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# MAHAWELI ENTERPRISE DEVELOPMENT

## MED/EIED PROJECT

(USAID/Sri Lanka Project No. 383 - 0090)  
(Contract No. C-00-0031-00)

### MED/EIED QUARTERLY REPORT

OCTOBER - DECEMBER, 1992

### MED/EIED QUARTERLY PLAN

JANUARY - MARCH, 1993



INTERNATIONAL SCIENCE AND TECHNOLOGY INSTITUTE, INC.

WITH :

ERNST & YOUNG CONSULTANTS (Sri Lanka)  
DEVELOPMENT ALTERNATIVES, INC.  
HIGH VALUE HORTICULTURE, PLC.  
SPARKS COMMODITIES, INC.  
AGROSKILLS, LTD

CONSULTANTS TO THE MAHAWELI AUTHORITY OF SRI LANKA

## The Mahaweli Enterprise Development Project

The development of the natural and human resources of the Mahaweli river basin has been a high priority of the Government of Sri Lanka and international agencies since the late 1970's. Largely completed are the construction of dams, irrigation and power systems, roads and other physical infrastructure, the settlement of the land and the formation of the agricultural production base. The challenge for the 1990's is to build a diverse, dynamic economy generating higher incomes for Mahaweli families. In meeting this challenge, the private sector has a leading role to play.

The Mahaweli Enterprise Development Project (MED) is a special initiative of the Mahaweli Authority of Sri Lanka, with the support of the United States Agency for International Development. MED promotes private investment and job creation in agribusiness, manufacturing, tourism, minerals and services by directly assisting entrepreneurs and companies with technical expertise, marketing support, training, business advisory services and credit. MED also provides policy analysis support to improve official frameworks for sustainable enterprise development in the Mahaweli areas.

The Employment, Investment and Enterprise Development Division of the Mahaweli Authority is responsible for MED implementation. Technical consultancy is provided by a consortium led by the International Science and Technology Institute, Inc., a private consulting firm with head offices in Washington, D.C. Also in the consortium are Agroskills, Development Alternatives, Ernst and Young, High Value Horticulture and Sparks Commodities. Marketing services are provided by SRD Research and Development Group, Inc.

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## INTRODUCTION

This report covers MED/EIED activities carried out during the last quarter of 1992.

The quarter was marked by continued acceleration in the number of investor inquiries. While as in the past, most investors are interested in agricultural related investments, particularly those based on outgrower schemes, during the quarter two medium scale firms began worker training and facility rehabilitation in preparation for opening manufacturing factories in Kotmale and Uda Walawe. In addition, Uda Walawe was the focus of a strong effort to initiate an industrial estate. Also, MED/EIED carried out further preparatory work on tourism site identification and selection in preparation for an expected increased interest in this sector in 1993.

Major constraints confronting Mahaweli investors continue to be (i) documented, secure land tenure, (ii) water supply, in the cases of investors requiring continuous, 12 month supply from irrigation canals, and, possibly, (iii) air freight, in the cases of new horticultural exporters. On land, the Ministry of Land, Irrigation and Mahaweli Development has established a committee under the Secretary to organize and oversee implementation of the program for issuing grants and leases. Water problems are being addressed through invitations to investors to participate in system level meetings at which water issue schedules are decided and, secondly, by the carrying out of a study on the technical feasibility of year round water supply. A policy study of air freight demand, supply, pricing and other aspects was agreed with the committee of very senior officials appointed by the President to look into the matter and make appropriate recommendations. The study will be completed and submitted to the committee during the next quarter.

