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UNCLASSIFIED

UNITED STATES INTERNATIONAL DEVELOPMENT COOPERATION AGENCY
AGENCY FOR INTERNATIONAL DEVELOPMENT
Washington, D. C. 20523

ROCAP

PROJECT PAPER

PRIVATE SECTOR INITIATIVES
AMENDMENT NUMBER 3

AID/LAC/P-725
CR-626 (Amends. 1&2)

PROJECT NUMBER: 596-0149

UNCLASSIFIED

PROJECT DATA SHEET

1. TRANSACTION CODE

C
A = Add
C = Change
D = Delete

Amendment Number
3

DOCUMENT CODE
3

2. COUNTRY/ENTITY
Central America/ROCAP

3. PROJECT NUMBER
596-0149

4. BUREAU/OFFICE

Latin America/Caribbean

05

5. PROJECT TITLE (maximum 40 characters)

Private Sector Initiatives

6. PROJECT ASSISTANCE COMPLETION DATE (PACD)

MM DD YY
11 23 1992

7. ESTIMATED DATE OF OBLIGATION
(Under 'B.' below, enter 1, 2, 3, or 4)

A. Initial FY 89

B. Quarter

C. Final FY 92

8. COSTS (\$000 OR EQUIVALENT \$1 =)

A. FUNDING SOURCE	FIRST FY 89			LIFE OF PROJECT		
	B. FX	C. L/C	D. Total	E. FX	F. L/C	G. Total
AID Appropriated Total						
(Grant)	(318)	(338)	(656)	(2028)	(1332)	(3360)
(Loan)	()	()	()	()	()	()
Other U.S.						
1.						
2.						
Host Country						
Other Donor(s)	31	18	49	843	562	1405
TOTALS	349	356	705	2871	1894	4765

9. SCHEDULE OF AID FUNDING (\$000)

A. APPROPRIATION	B. PRIMARY PURPOSE CODE	C. PRIMARY TECH. CODE		D. OBLIGATIONS TO DATE		E. AMOUNT APPROVED THIS ACTION		F. LIFE OF PROJECT	
		1. Grant	2. Loan	1. Grant	2. Loan	1. Grant	2. Loan	1. Grant	2. Loan
(1) PSEE	663	840		2380		180		2560	
(2) ARDN		840		600		200		800	
(3)									
(4)									
TOTALS				2980		380		3360	

10. SECONDARY TECHNICAL CODES (maximum 6 codes of 3 positions each)

820

874

11. SECONDARY PURPOSE CODE
730

12. SPECIAL CONCERNS CODES (maximum 7 codes of 4 positions each)

A. Code

DEL

B. Amount

100%

13. PROJECT PURPOSE (maximum 480 characters)

To strengthen the Central American Private Sector's capacity to influence the direction of socio-economic development in the region, and to increase the knowledge and participation of the Private Sector in the development process.

14. SCHEDULED EVALUATIONS

Interim MM YY MM YY Final MM YY
06 91 03 92 03 92

15. SOURCE/ORIGIN OF GOODS AND SERVICES

000 941 Local Other (Specify) Cooperative Agreement

16. AMENDMENTS/NATURE OF CHANGE PROPOSED (This is page 1 of a page PP Amendment.)

The objective of this amendment to the Private Sector Initiatives Project is to extend the LOP four months to December 31, 1992, providing resources to allow FEDEPRICAP to adapt its planning to ROCAP strategies, and to restructure itself to achieve sustainability. I certify that the methods of payment and audit plan of FEDEPRICAP are in compliance with compliance with the Payment Verification Policy.

Gary Byllesby, CONT

17. APPROVED BY

Signature
Irenemaree Castillo
Regional Director

Date Signed
MM DD YY
015 11 92

18. DATE DOCUMENT RECEIVED IN AID/W, OR FOR AID/W DOCUMENTS, DATE OF DISTRIBUTION

MM DD YY

PROJECT AUTHORIZATION
Amendment Number 3

Name of Countries: Central America & Panama (ROCAP)
Name of Project: Private Sector Initiatives
Number of Project: 596-0149

1. Pursuant to Section 103 and 106 of the Foreign Assistance Act of 1961, as amended, the Private Sector Initiatives Project was authorized on February 27, 1989 and amended September 26, 1989 and April 11, 1990. The authorization is hereby further amended as follows:

a. Paragraph 1 of the Authorization is deleted in its entirety, and the following substituted in lieu thereof:

"Pursuant to Sections 103 and 106 of the Foreign Assistance Act of 1961, as amended, I hereby authorize the Private Sector Initiatives Project with the Federación de Entidades Privadas de Centro América y Panamá ("FEDEPRICAP"), involving planned obligations not to exceed Three Million Three Hundred and Sixty Thousand United States Dollars (US\$ 3,360,000) in grant funds ("Grant") over a three year ten month period from date of authorization subject to the availability of funds in accordance with the A.I.D. OYB/allotment process, to help in financing foreign exchange and local currency costs for the project. The planned life of project is three years ten months from the date of initial obligation."

