style-type: none">• <i>Extrusion/expeller method developed by the project is being used by four plants in the U.S. Potential for sale of numerous U.S. expellers and U.S. soybeans overseas using the new food processing method.</i>
<ul style="list-style-type: none">• R & D OF IMPROVED SEED PRODUCTION/UTILIZATION• Improve seed technology for LDC's.• \$5,600,000 LOP• Frank Mertens, R&D/AGR/AP (703)-875-4245	<ul style="list-style-type: none">• <i>Seed Technology</i>	<ul style="list-style-type: none">• <i>Sales of equipment approximating \$50-\$100 million over 30 years. Results include contracts for U.S. companies in 8-10 countries. Developed seed storage and drying methods applicable in the U.S.</i>
<ul style="list-style-type: none">• POND DYNAMICS CRSP• Improve aquaculture technology for LDC's and U.S.• \$12,100,000 LOP• Lamarr Trott, R&D/AGR/RNR (703)-875-4098	<ul style="list-style-type: none">• <i>Collaborative research in the U.S. and LDC's and transfer of technology.</i>	<ul style="list-style-type: none">• <i>Sustainable inputs such as green grass and compost have been used to produce tilapia at the highest rates ever achieved (11,000 kg. fish per hectare per year) without expensive feed supplements. This technique will have immediate application in California and Idaho, where fish farmers are investing heavily in tilapia ventures.</i>

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none">• SMALL RUMINANT CRSP• <i>Research to improve productivity of small ruminants.</i>• \$53,400,000 LOP• <i>Joyce Turk, R&D/AGR/AP</i> <i>(703)-875-4081</i>	<ul style="list-style-type: none">• <i>Collaborative research and technology transfer in U.S. and LDC's.</i>	<ul style="list-style-type: none">• <i>U.S. small ruminant industries have benefited from research in sheep production on rangelands, the nutrition and feeding of llamas, forage production, and genetic resistance to internal parasites. For example, parasite resistance in sheep could save producers up to \$39 million per year. The studies have led to methods for controlling and perhaps eradicating the virus in U.S. herds.</i>
<ul style="list-style-type: none">• U.S. TELECOMMUNICATIONS TRAINING INSTITUTE (USTTI)• <i>To provide opportunities for specialists from LDC's to obtain state-of-the-art training in telecommunications engineering, management, applications.</i>• \$1,100,000 LOP• <i>Frank Method, R&D/ED</i> <i>(703)-875-4221</i>	<ul style="list-style-type: none">• <i>Short-course training for telecommunications specialists from developing countries on state-of-the-art technologies, applications, telecommunications management, and regulations.</i>	<ul style="list-style-type: none">• <i>Familiarity by U.S. firms with leading telecommunications specialists and their concerns. The trade benefits are difficult to quantify, but are undoubtedly hundreds of multiples of the A.I.D. investment in USTTI.</i>

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none"> • RENEWABLE ENERGY APPLICATIONS AND TRAINING (REAT) • <i>To catalyze replicable and sustainable investments in renewable energy technologies that in turn can meet important rural and urban needs.</i> • \$10,000,000 LOP • Ross Pumfrey, R&D/EI (703)-875-4694 	<ul style="list-style-type: none"> • <i>The project includes: policy, research, and institutional development; technical assistance to A.I.D. field missions; and education, training, and information dissemination.</i> 	<ul style="list-style-type: none"> • <i>The participation of U.S. renewable energy industries is leveraged for exports, joint ventures, and investments to address the energy and environmental needs of developing countries.</i>
<ul style="list-style-type: none"> • ENERGY POLICY DEVELOPMENT AND CONSERVATION PROJECT (EPDAC) • <i>To achieve measurable improvements in the technical, financial, and managerial performance of energy systems and institutions.</i> • \$31,799,000 LOP • Alberto J. Sabadell, R&D/EI (703)-875-4056 • Samuel Schweitzer, R&D/EI (703)-875-4072 	<ul style="list-style-type: none"> • <i>Project provides technical assistance to develop and introduce policies, R&D approaches and investment strategies that relieve current energy and power problems.</i> 	<ul style="list-style-type: none"> • <i>U.S. companies are provided with: information on joint venture opportunities; business contacts and referrals within the U.S. government, foreign governments, and other companies; and free customized business advisory services.</i>