**OUTPUT INDICATORS: MAHAWELI AGRIBUSINESS INVESTMENTS**

**1. APPLICATIONS FOR LAND DURING REPORTING PERIOD**

| Total Mahaweli                                      | 1986<br>-<br>1990 | 1991 | 1992     |          |          |          |             | 1986<br>-<br>1992 |
|---|-------------------|------|----------|----------|----------|----------|-------------|-------------------|
|   |                   |      | 1st<br>Q | 2nd<br>Q | 3rd<br>Q | 4th<br>Q | To-<br>date |                   |
| Agribusiness investor applications for land to EIED | 381               | 23   | 8        | 7        | 10       | 53       | 78          | 482               |
| approved by MASL evaluation panel                   | 127               | 14   | 7        | 5        | 4        | 4        | 20          | 161               |
| pending with EIED at end of period                  | 1                 | -    | 5        | 8        | 10       | 17       | 17          | 17                |
| final approval received                             | 93                | 12   | 0        | 4        | 11       | 8        | 23          | 128               |

**2. CUMULATIVE STATUS OF APPROVED AGRIBUSINESS INVESTMENTS**

| Total Mahaweli  | as of end<br>1989 | as of end<br>1990 | as of end<br>1991 | 1992         |              |              |              |
|---|-------------------|-------------------|-------------------|--------------|--------------|--------------|--------------|
|   |                   |                   |                   | end 1st<br>Q | end<br>2nd Q | end 3rd<br>Q | end<br>4th Q |
| Investments, number which have received final approvals | 75                | 93                | 105               | 105          | 109          | 120          | 128          |
| Of which, withdrawn by investor before handover         | 14                | 14                | 14                | 14           | 14           | 14           | 14           |
| Land not yet handed over to investor                    | 3                 | 4                 | 4                 | 4            | 8            | 16           | 16           |
| Land handed over to investor                            | 58                | 75                | 87                | 87           | 87           | 90           | 98           |
| Of which leases issued                                  | 1                 | 1                 | 1                 | 1            | 1            | 1            | 1            |
| canceled by EIED  | 11                | 29                | 33                | 33           | 37           | 37           | 42           |
| Hectares handed over - irrigable uplands                | 489               | 654               | 800               | 850          | NA           | 870          | 941          |
| Hectares handed over - non-irrigable uplands            | 253               | 529               | 587               | 587          | NA           | 764          | 764          |

**3. CURRENT STATUS OF APPROVED AGRIBUSINESS INVESTMENTS**

| Total Mahaweli  | at end<br>1989 | at end<br>1990 | at end<br>1991 | 1992            |                 |                 |                 |
|---|----------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|
|   |                |                |                | at end<br>1st Q | at end<br>2nd Q | at end<br>3rd Q | at end<br>4th Q |
| Active investments (lands handed over to investor less those subsequently canceled by EIED) | 47             | 46             | 54             | 54              | 50              | 53              | 56              |
| Of which, not in operation  |                |                | 8              | 8               | 7               | 7               | 10              |
| preparatory work underway   |                |                | 9              | 11              | 7               | 10              | 9               |
| in operation  | 22             | 30             | 37             | 37              | 36              | 36              | 37              |
| On which hectares cultivated of irrigable uplands   | 50             | 95             | 125            | 125             | NA              | 157             | 160             |
| hectares cultivated of non-irrigated uplands  |                | 100            | 153            | 153             | NA              | 228             | 246             |
| Persons directly employed   | 64             | 87             | 480            | 260             | NA              | 501             | 567             |
| Outgrowers contracted   | 725            | 975            | 2428           | 992             | NA              | 1150            | 5320*           |

\*This figure represents the total of outgrowers who during 1992 were contracted for at least one season.