2. The authorization cited above remains in force except as hereby amended.



Irenemaree Castillo
Regional Director
Regional Office for Central American Programs

5.11.92

Date

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I. Overview of FEDEPRICAP

A. Goals

The FEDEPRICAP founding charter calls for the broadest goals, e.g., developing and defending the free enterprise system, contributing to the economic and social development of the region by strengthening the private sector, ensuring that the public and private sectors join efforts in moving in the same direction. These goals have been reshaped and refocused over the four years of the entity's existence, principally through (a) dialogue and understandings among the membership, especially during the annual meetings of the General Assembly and the Annual Strategy Planning Session, and (b) the 1989 Cooperative Agreement with ROCAP, as amended, which spells out the nature of AID support and the areas expected to be treated.

The most recent annual meeting, held in San Jose, Costa Rica in November 1991, specifically (a) affirmed the membership's support for FEDEPRICAP, recognizing that it serves a unique role as the broadest-based representative of the business community on a regional level, and (b) reaffirmed its role in strengthening regional integration by promoting the free flow of capital, labor, goods, and services internally, as well as promoting integration of extra-regional actions.

Throughout this and earlier meetings, the membership expressed its intent that FEDEPRICAP's leadership should in effect play a greater advocacy role on the membership's behalf, drawing upon the membership's strengths while becoming more fully attuned to its needs. The membership cited as a principal weakness the deficiencies in intrasystem communications, aggravating the disparities among members on regional issues. The purpose of this amendment will be to give FEDEPRICAP the additional time it needs to adapt to changing regional needs for greater economic openness in trade and investment, discussed below, as well as to membership requirements.

II. Initial Relationship with ROCAP

A. The Cooperative Agreement and its Amendments

On February 27, 1989, ROCAP and FEDEPRICAP signed a Cooperative Agreement (No. 596-0149-A-00-9278-00) designed to "strengthen the Central American private sector's capacity to influence the direction of socio-economic development in the region, and to increase the knowledge and participation of the private sector in the development process". The Agreement tasked FEDEPRICAP to focus on three project components:

- 1) transportation,
- 2) capital mobilization, and
- 3) trade.

Implementation of each project component was to depend on four task areas constituting the set of services FEDEPRICAP would provide to its members: (1) conduct policy analysis on specific issues related to transportation, finance, and trade and tariffs; (2) coordinate and facilitate negotiation of conflicts between government and business on selected issues affecting regional development and among productive sectors, labor, and management; (3) act as the Central American umbrella representative of the private sector, representing regional private sector interests and concerns before national governments in Central America and elsewhere; and (4) provide its members with timely, accurate, and complete information--non-duplicative of existing information provided by member organizations.

The Agreement was amended seven times, of which the first and the fifth (the latter in 1990) comprised the most substantive, by enriching the diversity of the major components and defining added sub-components.

Within the transportation component these areas were to include (1) the revision and modernization of port tariffs, (2) assistance to the export transport users associations, and (3) treating the problem of illicit drug introduction into legitimate export shipments from Central America.

Within the trade and tariff component activities were to include (1) regional trade and development strategy review, (2) the conduct of detailed in-country industrial sector analysis focusing, among other areas, on the metal mechanical, plastics, and electronics sub-components, and (3) consolidation of linkages with other donors to undertake workshops and studies; e.g., with IDB on GATT and UNDP on trade matters.

In capital market development activities would include technical assistance (1) in helping strengthen national capital markets in Honduras and develop the market for Salvador, (2) for national stock exchanges to become more uniformly structured in order to eventually form a regional market, and (3) in undertaking studies on the potential role of small investors enhanced participation in securities markets.

With regard to information systems, the amendments provided limited resources for computer hardware, software, and training to member organizations to be used principally for regional information links.

A Women in Development (WID) sub-component was also created to underwrite studies and undertake training courses to develop female leadership partly through funding from a separate ROCAP project; this project also partly served to fund another new sub-component in support of regional private university efforts to create a regional Federation. Finally, a third sub-component was established to assist the national Jr.

Achievement Programs work on a regional basis.

B. The 1991 Evaluation

By mid-1991 it was evident that FEDEPRICAP had established itself with success as the voice of the private sector in the isthmus, but it needed to make adjustments in light of growing evidence that it was overextending itself beyond the limits of existing staff and in some instances exceeding the intent of the membership. A ROCAP evaluation of May, 1991, underscored the need to concentrate on a narrower range of activities and to give greater attention to member needs and services. FEDEPRICAP was and remains a successful entity, going through a transitional period from a self-promotional initial phase to a more established, consolidated one.

The evaluation supported continuing work in trade, tariffs and integration, but recommended focusing more sharply on establishing a voice and presence in the Enterprise for Americas Initiative and complementing regional organizations such as INCAE, SIECA, and FECAICA.

In transport, it supported a revitalized Transport Technical Committee to assist shippers councils, encourage them to undertake much of the work now done by the entity, encourage FEDEPRICAP to work more through other agencies and to act as a supervisor rather than an executor on transportation matters. With regard to capital mobilization, the evaluation recommended that FEDEPRICAP should phase out conceptually-oriented technical analysis and encourage operational assistance to the stock exchanges, promoting assistance from other donors, as well as encourage the region's bankers to collaborate in more effective regional capital market formation.

