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AGENCY FOR INTERNATIONAL DEVELOPMENT
WASHINGTON, D.C. 20523

FIXED PRICE TECHNICAL SERVICES CONTRACT

Negotiated Pursuant to the Foreign Assistance Act of 1961, as Amended, and Executive Order 11223		Contract Number LAC-0619-C-00-3042-00	
Country of Performance Guatemala		Amount Obligated \$ 24,707	
Contract For Private Sector Initiatives		Total Contract Price \$ 24,707	
Contracting Office (name and address) Agency for International Development Office of Contract Management Regional Operations Div.-LAC Washington, D.C. 20523		Project Number 598-0619	
Administration By (if other than Contracting Office)		Contractor (name, street, city, state, zip code) International Parks, Inc. P.O. Box 986 Flagstaff, Arizona 86002	
Cognizant Scientific/Technical Office (name, office symbol, address) Bureau for Latin America and the Caribbean LAC/DC, Agency for International Development Washington, DC 20523		IRS I.D. No.: 74-1756605	
This is a Consulting Services Contract (AIDPR 7-4.804-50) <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO		Effective Date May 18, 1983	
This is a Contract for Studies and/or Reports (AIDPR 7-4.804-50) <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO		Completion Date July 31, 1983	
Payment Will Be Made By Office of Financial Management (FM/PAD) Agency for International Development Washington, D.C. 20523		Accounting and Appropriation Data PIO/T Number 598-0619-3-6531326 Appropriation Number 72-1131021 6 Budget Plan Code LDAA-83-35598-DC-12(346-65 598-00-69-31)	
Types of Business ("X" appropriate box(es))			
<input type="checkbox"/> Sole Proprietorship	<input checked="" type="checkbox"/>	<input type="checkbox"/> Small Business	
<input type="checkbox"/> Partnership		<input type="checkbox"/> Women-Owned Business	
<input type="checkbox"/> Joint Venture		<input type="checkbox"/> Minority Business	
<input type="checkbox"/> Labor Surplus Area			
<input checked="" type="checkbox"/> Corporation Incorporated in the State of Texas			

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Program Acctg. Division
OFFICE OF FINANCIAL MANAGEMENT

The United States of America, hereinafter called the Government, represented by the Contracting Officer executing this contract, and the Contractor agree that the Contractor shall perform all the services set forth in the attached Schedule for the consideration stated therein. The rights and obligations of the parties to this contract shall be subject to and governed by the Schedule and the General Provisions. To the extent of any inconsistency between the Schedule or the General Provisions and any specifications or other provisions which are made a part of this contract, by reference or otherwise, the Schedule and the General Provisions shall control. To the extent of any inconsistency between the Schedule and the General Provisions, the Schedule shall control.

(Fill in appropriate spaces)

(See attached Table of Contents)

This Contract consists of this Cover Page, the Schedule of _____ pages, including the Table of Contents, the General Provisions (form AID 1420-42C, dated _____), the Additional General Provisions (form AID 1420-42D, dated _____), and the Alterations in Contract Attachments, dated _____.

Name of Contractor International Parks, Inc.	UNITED STATES OF AMERICA AGENCY FOR INTERNATIONAL DEVELOPMENT
By (signature of authorized individual) <i>Richard L. Bolin</i>	By (signature of Contracting Officer) <i>Kathryn Y. Cunningham</i>
Typed or Printed Name RICHARD L BOLIN	Typed or Printed Name Kathryn Y. Cunningham
Title PRESIDENT	Contracting Officer
Date May 19, 1983	Date MAY 23 1983

ORIGINAL

SCHEDULE

FIXED PRICE TECHNICAL SERVICES CONTRACT

Table of Contents

This Schedule, on pages 1 through 7, consists of this Table of Contents and the following Articles:

ARTICLE I	STATEMENT OF WORK
ARTICLE II	REPORTS
ARTICLE III	PERIOD OF CONTRACT
ARTICLE IV	FIXED PRICE AND METHOD OF PAYMENT
ARTICLE V	EMERGENCY LOCATOR INFORMATION
ARTICLE VI	ALTERATIONS IN CONTRACT

The General Provision applicable to this contract consist of form 1420-42C (10-82) entitled "General Provisions - Fixed Price Technical Services Contract" which includes provisions 1 through 38; form 1420-42D (10-82) entitled "Additional General Provisions - Fixed Price Technical Services Contract which includes provisions 1 through 12; and Alterations in Contract dated 10-82; and Patent Rights General Provision No. 36.