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none">• PRIVATE SECTOR ENERGY DEVELOPMENT (PSED)• <i>To promote private participation in the energy sectors of developing countries.</i>• \$21,772,000 LOP• <i>Samuel Schweitzer, R&D/EI (703)-875-4072</i>	<ul style="list-style-type: none">• <i>Technical assistance, information dissemination and project development activities to governments, utilities and private sector developers.</i>	<ul style="list-style-type: none">• <i>Developing legislation favorable to U.S. private investment. Supporting U.S. project sponsors through The Private Sector Energy Development Feasibility Study Fund (Fund) to encourage investors, developers and providers of technology, services, materials and equipment in tapping resources previously unavailable.</i>
<ul style="list-style-type: none">• BIOMASS ENERGY SYSTEMS AND TECHNOLOGY (BEST)• <i>To foster adaptation and use of biomass energy technology to supply economical electric power.</i>• \$15,000,000 LOP• <i>Ross Pumfrey, R&D/EI (703)-875-4694</i>	<ul style="list-style-type: none">• <i>Evaluation of potential for biomass energy production and identification of facility investment opportunities through country-wide assessments. Supply technical assistance on biomass energy to institutions charged with planning for energy supply and distribution.</i>	<ul style="list-style-type: none">• <i>Development of export and investment opportunities for U.S. manufacturers of biomass energy technologies. Biomass technologies provide opportunities for investors, in the U.S. as well as A.I.D.- assisted countries, in private sector independent electric power generation.</i>
<ul style="list-style-type: none">• ENERGY TECHNOLOGY INNOVATION PROJECT (ETIP)• <i>ETIP assists developing countries implement innovative energy technologies and methodologies.</i>• \$20,000,000 LOP• <i>Samuel Schweitzer, R&D/EI (703)-875-4072</i>	<ul style="list-style-type: none">• <i>Technical assistance to developing country governments and utilities. Support for trade missions involving U.S. firms.</i>	<ul style="list-style-type: none">• <i>Development of export and investment opportunities for U.S. firms. Over \$300 million of new business for U.S. firms is expected as a result of one recent trade mission to Thailand, Indonesia, and Singapore.</i>

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PRIVATE SECTOR PROJECTS

PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none">• CONTRACEPTIVE SOCIAL MARKETING II• <i>To increase the availability and use of contraceptives among low and middle income groups using commercial marketing and distribution techniques.</i>• \$32,988,000 LOP• <i>C. Cromer, R&D/POP/FPSD (703)-875-4484</i>	<ul style="list-style-type: none">• <i>Utilizes the techniques and resources of commercial enterprises to increase the availability and use of contraceptives.</i>	<ul style="list-style-type: none">• <i>Assists U.S. contraceptive manufacturers by expanding the market for contraceptives in certain countries.</i>
<ul style="list-style-type: none">• INNOVATIVE SCIENTIFIC RESEARCH II• <i>To encourage the expansion of innovative scientific research in support of priority problems in development, and to strengthen research capabilities in LDC's.</i>• \$49,000,000 LOP• <i>Miloslav Rechcigl, R&D/IR (703)-875-4444</i>	<ul style="list-style-type: none">• <i>Funds scientific research grants to LDC institutions; provides career development grants to young LDC scientists; and funds the AAAS Science, Engineering, and Diplomacy Fellowship Program, which provides young professionals with experience in U.S. Government agencies.</i>	<ul style="list-style-type: none">• <i>Promotes the development of innovative technologies in areas such as health, agriculture, chemistry, energy production, environmental protection, and engineering. Provides the technological basis for the application and commercialization of such improvements.</i>