With regard to sub-components such as WID, universities, and Jr. Achievers, the evaluation recommended that the national members take over most of the follow-up that FEDEPRICAP had begun on these projects.

Finally, in addressing the strengthening of FEDEPRICAP itself, the evaluation echoed points made at earlier Annual Meetings, viz., that its main priority should be its own internal development, allowing more time for in-house management, including the training of a professional in the techniques of grantsmanship and fund-raising. The evaluation pointed out that the leadership had gotten too far ahead of its members, and needed to implement more workshops and retreats among the membership to ensure that the organization did not lose touch with real needs.

The evaluation recommendations have been discussed and for the most part accepted by FEDEPRICAP management and the members and are being implemented. They are consonant with

ROCAP's new trade and investment strategy, discussed below, and will therefore form part of the basis for the transition to a stronger FEDEPRICAP that the extension of the PACD through December 1992 will now permit.

III. FEDEPRICAP'S ROLES AND TASKS WITHIN THE CONTEXT OF ROCAP'S TRADE AND INVESTMENT STRATEGY: HELPING ATTAIN A MORE OPEN REGIONAL ECONOMY

ROCAP's newly-designed trade and investment strategy will support regional efforts to harmonize policy regimes across Central American countries that promote an open regional economy. In this context, "policy regime" refers not only to the legal, regulatory and judicial framework governing economic endeavors, but to the full range of government activities in this sphere. ROCAP's program in trade and investment focuses on support to efforts to facilitate and enhance economic transactions among the Central American countries and their partners. This priority outlines a core agenda addressing the following sets of concerns:

- barriers to trade, both within the region and with outside partners;
- obstacles to cross-border investments; and
- constraints to trade in financial and infrastructure services, in particular within the region.

ROCAP will support a FEDEPRICAP role that addresses these concerns, in the context of a relatively narrow band of areas where a highly-focused, private sector-oriented viewpoint can be developed.

A. FEDEPRICAP ROLES THAT ROCAP WILL SUPPORT

Consistent with the above ROCAP strategy, and drawing upon three years of experience in working together, ROCAP will now support a role for FEDEPRICAP in each of the following four functions:

1. Elicit from the private sector at a regional level its views with regard to policy issues;
2. Explain the implications of alternative public policy options to the private sector at a regional level;
3. Work to obtain consensus and to speak authoritatively for the private sector, on a regional level, in the course of fulfilling these two roles, and
4. Provide regionally-oriented services to the private sector that have a regional rationale.

The support will cover a transition period from April 1 through December 31, 1992. This amendment extends the PACD of the project and provides minimal funding to continue basic

operations. During this time FEDEPRICAP will reshift its focus from (a) trade and integration, financial market development and transportation to (b) barriers to trade, obstacles to cross-border investments, and constraints on trade in financial and infrastructure services.

In addition, FEDEPRICAP will accelerate ongoing efforts to achieve sustainability by the end of CY 1992, on the assumption that practically all direct ROCAP support for salaries, operating expenses, and other "core expenses" will begin to end at that time. This means that FEDEPRICAP's President, the Assembly of Presidents, the Executive Directors of each of the twelve member federations and the staff itself must give the highest priority before the end of CY92 to obtaining funding for 1993 and onward for overhead expenses. Financing oriented to specific activities will be encouraged, by offering concrete benefits to meet both donor and member needs. Among the sources that will have to be tapped are (a) increased donations from members, now committed to a doubling of dues to \$1,000 monthly each--\$144,000 annually or about 18% of total annual costs, (b) private foreign foundations; i.e., one nonprofit foundation in Washington, D.C. is being created by a group of businessmen interested in Central America that may provide a small percentage of FEDEPRICAP's needed funds, and (c) winning subgrants and subscriptions containing overhead provisions to specific regional support services from international donor institutions. This last holds promise of success for FEDEPRICAP because of its proven ability to marshal support for regional efforts by drawing upon the talents of economists, business administrators, and other professionals working on the staffs of the membership federations.

On this last point, it will be important for FEDEPRICAP to be able to compete and win proposals and grants offered by the international donor community that cover those aspects of trade and investment analysis and supporting activities of peculiar interest to business, and requiring an understanding of the business community's needs. FEDEPRICAP will have to strengthen its staff, particularly its abilities to win long-time grants and contracts by preparing effective proposals and submitting winning bids and to do this by drawing even more heavily than in the past on the reservoir of staff talent within its membership. To compete effectively, it must also draw upon its reputation as the most effective regional representative of the Central American private sector.

Shown below are some of the program outputs, progress toward which ROCAP will support during this transition period for FEDEPRICAP.

B. PROGRAM OUTPUTS FOR WHICH ROCAP WILL PROVIDE SUPPORT TO FEDEPRICAP

1. Reduction of trade barriers;

2. Adequate protection of intellectual property rights; curtailment of restrictive business practices, especially with respect to cross-border entry, and
3. Liberalization of trade in services, including increased trade in financial services through regional coordination in liberalization and through improved prudential regulation and supervision; and enhanced trade in infrastructure services (energy, transportation, telecommunications), in particular the increased involvement of private entrepreneurs.