**OUTPUT INDICATORS: ENTERPRISES AND EMPLOYMENT (1)**  
(explanatory notes at end of table)

| Total Mahaweh  |                                  | Total 1991 | Total This Quarter | Total 1992 to date | Project to date |
|--|----------------------------------|------------|--------------------|--------------------|-----------------|
| Business consultancies   |                                  | 4775       | 2365               | 7869               | 12644           |
| Business consultancies to women*   |                                  | 675        | 469                | 1585               | 1791            |
| Aspiring entrepreneurs assisted with planning, technical advice and credit (excluding existing)* |                                  | 750        | 214                | 782                | 1532            |
| Existing entrepreneurs assisted with planning, technical advice and credit (excluding aspiring)  |                                  | 1329       | 516                | 2089               | 3418            |
| Number of women entrepreneurs/enterprises assisted (aspiring plus existing) *                    |                                  | 353        | 206                | 656                | 803             |
| Entrepreneur development training - number of individuals trained                                |                                  | 939        | Nil                | 10                 | 949             |
| Product and service groups - number of individuals trained (ad-hoc training)                     |                                  | 711        | 419                | 1403               | 2114            |
| Self employment opportunities created (**)   | Full time                        | 625        | 97                 | 447                | 1072            |
|  | Part time                        | 145        | 71                 | 195                | 340             |
| Jobs created in micro and small enterprises of which(**)   | Full time                        | 297        | 108                | 492                | 789             |
|  | Part time (secondary employment) | 265        | 83                 | 257                | 522             |
| a) Jobs created by start-ups of micro and small enterprises                                      | Full time                        | 201        | 50                 | 246                | 447             |
|  | Part time (secondary employment) | 198        | 35                 | 112                | 310             |
| b) Jobs created by expansions of micro and small enterprises                                     | Full time                        | 96         | 58                 | 246                | 342             |
|  | Part time (secondary employment) | 67         | 48                 | 143                | 210             |
| Total jobs created by start-ups and expansions (**)  | Full time                        | 922        | 205                | 939                | 1861            |
|  | Part time                        | 410        | 154                | 452                | 862             |
| Jobs created in agribusiness   | Full time                        | 397        | 75                 | 96                 | 493             |
|  | Part time                        | 364        | 158                | 158                | 522             |
|  | Outgrowers                       | 2428       | 5120               | 7462               | 11590           |
| Jobs created in garment factories  | Full time                        |            | 577                | 5153               | 5153            |
|  | Part time                        |            |                    |                    |                 |
| Jobs created in other M.E.'s   | Full time                        |            | 17                 | 17                 | 17              |
|  | Part time                        |            |                    |                    |                 |

- (1) Data compiled from reports sent by each business center giving combined EIED and EIC totals for 1992.  
 \* Figure is a rough estimate as no data was collected in 1991 on aspiring entrepreneurs  
 \*\* Employment figures do not include business contractions and failures

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**OUTPUT INDICATORS: SMALL ENTERPRISES - CREDIT**

| Total Mahaweli  |                                | Total<br>1991 | Total This Quarter | Total<br>1992<br>to date | Project<br>to date |
|---|--------------------------------|---------------|--------------------|--------------------------|--------------------|
| Savings and Credit Societies                                    | No. of societies formed        | 9             | 8                  | 21                       | 30                 |
|   | No. submitted for registration | 7             | 5                  | 15                       | 22                 |
|   | No. registered                 | Nil           | 7                  | 16                       | 16                 |
|   | Number of members              | 96            | 89                 | 279                      | 375                |
|   | Value of member equity         | 96000         | 42000              | 319844                   | 415844             |
|   | Value of collateral funds      | Nil           | 38740              | 98740                    | 98740              |
| Grants to Savings and Credit Societies                          | Number of grants made          | Nil           | 6 (18)             | 14 (42)                  | 14 (42)            |
|   | Value of grants made           | Nil           | 419520             | 938000                   | 938000             |
|   | Value of grant disbursements   | Nil           | 83400              | 143400                   | 143400             |
| Loans submitted to banks for Savings and Credit Society members | Number of loans                | Nil           | 40                 | 91                       | 91                 |
|   | Value of loans                 | Nil           | 1600000            | 4789000                  | 4789000            |
| Loans received by Savings and Credit Society members            | Number of loans                | Nil           | 13                 | 28                       | 28                 |
|   | Value of loans                 | Nil           | 404000             | 949000                   | 949000             |
| Direct loans submitted to banks for non SCS entrepreneurs       | Number of loans                | 896           | 105                | 512                      | 1408               |
|   | Value of loans                 | 13005000      | 2671000            | 12319300                 | 25324300           |
| Direct loans received from banks by non SCS entrepreneurs       | Number of loans                | 639           | 53                 | 316                      | 955                |
|   | Value of loans (Rs. 000s)      | 6227000       | 915500             | 6385440                  | 12612440           |

## OUTPUT INDICATORS: POLICY, PROCEDURES AND REGULATIONS

### 1990

- 1,600 allotments were selected for the issuing of transferable leases.
- Director General MASL decided that investors should be charged for water taken from the canals.
- Streamlined process of approving investor applications and made quicker through the appointment of a Ministry representative to the EIED evaluation panel which reviews proposals.
- MASL agreed to change practice from one in which MASL permits investors to grow only specified crops to one in which only crops not to be grown (namely, rice) are specified.