ORIGINAL

4

SCHEDULE

ARTICLE I - STATEMENT OF WORK

Purpose: The purpose of this contract is to prepare a report which will provide information on the potential for export sales from countries in the Caribbean Basin, identify U.S. sources of assistance in international trade and suggest possible actions which could be taken with the U.S. organizations identified to facilitate trade and imports from the Central American countries and Panama.

Scope of Work: The Contractor shall perform the following tasks:

- (a) For each country in the Caribbean Basin identify the principal products currently being produced and exported to the U.S. Trade statistics on U.S. imports 1978-1982 should be analyzed to determine trends in the value and volume of these exports.
- (b) Project trade flows from basin countries to the U.S. over the next 3-5 years respectively, based on the assumption that the proposed legislation to establish a free trade zone for the Basin is enacted by the Congress during 1983.

ORIGINAL

5

Following the completion of points (a) and (b) above, the Contractor shall travel to Guatemala. This will involve the professional services of the contractor's principal officer for data programming as well as to the corresponding data processing.

- (c) For the Central American countries and Panama, identify the specific, high export potential products based upon the ECOAGRO comparative advantage study, other relevant information made available to the contractor, and an analysis of access and entry to the U.S. market.
- (d) Identify new products not presently being exported by the Central American countries and Panama which would possess a high export potential upon passage of the free trade zone legislation.

Following the completion of (c) and (d) above in Guatemala and prior to departure therefrom, the Contractor shall be prepared to discuss findings with ROCAP and bilateral USAIDs.

- (e) Identify U.S.-based for-profit or non-profit organizations or networks (e.g., trading companies, Barter houses, consulting firms, trade associations, international trade centers, newsletters, city and state level Departments of Commerce, etc.) which are currently in the

ORIGINAL

6

business of promoting international trade and/or identifying import and export opportunities for their members or subscribers. As a part of this component, contractor will review responses to LAC/DR's "Request for Expressions of Interest" (REI) in the area of export promotion and investment attraction.

(f) Recommend actions which could be taken with the U.S. organizations identified in point (e) above to facilitate trade and imports from the Central American countries and Panama.

It is anticipated that the Contractor will complete points (e) and (f) within two weeks after returning to the U.S. The Contractor's principal officer and associate shall then travel to AID/Washington to review LAC/DR's REI documentation.

ARTICLE II - REPORTS

Prior to the completion date of this contract, the Contractor shall submit ten (10) copies of a detailed report covering all points mentioned under the Scope of Work above to the cognizant technical office named on the cover page.

The Contractor shall also submit two copies of said report in accordance with the General Provisions entitled "Reports",

ORIGINAL

7

paragraph (d). Other report requirements under said provision which are not mentioned in the Schedule herein are waived.

ARTICLE III - PERIOD OF CONTRACT

This Contract is effective on the date shown on the Cover Page and all work and services required hereunder shall be completed by July 31, 1983.

ARTICLE IV - FIXED PRICE AND METHOD OF PAYMENT

1. Progress Payment: Upon the submission of the trade data to be generated under (a) and (b) of the Scope of Work and the acceptance thereof by the cognizant technical office named on the cover page of this contract, the Contractor will be paid a progress payment of.....\$10,000.

2. Completion Payment: Upon the satisfactory completion of all work and services herein described and the acceptance thereof by the cognizant technical office on the cover page, the Contractor will be paid the balance due under this contract of\$14,707.

- FIRM FIXED PRICE TOTAL.....\$24,707

ORIGINAL

9

3. To obtain payment, the Contractor shall submit the documentation required by the General Provision entitled "Documentation for Payment", to the paying office indicated on the Cover Page of this contract.

ARTICLE V - EMERGENCY LOCATOR INFORMATION

The contractor agrees to provide the following information to the Mission Administrative Officer on or before arrival in the host country.

1. The individual's full name, home address, and telephone number.
2. The name and number of the contract, and whether the individual is an employee or dependent.
3. The contractor's name, home office address, and telephone number, including any after-hours emergency number(s), and the name of the contractor's home office staff member having administrative responsibility for the contract.
4. The name, address, and telephone numbers(s) of each individual's next of kin.

ORIGINAL

9

5. Any special instructions pertaining to emergency situations such as power of attorney designees or alternate contact persons.

ARTICLE VI - ALTERATIONS IN CONTRACT

1. "Alterations in Contract" dated October 1982 are attached and hereby incorporated as part of this contract.
2. Patent Rights General Provision 36 is attached and hereby incorporated as part of this contract.

ORIGINAL

10