All are aspects of an open economic regime for which ROCAP will devote programmatic efforts. However, ROCAP support for FEDEPRICAP activities in these areas will be relatively narrow, compared with the support provided previously. In general, ROCAP support will focus on:

- (a) in-depth surveys and analysis based upon business perceptions,
- (b) interventions with the private sector (including training and information-sharing) to affect those perceptions,
- (c) consensus-building, and
- (d) voicing of regional private sector view, at appropriate forums.

Its attention will be limited to those key areas in which FEDEPRICAP has developed a strong track record.

C. ACTIVITIES ROCAP WILL SUPPORT IN EACH AREA

i. Reduction of Trade Barriers. ROCAP will support FEDEPRICAP's regional efforts to contribute to the reduction of trade barriers and to encourage an outward-orientation for the regional economy. The context for this support will center around the following themes:

a) Central American Trade Opening and Integration. Business views will be sought on: obstacles to intraregional trade and ways to overcome them, cost-benefits of regional integration, priorities for fiscal harmonization and for macroeconomic policy coordination within the region; and the effects of Panama's entry into the regional process;

b) International Competitiveness and Common External Tariffs. Business views on: incidence on industry of tariff reductions/harmonized regional tariff system/proposal for and implementation of uniform regional customs valuation, reforms in anti-dumping, minimization of capital and foreign exchange controls and registration; also, assessment of the factors influencing the cost competitiveness of Central American

industries or industry clusters in a regional comparative context;

c) Free Trade Agreements and Negotiations. Business perceptions and positions regarding: Mexican-Central American (including assessment of environmental conditions and restraints) agreements with CARICOM, MERCOSUR, Andean and Southern Cone groupings; expanded trade relations with the European Community.

d) GATT. Impact on business of the Uruguay Round, if successful.

FEDEPRICAP will conduct surveys of the business membership on these themes, using its core staff resources principally to manage the tasking of the analysis through existing committee mechanisms with the national business memberships, i.e., the Comite Asuntos Economicos. ROCAP funding would continue to support the two staff economists during this transition period, and this funding would be supplemented by other donors for consultancies and contracting for specific studies, the breadth and scope of which fall within ROCAP's trade and investment strategy, i.e., IDB for analysis of the cost competitiveness of Central American industry groups; EEC for surveys on the impact of Central American integration on business.

FEDEPRICAP would also inform and educate the business membership on the possible effects of changes in policy options, and in undertaking its other roles, e.g., consensus-building, speaking on behalf of the private sector, it will draw upon the results of the surveys and analysis.

2. Encourage cross-border investments by providing adequate protection to intellectual property rights and curtailing restrictive business practices.

ROCAP will support FEDEPRICAP efforts with its membership to protect property rights, essential to the free flow of technology associated with new investment. Curtailment of restrictive business practices also represents one of the major factors in ensuring an open investment regime. The context for support will center around the following themes:

- a) Business views on the impact of proposed harmonization regimes in Central America for intellectual property rights; review of options for legislation; gainers and losers;
- b) Impact on business effectiveness of behavior or structures that restrict competition, e.g., laws and regulations, quotas, administrative red tape.

Among other areas, the membership would be

surveyed on perceptions of returns and costs attributable to adhering to internationally accepted practices of protecting intellectual property rights; drawing from the results of these surveys FEDEPRICAP would exercise its role in consensus-building and information-exchange, and as a regional business voice.

As in the case of trade barrier surveys, FEDEPRICAP will work closely with the business membership on these themes, using its core staff resources principally to administer tasks through ongoing committee mechanisms with the national business membership, i.e., FEDEPRICAP's Comite Asuntos Economicos.

3. Increased trade in services:

3.1 Increased trade in financial services-In line with its trade and investment strategy, ROCAP expects to be able to assist FEDEPRICAP in developing improved management structures needed to facilitate the requisite investments or to shift to more efficient trading patterns. In the area of financial services (including different kinds of banking services, equity markets, and ancillary services, such as insurance), ROCAP's focus of support with FEDEPRICAP will complement effectively the efforts of USAID Missions in promoting financial markets development.

Following its memberships wishes, FEDEPRICAP will work with the financial sector in assessing ways to strengthen the Association of Central American Stock Markets (BOLCEN); specific themes for study of interest to the membership include:

- a) deregulation of institutional savings funds,
- b) incentives/disincentives for microentrepreneurs and workers in participating in capital markets,
- c) elimination of legal and operative restraints in Central America to transnational capital market flows, techniques and principles of autoregulation of stock exchanges, information disclosure practices,
- d) creation of a Central American version of American Depository Rights.
- e) diagnosing business community needs for capital formation, based upon practical working experiences. One area worth studying is FEDEPRICAP's own experiences, measured in terms of successes or failures, in stimulating positive changes in capital market formation.