### 1991

- MASL agreed to lease MASL farms to private sector for development of commercial farms
- MASL agreed in principle to transfer facilities to the private sector for tourism development
- MASL agreed to keep water in lined canals in System B to permit 12 month irrigation
- New lease and permit formats approved and introduced into practice
- Policy decision made to transfer with title commercial allotments to investors

### First Quarter 1992

- MASL agreed to issue title to tourism, housing, industry investors

### Second Quarter 1992

- All investors in agricultural activity should attend cultivation meeting

### Third Quarter 1992

- Streamlined investor application, appraisal and approval process approved
- First long term 30 year lease to commercial farmer issued
- Minister agrees to lease Mahaweli farms to private sector
- Cabinet approved free hold title to a tourism complex in Mahaweli

### Fourth Quarter 1992

- Ministry directs issue of grants to small commercial allotments
- Revised investor application forms issued
- Application forms charged for at Rs. 500/-

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| MEDIUM AND LARGE ENTERPRISE ACTIVITIES  |   |  |  |   |
|---|---|--|--|---|
| Activity and 1992 target  | Actions planned 4th quarter   | Actions taken 4th quarter  | Actions planned 1st quarter 1993   | Issues  |
| <p><u>MLE Activity #1</u></p> <p>Provide support to investors through pre-investment programs</p> <p><u>1992 Target</u></p> <p>Implement 10 Pre-Investment Programs</p> <p><u>To date</u></p> <p>Implemented 9 PIPs</p> | <p>Decide with companies and HVH whether to discontinue this effort</p> <p>Continue advertising PIP program</p> <p>CTC to carry out lab stage dehydration testing using vacuum dryer and design initial production stage investment.</p> <p>Conduct asparagus trials after allocation of land</p> <p>Develop 4 PIPs. Candidates are: commercial farm and cold chain at Ottampuwa; integrated farm at Victoria; cold chains in H and Digana; cashew processing and fruit production in C</p> | <p>Companies have not shown interest to continue this activity</p> <p>Direct mail campaign in progress</p> <p>Technical assistance provided. Action pursued to set up dehydration plant</p> <p>Land allocation just finalised, trials to be commenced in March 1993</p> <p>Developed 1 PIP for Informatics; 2 cold chains under evaluation; cashew processing to be determined</p> | <p>Continue with CIC, Informatics, Nikado and VOC to provide PIP assistance</p> <p>Advertise and solicit four potential investors</p> <p>Pursue action to set up developing dried fruit project</p> <p>New projects in agri-business (growing and processing)</p> <p>Promote trial production of dry fruits (Keells and CTC)</p> <p>Explore making concentrates for SMAK</p> <p>Help plan a specialty canning plant for soups and noodles for Nikado</p> | <p>Financial position to be determined; requested investor to come in with higher inputs</p> <p>17 potential investors were interviewed. Serious ones are being sorted out</p> <p>Development of outgrowers; 2 pilot plans to be set up</p> <p>Availability of sufficient water for asparagus to be determined</p> <p>In the process of preparing business plan for Nikado availability of sufficient input for investor to be determined</p> |
| <p><u>MLE Activity #2</u></p> <p>Provide support to investors through special projects (SP)</p> <p><u>1992 Target</u></p> <p>Implement 3 special projects</p> <p><u>To date</u></p> <p>1 special project approved</p>   | <p>Prepare cashew plant Special Project</p> <p>Prepare cold chain Special Project</p>   | <p>Cashew specialist appointed</p> <p>Initial evaluation completed, additional information sought</p>  | <p>Develop a special project for Girandurukotte bottling factory</p>   |   |