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none">• APPLYING SCIENCE AND TECHNOLOGY TO DEVELOPMENT• To provide technical support in the monitoring and evaluation of the research grants awarded.• \$12,500,000 LOP• John Daly, R&D/R (703)-875-4444	<ul style="list-style-type: none">• Organizes networking meetings to assist grantees in the completion and dissemination of their research efforts; sponsors grantee site visits and reviews progress reports in the monitoring of ongoing research.	<ul style="list-style-type: none">• Published research reports and networking systems provide information to U.S. industries in such areas as: agriculture, biotechnology, and micro-computers.
<ul style="list-style-type: none">• ENTREPRENEURS INTERNATIONAL (EI)• To provide technical assistance, management training and networking opportunities for small business entrepreneurs from developing countries.• \$ NA• Robert Gourlay, R&D/OIT/PP (703)-875-4258	<ul style="list-style-type: none">• Small and medium company entrepreneurs are matched with counterpart U.S. businesses for on-the-job training experiences in the U.S. Often the entrepreneur is scheduled to attend a trade show as part of the training experience.	<ul style="list-style-type: none">• Provide opportunities for U.S. businesses to enter into agreements as trading partners or suppliers of goods and services to their developing country counterpart. Since 1987, 277 individuals from 49 countries have had contact with 1,033 U.S. firms in 45 states and D.C., and have ordered \$2 million in U.S. goods and services. This means that U.S. investment has resulted in an average return of \$7,200 per person.

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PRIVATE SECTOR PROJECTS		
PROJECTS	ACTIVITIES	BENEFITS
<ul style="list-style-type: none">• FOOD TECHNOLOGY AND ENTERPRISE FOR DEVELOPMENT (SUSTAIN PROGRAM)• <i>To increase or adapt existing food processing and marketing technologies to improve the nutritional quality, safety and affordability of foods consumed by malnourished poor women and children.</i>• \$10,000,000 LOP• John Bowman, R&D/N (703)-875-4030	<ul style="list-style-type: none">• <i>SUSTAIN provides short-term, voluntary technical assistance to food processing businesses and institutions engaged in improving local food systems in developing countries.</i>	<ul style="list-style-type: none">• <i>SUSTAIN helps improve the safety and quality of local food systems, which in turn helps to improve the opportunities for U.S. food processing firms operating overseas. SUSTAIN also identifies potential joint venture opportunities in the course of providing technical assistance to missions.</i>

ANNEX: EXAMPLES OF U.S. BUSINESS PARTICIPATION IN A.I.D. PROGRAMS

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POLICY REFORM AND INSTITUTION STRENGTHENING

- ◆ *An IMF/World Bank and A.I.D. economic liberalization program with particular emphasis on trade liberalization has attracted a number of U.S. businesses to India. For example, General Motors, Ford, IBM, Sun Microsystem, General Foods, Pepsi Cola and Coca Cola have all entered the Indian market.*
- ◆ *A.I.D.'s work on policy reform and export promotion in Uganda has led to an increase in vanilla production under a joint effort between Ugandan producers and McCormick's®. The result has been that farmers' income from vanilla beans more than quadrupled between 1989 and 1991, and McCormick's has found a new source of vanilla beans which they say could eventually rival the best in the world--Madagascar.*
- ◆ *In Cameroon, A.I.D. encouraged reforms aimed at liberalizing the import and distribution of fertilizers. The results have been increased opportunities for U.S. fertilizer sales to Cameroon.*

TRADE AND INVESTMENT PROMOTION

- ◆ *A.I.D., in a joint venture with the Government of Indonesia, assisted AT&T in the acquisition of a contract worth \$60,000,000 million. In addition to direct trade benefits to a strategic U.S. industry, the telecommunications contract will yield an estimated \$390,000,000 million in follow-on exports by the year 2004.*
- ◆ *A.I.D. facilitated a joint venture between a U.S. battery manufacturer and a Turkish firm. The joint venture will manufacture solar powered batteries.*
- ◆ *A.I.D. facilitated the sale of a U.S. licensing agreement to a Guatemalan mattress manufacturer.*
- ◆ *An A.I.D. loan to the Thailand Livestock Meat Processing Company financed the purchase of \$2.4 million of new meat processing equipment in the United States.*