3.2. Increased Trade in Infrastructure Services

(a) Transportation. Participating in regional transportation forums such as REMITRAN, COCATRAM, et. al. FEDEPRICAP core staff or membership representatives will work to identify and remove regulations and procedures that impede competition for road, maritime, air, and surface transportation;

(b) Energy. Compiling and analyzing energy legislation in Central America, the entity will seek formulas to create a legal framework that lends itself to the business community's participation in energy projects;

(c) Telecommunications. Undertaking a diagnosis of the status of technology in this sector, the entity will work through the membership economic committee and national transport committee systems to draw up terms of reference, task specific individuals, and seek consultancy assistance from donor agencies as appropriate.

D. Budget

The Project Paper Amendment provides an additional \$380,000 to the Project for the period April 1 - December 31, 1992, of which \$80,000 will be assigned to ROCAP for support activities. The remaining \$300,000 will be allotted to FEDEPRICAP prorated in approximately the same proportions for line item amounts as had been accorded in earlier years. In addition to this \$300,000, FEDEPRICAP will draw upon \$260,325 approved under its existing budget for expenses from April 1 - August 27, 1992.

A special effort is being made to let FEDEPRICAP maintain the same level of training and information-sharing conference and seminar activities as in the past during this transition, in recognition of its unique character as a consensus-builder among the private sector. In addition, \$60,000 of the \$300,000 has been added to personnel costs as a contingency for separation, required by Costa Rican law, in the event that the entity should cease to exist.

FEDEPRICAP has received commitments from its members to double their monthly fees. Negotiations concluded with the European Economic Community, Spain, and CIPE (Center For International Private Enterprises) provide commitments for \$1.2 million for short-term consultancy services to be rendered by FEDEPRICAP, to cover the honorariums and also the direct-cost components for these consultancies for operating expenses and training seminars. Negotiations are also underway with the IDB (Interamerican Development Bank) for over \$240,000 in similar commitments for industry competitiveness studies. Thus, a total

of \$1.4 million has been or is close to being committed to FEDEPRICAP for short-term consultancies, and covering the direct cost components of operating expenses such as rent, travel, per diem, publications, and seminars, by other donors. This contribution, which is four times higher than originally planned at the inception of the project, is 60% of ROCAP planned contributions by the end of CY92. It is evident that thanks to ROCAP's initial support FEDEPRICAP has gone far in working toward attaining sustainability.

The calculations do not include valuation of services provided by the membership, i.e., time, travel, and per diem for staff economists and business administrators provided to support FEDEPRICAP-sponsored surveys, seminars, and workshops. FEDEPRICAP staff estimates this figure at \$500,000 over the three year life thus far of the project.

The final evaluation and audit should take place after the PACD; consequently, these activities will be funded by PD&S funds after the PACD, probably during the first quarter of CY-93.

The details are included as Amended Financial Plan (Attachment I) and Detailed Budget by Line Item (Attachment II).

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JUSTIFICATION FOR NON-COMPETITIVE PROCUREMENT

The Private Sector Initiatives Project, (No. 596-0149), which now expires August 27, 1992, is being amended to extend the PACD to December 31, 1992 and to provide an additional \$380,000 to the Federation of Private Sector Entities of Central America and Panama (FEDEPRICAP) and for ROCAP support for a PSC and a secretary. The intent is to provide FEDEPRICAP with a transition period to adapt its programs and supporting activities and those of its membership to the new challenges posed by the accelerating process of economic liberalization in the region.

Under the provisions of AID Handbook 13, Chapter 2, Section 3(c), competition is not required for amendments to existing assistance awards; accordingly, I believe it would be appropriate to extend the Cooperative Agreement with FEDEPRICAP from August 27, 1992 to December 31, 1992 and to obligate an additional \$300,000 for the entity, and to extend the funding for contracted support personnel.

SIGNED: _____


John McAyoy, CO
Grant officer

DATE: _____

4/20/92

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II. Amended Financial Plan

The amended Project Budget will be as follows:

<u>Components</u>	<u>Original</u>	<u>Previous</u>	<u>Amendment</u>	<u>Revised</u>	<u>FEDEPRICAP</u>
I. Cooperative Agreement					
Personnel	\$ 565,245	\$ 658,796	\$265,577	924,373	124,735
Support	110,844	206,604	(80,208)	126,396	894,046
Operating	402,402	491,192	237,020	728,212	256,797
Training	362,440	514,339	18,680	533,019	130,000
Contingencies	<u>89,069</u>	<u>159,069</u>	<u>(141,069)</u>	<u>18,000</u>	<u>--</u>
Sub-Total	\$1,530,000	\$2,030,000	\$300,000	\$2,330,000	\$1,405,578
II. T.A. Contracts					
CARANA	\$ 400,000	\$ 600,000	\$(17,849)	\$ 582,151	.
PSC & Secretary	<u>-</u>	<u>300,000</u>	<u>80,000</u>	<u>380,000</u>	<u>-</u>
Sub-Total	\$ 400,000	\$ 900,000	\$ 62,151	\$ 962,151	.
III. Audit & Evaluation	\$ <u>50,000</u>	\$ <u>50,000</u>	\$ <u>17,849</u>	\$ <u>67,849</u>	\$ <u>-</u>
T O T A L	\$1,980,000 *****	\$2,980,000 *****	\$380,000 *****	\$3,360,000 *****	\$1,405,578* *****

* Increase from amended estimate of \$296,600 for LOP.