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| MEDIUM AND LARGE ENTERPRISE ACTIVITIES  |   |  |   |   |
|---|---|--|---|---|
| Activity and 1992 target  | Actions planned 4th quarter   | Actions taken 4th quarter  | Actions planned 1st quarter 1993  | Issues  |
| <p><u>MLE Activity #3</u></p> <p>Promote Mahaweli investment in Sri Lanka and abroad</p> <p>Approve 50 investor applications and startup 20 investments</p> <p><u>To date</u></p> <p>Approved 23 investor applications; started seven</p>                 | <p>Arrange 2 investment seminars in regional towns.</p> <p>Approve 10 investor applications and start up six investments</p> <p>Information package for investors</p> <p>Brochures on tourism and on the four systems</p> <p>Guidelines for business plan preparation</p> | <p>Participated at expo 92 Trade Fair and BOI seminars for foreign investors in Colombo</p> <p>7 applications approved and received 88 new applications</p> <p>Investor information package completed</p> <p>Copies of the brochure made available to MASL</p> <p>Guidelines were prepared and made available to potential investors</p> | <p>Service 20 investors</p> <p>Approvals and handing over of lands for 12 investors</p> <p>Develop investor guide book</p> <p>Develop a plan with BOI to promote foreign investments</p>  |   |
| <p><u>MLE Activity #4</u></p> <p>Develop agribusiness sector with field based advisory services and training</p> <p><u>1992 Target</u></p> <p>Assist 15 commercial farms to export products</p> <p><u>To date</u></p> <p>Assisted ten farms to export</p> | <p>Complete 9 plans</p> <p>Put manual and recommendation profiles into final form and send to printer</p> <p>Continue to assist the four clients</p> <p>Increase planted acreages of chillies, peppers, brinjals, okra, beets, maize and baby corn</p>                    | <p>Six plans have been completed</p> <p>Four clients were assisted - ASAD, FAS, Informatics and Peiris</p> <p>20% increase planted acreages over 1991</p>  | <p>Additional 6 draft plans are being completed</p> <p>Ongoing advisory services to develop agri-business during each visit</p> <p>Continue to assist these four and two additional commercial company farms</p> <p>Continue to increase planted acreages by 20% over 1992</p> <p>Assist at least 18 commercial farms in System B</p> | <p>Reluctance of commercial farmers to give background information</p> <p>Labour shortage and farmers reluctance to plant during the rainy season</p> |

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| MEDIUM AND LARGE ENTERPRISE ACTIVITIES  |  |   |   |        |
|---|--|---|---|--------|
| Activity and 1992 target  | Actions planned 4th quarter  | Actions taken 4th quarter   | Actions planned 1st quarter 1993  | Issues |
| <p><b>MLE Activity #5</b></p> <p>Provide marketing services for export and local markets</p> <p><b>1992 Target</b></p> <p>Provide basic marketing services to 100 investors and special market development assistance to 15 high potential investors</p> <p><b>To date</b></p> <p>Provided basic services to 88 investors and special services to 7 firms</p> | <p>Hold 2 seminars in Colombo and Kandy on fresh mangoes and asparagus</p> <p>Market Intelligence Briefs will be prepared on fresh passion fruit, passion fruit juice in bulk, sweet potatoes, fresh baby corn</p> <p>Collect and distribute local market information</p> <p>Make available copies to relevant parties</p> <p>Prepare 2 Export Potential Briefs on fresh asparagus and mangoes</p> <p>Prepare 5 Agronomic Viability Briefs on asparagus, mangoes, pine-apples, grapes and tomato paste</p> <p>Publication of "Mahaweli Exporter" Newsletter</p> <p>Preparation of leaflets on information resources on 2 potential products</p> <p>Participation in Kandy seminar was poor. Covering 3 or 4 products in each</p> | <p>Prepared 3 Market Intelligence Briefs</p> <p>Collected and distributed local market information to settlers and investors</p> <p>Copies of investor information brochure made available to investors and other relevant organisations</p> <p>Preparation in process for EPBs for 1st quarter 1993 seminars</p> <p>Prepared 2 AVBs</p> <p>Prepared handout on information resources on cocoa and eggs</p> | <p>Preliminary study to identify three products</p> <p>Explore markets for three non-agri products</p> <p>Collect and distribute local market information to FBC and MEA offices</p> <p>Identify two high potential investors</p> <p>Produce four MIPs</p> <p>Hold four seminars for investors</p> <p>Produce three AVBs</p> <p>Produce four MIBs</p> <p>Publish Mahaweli News Letter</p> |        |