- ◆ *An A.I.D. guarantee was committed to the Far East Bank and Trust Company in the Philippines to be principally utilized for borrowers to purchase U.S. goods and services.*
- ◆ *The A.I.D. forfait guarantee program has been utilized by General Electric Medical Systems to export cat-scan medical equipment to Bolivia.*
- ◆ *A \$1 million A.I.D. loan to Seylan Bank in Sri Lanka will result in the purchase of U.S. computer equipment and ATM (Automatic Teller Machines) technology.*
- ◆ *In partnership with Wyeth, a U.S. pharmaceutical company, A.I.D. has expanded the market for oral contraceptives in the Philippines, Turkey, Morocco and Brazil.*
- ◆ *An A.I.D. grant to Energy Concepts Co., a Maryland firm, resulted in the production of a solar ice maker/refrigerator for use in developing countries where electrical refrigeration is either not available or prohibitively expensive. The technology involved, as well as the invention itself, has commercially benefited not only Energy Concepts, but also larger American companies in the fields of refrigeration, solar energy and others.*
- ◆ *A.I.D. is co-sponsoring with OPIC trade and investment missions to Africa. The last two missions (one to Southern Africa and one to East Africa) have included 51 U.S. companies; there have been 11 commitments to invest since the missions, representing some \$80 million in investments.*

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TECHNOLOGY DEVELOPMENT

- ◆ *Sorghum hybrids developed in the Sudan released to private U.S. seed companies are expected to have a far-reaching impact on sorghum productivity in drought-prone regions of Texas, Kansas, and Nebraska.*
- ◆ *Bush Brothers, a major U.S. cowpea processor, is interested in adopting a solar heater developed in West Africa under the Bean/Cowpea, Collaborative Research Support Systems (CRSP), to reduce weevil infestation.*
- ◆ *Tanzanian bean varieties developed under the Bean/Cowpea CRSP and resistant to the common mosaic virus are being used in U.S. breeding programs to safeguard the \$20 million U.S. bean industry.*

- ◆ *Under the Pond Dynamics CRSP sustainable inputs such as green grass and compost have been used to produce tilapia at the highest rates ever achieved (11,000 kg. fish per hectare per year) without expensive feed supplements. This technique will have immediate application in California and Idaho, where fish farmers are investing heavily in tilapia ventures.*
- ◆ *Plant material with beneficial genes for resistance to diseases, cold tolerance yields etc. received through the Spring X Winter Wheat project were used to develop new wheat varieties for the northwestern states in the U.S.*

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FINANCIAL SECTOR DEVELOPMENT

- ◆ *Through its initial \$3 million guarantee to AlphaGraphics, Inc., a U.S. quick print/copying franchisor, A.I.D. embarked on a new program to promote the establishment of U.S. franchises in the developing world. This program has the possibility of affording major benefits to developing country entrepreneurs as well as U.S. franchisors.*
- ◆ *In an attempt to develop ways to increase liquidity in LDC financial sectors, A.I.D. has developed a resource mobilization facility. Under this facility, a guarantee was established with ALICO/Jamaica, a branch of ALICO, a U.S. insurance company. The guarantee protects ALICO/Jamaica from loss if it makes funds available to local banks for small business lending.*

SMALL BUSINESS DEVELOPMENT

- ◆ *A.I.D. has extended a \$3 million loan to Cultural Survival, Inc., a U.S. non-profit human rights organization whose primary objective is to aid indigenous people who inhabit some of the world's most threatened eco-systems. Part of this mission is to assist these people in finding and developing sources of income that will not destroy either the environment or their resource base. The A.I.D. loan provides working capital to assist Cultural Survival in purchasing inventory of non-timber raw materials (e.g. nuts) harvested in the rain forests by local inhabitants for resale on international markets. A direct result of this environmentally attractive activity is assistance to small entrepreneurs.*
- ◆ *Through a \$2.4 million loan to the Environmentally Enterprises Assistance, a U.S. affiliate of Winrock International, A.I.D. is supporting an investment program in renewable energy private sector ventures. It is expected that these ventures will be primarily with small businesses.*