FEDRUB.MKI

REVISED BUDGET
PRIVATE SECTOR INITIATIVES PROJECT
FEDEPRICAP
DETAILED BUDGET BY LINE ITEM

LINE ITEM	YEAR 1		YEAR 2		YEAR 3		YEAR 4		YEAR 4		TOTAL YEAR 4		TOTAL PACB	
	04/01/89-03/31/90	FED	04/01/90-03/31/91	FED	04/1/91-03/31/92	FED	04/01/92-08/27/92	FED	09/01/92-12/31/92	FED	ROCAP	FED	ROCAP	FED
1. FEDEPRICAP PERSONNEL														
1.1 TECHNICAL PERSONNEL														
EXECUTIVE DIRECTOR	\$18,000.00	\$24,000.00	\$18,900.00	\$25,200.00	\$19,845.00	\$26,460.00	\$8,678.00	\$11,025.00	\$6,942.40	\$0.00	\$15,620.40	\$11,025.00	\$72,365.40	\$86,685.00
DEPUTY DIRECTOR	\$30,000.00	\$0.00	\$31,500.00	\$0.00	\$30,860.00	\$0.00	\$13,283.00	\$0.00	\$10,626.40	\$0.00	\$23,909.40	\$0.00	\$116,269.40	\$0.00
FINANCIAL SPECIALIST	\$30,000.00	\$0.00	\$31,500.00	\$0.00	\$42,260.00	\$0.00	\$18,375.00	\$0.00	\$14,700.00	\$0.00	\$33,075.00	\$0.00	\$136,835.00	\$0.00
ASSISTANT ADMINISTRATOR	\$0.00	\$0.00	\$0.00	\$0.00	\$8,400.00	\$0.00	\$3,500.00	\$0.00	\$2,800.00	\$0.00	\$6,300.00	\$0.00	\$14,700.00	\$0.00
TRANSPORTATION SPECIALIST	\$24,000.00	\$0.00	\$25,200.00	\$0.00	\$25,200.00	\$0.00	\$11,025.00	\$0.00	\$8,820.00	\$0.00	\$19,845.00	\$0.00	\$94,245.00	\$0.00
PROGRAM ASS'T/TRANSPORTATION	\$0.00	\$0.00	\$18,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,000.00	\$0.00
PROGRAM SPECIALIST	\$24,000.00	\$0.00	\$25,200.00	\$0.00	\$23,562.00	\$0.00	\$10,799.00	\$0.00	\$8,639.20	\$0.00	\$19,438.20	\$0.00	\$92,200.20	\$0.00
ACCOUNTANT	\$0.00	\$0.00	\$0.00	\$0.00	\$2,400.00	\$0.00	\$3,300.00	\$0.00	\$2,640.00	\$0.00	\$5,940.00	\$0.00	\$8,340.00	\$0.00
ASSISTANT FINANCIAL SPECIALIST	\$0.00	\$0.00	\$24,000.00	\$0.00	\$25,200.00	\$0.00	\$10,500.00	\$0.00	\$8,400.00	\$0.00	\$18,900.00	\$0.00	\$68,100.00	\$0.00
LIBRARIAN	\$8,400.00	\$0.00	\$8,820.00	\$0.00	\$7,200.00	\$0.00	\$3,150.00	\$0.00	\$2,520.00	\$0.00	\$5,670.00	\$0.00	\$30,090.00	\$0.00
SUB-TOTAL TECHNICAL PERSONNEL	\$134,400.00	\$24,000.00	\$183,120.00	\$25,200.00	\$184,927.00	\$26,460.00	\$82,610.00	\$11,025.00	\$66,088.00	\$0.00	\$148,698.00	\$11,025.00	\$651,145.00	\$86,685.00
1.2 SUPPORT PERSONNEL														
EXECUTIVE SECRETARY	\$6,000.00	\$0.00	\$6,300.00	\$0.00	\$4,852.00	\$0.00	\$2,022.00	\$0.00	\$1,617.60	\$0.00	\$3,639.60	\$0.00	\$20,791.60	\$0.00
4 PROGRAM SECRETARIES	\$9,600.00	\$0.00	\$10,080.00	\$0.00	\$14,520.00	\$4,000.00	\$4,443.00	\$4,000.00	\$3,554.40	\$0.00	\$7,997.40	\$4,000.00	\$42,197.40	\$8,000.00
JANITOR/MESSENGER	\$3,600.00	\$0.00	\$3,780.00	\$0.00	\$4,940.00	\$0.00	\$2,059.00	\$0.00	\$1,647.20	\$0.00	\$3,706.20	\$0.00	\$16,026.20	\$0.00
SECURITY GUARD	\$0.00	\$0.00	\$0.00	\$0.00	\$4,920.00	\$0.00	\$1,947.00	\$0.00	\$1,557.60	\$0.00	\$3,504.60	\$0.00	\$8,424.60	\$0.00
SUB-TOTAL SUPPORT PERSONNEL	\$19,200.00	\$0.00	\$20,160.00	\$0.00	\$29,232.00	\$4,000.00	\$10,471.00	\$4,000.00	\$8,376.80	\$0.00	\$18,847.80	\$4,000.00	\$87,439.80	\$8,000.00
1.3 FRINGE BENEFITS														
1.4 OVERTIME	\$20,984.00	\$2,100.00	\$29,926.00	\$2,233.00	\$32,124.00	\$3,969.00	\$13,962.00	\$1,654.00	\$11,169.60	\$0.00	\$25,131.60	\$1,654.00	\$108,165.60	\$9,956.00
1.5 SEVERANCE PAY RESERVE	\$2,760.00	\$47.00	\$2,807.00	\$47.00	\$2,755.00	\$0.00	\$700.00	\$0.00	\$560.00	\$0.00	\$1,260.00	\$0.00	\$9,673.00	\$94.00
1.6 PERFORMANCE BONUS	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$60,000.00	\$0.00	\$0.00	\$0.00	\$60,000.00	\$0.00	\$60,000.00	\$0.00
1/3 FEDEPRICAP PERSONNEL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1.7 FAMILY HEALTH INSURANCE	\$0.00	\$0.00	\$0.00	\$0.00	\$2,839.00	\$0.00	\$2,839.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
\$325 @ X 17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,271.20	\$0.00	\$5,110.20	\$0.00	\$7,949.20	\$0.00
1.8 S.T. CONTRACTS	\$0.00	\$0.00	\$0.00	\$20,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
SUB-TOTAL BENEFITS	\$23,744.00	\$2,147.00	\$32,824.00	\$22,280.00	\$37,718.00	\$3,969.00	\$17,501.00	\$1,654.00	\$14,000.80	\$0.00	\$91,501.80	\$1,654.00	\$185,787.80	\$30,050.00
TOTAL FEDEPRICAP PERSONNEL	\$177,344.00	\$26,147.00	\$236,104.00	\$47,480.00	\$251,877.00	\$34,429.00	\$170,582.00	\$16,679.00	\$88,465.60	\$0.00	\$259,047.60	\$16,679.00	\$924,372.60	\$124,735.00