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| MEDIUM AND LARGE ENTERPRISE ACTIVITIES  |  |   |   |        |
|---|--|---|---|--------|
| Activity and 1992 target  | Actions planned 4th quarter  | Actions taken 4th quarter   | Actions planned 1st quarter 1993  | Issues |
| <p><u>MLE Activity #6</u></p> <p>Develop tourism, minerals, manufacturing and property sectors</p> <p><u>1992 Target</u></p> <p>Ground broken for 8 major investments (3 - tourism; 1 - minerals; 3 - manufacturing; and 1 - property)</p> <p><u>To date</u></p> <p>Ground broken for shoe factory, eyelash factory, 6 garment factories, lapidary and jewellery industry, food processing factory, power loom project poultry project, and rice processing and packaging</p> | <p>Facilitate eyelash and shoe factory start-ups</p> <p>Tourism brochure and mineral maps</p> <p>Liaise with GCEC on Mahaweli investments</p> <p>Prepare board paper for housing investments</p> | <p>Sites have been handed over to the investor for development. development of sites and buildings are in progress</p> <p>Preliminary study of tourist hotel site in Mahaweli areas completed</p> <p>Joint participation at the Expo 92 and investment promotional seminars with BOI</p> <p>Made arrangements for art work and collection of estimates</p> <p>Made all arrangements to commence the programme from January 4, 1993</p> <p>Signed contract with Dr. J.W. Herath for commencement of work</p> <p>Signed MOU to release the land</p> <p>Made arrangements with Geological Survey Department for issuing of license</p> | <p>Indepth study of 15 sites selected</p> <p>Preparation of survey plans and list of attractions</p> <p>Identify need for housing</p> <p>Identify suitable locations</p> <p>Insert advertisement for promotion of industrial ventures in parks and zones</p> <p>Prepare guidelines</p> <p>Hold three seminars</p> |        |

| SMALL SCALE ENTERPRISE ACTIVITIES  |   |  |  |        |
|--|---|--|--|--------|
| Activity and 1992 target   | Actions planned 4th quarter   | Actions taken 4th quarter  | Actions planned 1st quarter 1993   | Issues |
| <p><u>SSE Activity #1</u></p> <p>Provide business advisory services</p> <p><u>1992 Target</u></p> <p>Deliver 6,000 business advisory consultations</p> <p><u>To date</u></p> <p>Delivered 7947 business advisory consultations</p> | <p>Deliver 2000 business advisory consultations and assist 900 enterprise and entrepreneur clients</p> <p>Conclude housing arrangements for FBCs</p> <p>Train staff in 4th module of consulting skills</p> <p>Train MBC staff to implement administrative procedures</p> <p>Hire 2 FBCs and 5 Office Aides</p> <p>Train MBC staff in use of Technical Manual</p> <p>Prepare brochure on industrial estates</p> <p>Complete snake venom study and promote investment</p> <p>Advertize and solicit offers for the privatisation of the KKTA</p> <p>Advertise the opportunities in the industrial parks</p> <p>SSE investor guidelines to be drafted</p> | <p>Delivered 2365 business advisory consultations and served 816 enterprise and entrepreneur clients</p> <p>Action pursued to identify houses</p> <p>Trained staff in 4th module of consulting skills</p> <p>Awareness programme for FBCs conducted</p> <p>Hired 5 Office Aides and 1 more to be appointed; no FBCs appointed</p> <p>Manual redrafted</p> <p>Draft brochure on industrial estates prepared</p> <p>Study report revised</p> <p>Action on KKTA to be undertaken in 1993</p> <p>Advertisements made</p> <p>Guidelines prepared in initial draft</p> | <p>Complete equipment and physical preparation of centers and arrange vehicles for FBCs</p> <p>Train staff in small business consulting methods</p> <p>Implement quarterly planning and monthly reporting</p> <p>Set up administrative systems for business centres and introduce service fees in four</p> <p>Organise participation of Mahaweli fair in February and three other special events during 1993</p> <p>Do three special consultancies involving food processing utilizing services of EIED Food Technologists and MED Business Development Advisor</p> <p>Hire 2 FBCs</p> <p>Issue snake venom study</p> <p>Issue industrial parks brochure</p> |        |