- ◆ *SUSTAIN assessed the potential of several small private companies in Nigeria to manufacture low-cost weaning food. The request was referred to a small U.S. food technology firm to address their long-term assistance needs.*
- ◆ *Through a \$3 million dollar loan to ACCION International, a U.S. non-profit organization, A.I.D. assists ACCION in the expansion of its micro-enterprise lending program in Latin America.*
- ◆ *USAID/Senegal's Community and Enterprise Development Credit Program is now providing 100 loans a month, average loan size \$3000, with a recovery rate of 98 percent, and an interest rate that is allowing it to cover its operating costs. A.I.D. is financing a \$10 million contract for an American NGO, New Transcentury, to provide technical assistance.*

PRIVATIZATION

- ◆ *As a result of deregulation of airline services in Nepal, there are now 3 private sector companies offering passenger and cargo services. A.I.D. has provided a U.S. expert to offer technical assistance to the new companies and is also actively exploring opportunities for the sale of used U.S. equipment to them.*

CAPITAL PROJECTS

- ◆ *Through an A.I.D./Eximbank program, \$46 million in A.I.D. grant funds will be provided for the procurement of U.S. technical services, technology and equipment in order to expand the power generation capabilities in Pakistan.*
- ◆ *In 1990, A.I.D. and Eximbank agreed to combine resources to provide financing to help AT&T - U.S. secure a \$60 million contract from the Government of Indonesia. In addition to the direct trade benefits, the telecommunications project will yield an estimated \$390 million in follow-on exports by the year 2004.*
- ◆ *Upjohn Pharmaceutical has increased sales of the contraceptive, Depoprovera, in Indonesia as a result of their participation in the A.I.D. supported Blue Circle Social Marketing Program.*

- ◆ *Through an A.I.D. grant to the University of Delaware, a collaboration with the University of the West Indies produced a desalination system for seawater called the DELBUOY. This was also an experiment by the International Science and Technology Institute as a test case for setting up a small company that commercializes research for developing countries.*

COMMODITY IMPORT PROGRAM

- ◆ *The A.I.D. Commodity Import Program (CIP) in Zimbabwe in 1983-1987 enabled a major U.S. manufacturer of agricultural and heavy construction equipment, to sell \$16 million in machines and spare parts. This activity helped the firm establish a dealership/distributorship strong enough to have successfully endured 4 years after the end of the CIP.*
- ◆ *The A.I.D. CIP in Pakistan provided the opportunity for a major manufacturer to supply over \$20 million worth of large diesel generator sets and to build a dealership that is their largest in the world for these particular generator sets. The company now enjoys an established presence which puts them in an excellent position to confront Japanese and Finnish competition.*
- ◆ *Under the CIP in Egypt, two major U.S. manufacturers have been supplying \$10 million/year in heavy equipment and spare parts for land reclamation for the past 10 years.*
- ◆ *In the early 1980's, the A.I.D. CIP provided entry into the Egyptian market for a major U.S. manufacturer of medium and heavy duty trucks and truck parts. A dealership/distributorship was established and has continued to participate in the CIP during the past 10 years with total sales of about \$15 million. More importantly, however, this dealer's presence in Egypt enabled it to successfully compete for and win non-A.I.D. contracts to supply over \$75 million worth of trucks to other sectors in ensuing years.*
- ◆ *The CIP in Egypt enabled a U.S. lumber supplier to enter the Egyptian market for the first time. A cyclical shortage of furniture-grade lumber from the traditional source, Northern Europe, coincided with the devastation of Hurricane Hugo which felled a number of high grade trees. The CIP was able to take advantage of the opportunity and \$6 million worth of lumber was financed providing U.S. suppliers a permanent entry into the Egyptian market.*
- ◆ *In response to a request from Alimentos Kern in Guatemala for equipment to produce pineapple concentrate, Custom Food Machinery in the U.S. and Sunglo Food Products in Belize offered to provide technical assistance and appropriate agriculture equipment from the U.S.*