0 Indicates local currency expenditures.

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LINE ITEM	YEAR 1		YEAR 2		YEAR 3		YEAR 4		YEAR 4		TOTAL YEAR 4		TOTAL PAID	
	04/01/89-03/31/90		04/01/90-03/31/91		04/01/91-03/31/92		04/01/92-08/27/92		09/01/92-12/31/92		TOTAL YEAR 4		TOTAL PAID	
	ROCAP	FED	ROCAP	FED	ROCAP	FED	ROCAP	FED	ROCAP	FED	ROCAP	FED	ROCAP	FED
2. SUPPORT SERVICES														
2.1 LEGAL COUNSEL	\$6,600.00	\$1,200.00	\$7,200.00	\$1,596.00	\$14,228.00	\$0.00	\$3,500.00	\$0.00	\$2,800.00	\$0.00	\$6,300.00	\$0.00	\$34,328.00	\$2,796.00
2.2 ACCOUNTING ASSISTANCE	\$3,000.00	\$0.00	\$3,144.00	\$0.00	\$2,300.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$8,444.00	\$0.00
2.3 AUDIT	\$0.00	\$0.00	\$0.00	\$0.00	\$4,500.00	\$0.00	\$600.00	\$0.00	\$480.00	\$0.00	\$1,080.00	\$0.00	\$5,580.00	\$0.00
2.4 S.T. CONSULTANTS (inventory control, press)	\$20,000.00	\$0.00	\$0.00	\$0.00	\$48,711.00	\$164,650.00	\$5,185.00	\$726,600.00	\$4,148.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL SUPPORT SERVICES	\$29,600.00	\$1,200.00	\$10,344.00	\$1,596.00	\$69,739.00	\$164,650.00	\$9,285.00	\$726,600.00	\$7,428.00	\$0.00	\$16,713.00	\$726,600.00	\$126,396.00	\$894,046.00
3. OPERATING EXPENSES														
3.1 EQUIPMENT & MAINT.	\$2,000.00	\$0.00	\$3,000.00	\$0.00	\$4,500.00	\$0.00	\$1,500.00	\$0.00	\$1,200.00	\$0.00	\$2,700.00	\$0.00	\$12,200.00	\$0.00
3.2 OFFICE EQUIP.	\$15,000.00	\$0.00	\$2,000.00	\$0.00	\$2,500.00	\$0.00	\$1,000.00	\$10,000.00	\$800.00	\$0.00	\$1,800.00	\$10,000.00	\$21,300.00	\$10,000.00
3.3 INSTALLATION EXPENSES	\$500.00	\$0.00	\$300.00	\$0.00	\$5,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,800.00	\$0.00
3.4 COMPUTERS	\$5,000.00	\$0.00	\$60,500.00	\$0.00	\$26,500.00	\$0.00	\$6,000.00	\$20,000.00	\$5,800.00	\$0.00	\$11,800.00	\$20,000.00	\$103,800.00	\$20,000.00
3.5 REPRESENTATION	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,500.00	\$0.00	\$4,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,500.00	\$0.00
3.6 RENTS	\$18,000.00	\$0.00	\$13,500.00	\$0.00	\$19,000.00	\$0.00	\$10,500.00	\$12,000.00	\$8,400.00	\$0.00	\$18,900.00	\$12,000.00	\$69,400.00	\$11,000.00
3.7 UTILITIES	\$4,500.00	\$0.00	\$3,375.00	\$0.00	\$2,000.00	\$0.00	\$3,000.00	\$0.00	\$2,400.00	\$0.00	\$5,400.00	\$0.00	\$15,275.00	\$0.00
3.8 OFFICE MATERIALS	\$12,000.00	\$0.00	\$10,575.00	\$0.00	\$14,000.00	\$0.00	\$4,500.00	\$5,000.00	\$3,600.00	\$0.00	\$8,100.00	\$5,000.00	\$44,675.00	\$5,000.00