| SMALL SCALE ENTERPRISE ACTIVITIES   |   |  |   |        |
|---|---|--|---|--------|
| Activity and 1992 target  | Actions planned 4th quarter   | Actions taken 4th quarter  | Actions planned 1st quarter 1993  | Issues |
| <p><u>SSE Activity #2</u></p> <p>Facilitate access to credit</p> <p><u>1992 Target</u></p> <p>Arrange 1000 loans to SSE clients and form 23 new Savings and Credit Societies</p> <p><u>To date</u></p> <p>Submitted 91 loans for SCS members to Banks totalling Rs 4,789,000 and received 28 loans totalling 949,000</p> <p>Submitted 512 direct loans submitted to banks totalling Rs 12,319,300 for non SCS entrepreneurs and 316 loans received totalling Rs 6,385,440</p> | <p>Provide 707 credit consultations</p> <p>Form 8 new SCSs</p> <p>Assist registration of 10 SCSs</p> <p>Approve 21 grants to 7 SCSs and disburse 2 grants</p> <p>Submit 99 loans for Rs 2,490,000 for SCS members and 143 loans for non SCS entrepreneurs</p> | <p>Provided 891 credit consultations</p> <p>Formed 8 new SCSs</p> <p>Registered 7 SCSs</p> <p>Approved 18 grants to 6 SCSs for Rs. 419,520 and disbursed 6 grants for Rs. 83,400 to 5 societies</p> <p>Submitted 40 loans for SCS members totalling Rs. 1,600,000 and received 13 loans for Rs. 404,000</p> <p>Submitted 105 direct loans to banks totalling Rs. 2,671,000 and received 53 loans totalling Rs. 915,500</p> | <p>Provide 889 credit consultations</p> <p>Form 12 more SCSs</p> <p>Disburse 10 grants</p> <p>Submit 117 loans totalling Rs. 4,210,000 for SCS members and make 77 loans totalling Rs. 2,665,000</p> <p>Submit 125 loans for non SCS entrepreneurs for Rs. 2,175,000 and make 113 loans for Rs. 1,790,000</p> <p>Conduct one workshop for bankers</p> <p>Train staff in SSE credit assessment</p> |        |