3.9 COMMUNICATIONS	\$30,000.00	\$0.00	\$33,000.00	\$0.00	\$50,000.00	\$0.00	\$25,000.00	\$0.00	\$20,000.00	\$0.00	\$45,000.00	\$0.00	\$158,000.00	\$0.00
3.10 PUBLICITY & PROMOTIONS	\$17,000.00	\$0.00	\$17,000.00	\$0.00	\$10,000.00	\$0.00	\$2,075.00	\$0.00	\$1,660.00	\$0.00	\$3,735.00	\$0.00	\$47,735.00	\$0.00
3.11 PUBLICATIONS	\$2,000.00	\$0.00	\$2,200.00	\$0.00	\$6,000.00	\$20,000.00	\$3,025.00	\$25,000.00	\$1,026.40	\$0.00	\$4,049.40	\$25,000.00	\$14,249.40	\$45,000.00
3.12 TRAVEL	\$15,000.00	\$0.00	\$19,900.00	\$0.00	\$50,000.00	\$10,000.00	\$10,000.00	\$50,000.00	\$9,000.00	\$0.00	\$19,000.00	\$50,000.00	\$103,900.00	\$60,000.00
3.13 PER DIEM	\$25,000.00	\$0.00	\$33,340.00	\$0.00	\$50,958.00	\$10,000.00	\$10,000.00	\$50,000.00	\$9,000.00	\$0.00	\$19,000.00	\$50,000.00	\$128,298.00	\$60,000.00
3.14 SUBSCRIPTIONS	\$500.00	\$0.00	\$500.00	\$0.00	\$1,500.00	\$0.00	\$600.00	\$0.00	\$480.00	\$0.00	\$1,180.00	\$0.00	\$3,580.00	\$0.00
3.15 TALES	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$19,276.00	\$0.00	\$14,521.00	\$0.00	\$0.00	\$0.00	\$14,521.00	\$0.00	\$33,797.00
TOTAL OPERATING EXPENSES	\$146,500.00	\$0.00	\$199,190.00	\$0.00	\$241,958.00	\$65,776.00	\$77,198.00	\$191,021.00	\$63,366.40	\$0.00	\$140,564.40	\$191,021.00	\$728,212.40	\$256,797.00
a. Local currency expenses														
4. TRAINING & CONFERENCES														
4.1 FED. STAFF & PROD. OF TRG MATERIALS	\$0.00	\$0.00	\$0.00	\$0.00	\$5,000.00	\$0.00	\$0.00	\$10,000.00	\$0.00	\$0.00	\$0.00	\$10,000.00	\$5,000.00	\$10,000.00
4.2 WORKSHOPS	\$80,000.00	\$0.00	\$122,975.00	\$0.00	\$40,000.00	\$10,000.00	\$25,000.00	\$50,000.00	\$38,000.00	\$0.00	\$63,000.00	\$50,000.00	\$305,975.00	\$60,000.00
4.3 TRAINING SESSIONS	\$25,000.00	\$0.00	\$94,044.00	\$0.00	\$40,000.00	\$10,000.00	\$25,000.00	\$50,000.00	\$38,000.00	\$0.00	\$63,000.00	\$50,000.00	\$222,044.00	\$60,000.00
TOTAL TRAINING	\$105,000.00	\$0.00	\$217,019.00	\$0.00	\$85,000.00	\$20,000.00	\$50,000.00	\$110,000.00	\$76,000.00	\$0.00	\$126,000.00	\$110,000.00	\$533,019.00	\$130,000.00
5. OTHER PROGRAMS														
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
b. CONTINGENCIES														
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10,000.00	\$0.00	\$8,000.00	\$0.00	\$18,000.00	\$0.00	\$18,000.00	\$0.00
GRAND TOTAL	\$458,444.00	\$27,347.00	\$662,657.00	\$49,076.00	\$648,574.00	\$284,855.00	\$317,065.00	\$1,044,300.00	\$243,260.00	\$0.00	\$560,325.00	\$1,044,300.00	\$2,330,600.00	\$1,405,578.00

HL