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| SMALL SCALE ENTERPRISE ACTIVITIES  |  |  |   |        |
|--|--|--|---|--------|
| Activity and 1992 target   | Actions planned 4th quarter  | Actions taken 4th quarter  | Actions planned 1st quarter 1993  | Issues |
| <p><u>SSE Activity #3</u></p> <p>Provide technical, credit entrepreneurship and other training</p> <p><u>1992 Target</u></p> <p>Train 1300 individuals</p> <p><u>To date</u></p> <p>Trained 1403 individuals</p> | <p>Train MBC staff in training needs assessment</p> <p>Conduct 16 technical training programs</p> <p>Conduct 8 credit training programs. Train 525 persons</p> <p>Contract EDP for Kotmale</p> <p>Complete EDP Audit</p> <p>Contract EDPs for women in 4 systems</p> <p>Carry out EDP for youth with SSED in Angunakolapelessa</p> <p>Develop plan for Skills Training Center in Kotmale</p> | <p>Trained MBC staff in training needs assessment</p> <p>Conducted 22 technical training programs</p> <p>Conducted 14 credit training programs including 3 for SCS members; 156 persons trained</p> <p>Offers are being evaluated</p> <p>Bids for EDPs received</p> <p>No EDP training carried out</p> <p>Plans for Skills Training Centre completed</p> | <p>Establish procedures at business centres for assessing needs and scheduling technical training</p> <p>Conduct 13 technical training programmes</p> <p>Conduct 19 credit and business development sessions including 13 for SCS members</p> <p>Redesign EDTP based on evaluation findings, conduct 9 EDTPs (to be agreed)</p> |        |
| <p><u>SSE Activity #4</u></p> <p>Develop SSE-MLE export product linkages</p> <p><u>1992 Target</u></p> <p>Carry out 5 SSE-MLE export deals</p> <p><u>To date</u></p> <p>Commenced consultancy</p>                | <p>Follow-up study and consummate 5 export trial orders</p> <p>Establish 10 new outgrower ornamental fish ponds with Colombo firms</p>   |  | <p>Identify 3 business opportunities</p> <p>Sign 6 contracts with firms</p> <p>Develop technical and business skills of identified suppliers/producers</p>  |        |

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| SMALL SCALE ENTERPRISE ACTIVITIES  |   |  |   |        |
|--|---|--|---|--------|
| Activity and 1992 target   | Actions planned 4th quarter   | Actions taken 4th quarter  | Actions planned 1st quarter 1993  | Issues |
| <p><u>SSE Activity #5</u></p> <p>Develop private sector associations and chambers</p> <p><u>1992 Target</u></p> <p>Implement assistance programs with 15 organisations</p> <p><u>To date</u></p> <p>No assistance programs implemented</p> | <p>Submit 2 proposals to grants committee</p> <p>Develop guidelines for business centers for association assistance</p> | <p>One association identified for assistance in Kotmale</p> <p>Guidelines issued</p> | <p>This activity has been amalgamated under Activity 15</p> <p>Arrange assistance for one association</p> |        |

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| POLICY, PROCEDURES & REGULATIONS ACTIVITIES   |  |   |   |   |
|---|--|---|---|---|
| Activity and 1992 target  | Actions planned 4th quarter  | Actions taken 4th quarter   | Actions planned 1st quarter 1993  | Issues  |
| <p><u>PPR Activity #1</u></p> <p>Establish land policies which support enterprise development.</p> <p><u>1992 Target</u></p> <p>Issue 1,000 freehold titles (i.e. special grants without restrictions) issued to SSEs and 15 thirty year leases to MLEs).</p> <p><u>To date</u></p> <p>One long-term 30 year lease issued</p> | <p>Promote Ministry to issue statement on freehold titles for SSE and 49 year leases to larger farms</p> <p>Issue initial titles and leases</p>  | <p>One long term 30 years lease issued</p>  | <p>Promote Ministry statement on freehold titles</p> <ul style="list-style-type: none"> <li>- employ private surveyors to SSE and MLE lands</li> <li>- continue valuation of lands for leasing and grants</li> <li>- issue initial titles and leases</li> </ul> | <p>Survey and valuation delays resulted in no leases being issued</p> |
| <p><u>PPR Activity #2</u></p> <p>Improve physical infrastructure for enterprise development</p> <p><u>1992 Target</u></p> <p>Make road, power or water infrastructure investments to support 3 private projects</p> <p><u>To date</u></p> <p>Submitted commercialization paper to MASL Board</p>                              | <p>Contract study on infrastructure requirements of Mahaweli to facilitate private investment</p> <p>Introduce policy reforms to encourage private sector to develop infrastructure</p> <p>Make infrastructure investments</p> | <p>Study on infrastructure contracted</p> <p>Policy reforms to encourage infrastructure development through commercialisation paper</p> | <p>Identify three infrastructure investments which will enable specific investment projects</p> <p>Introduce policy reforms or other measures which will encourage private sector to develop infrastructure</p>   | <p>Delay in approval of commercialisation paper</p>                   |

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| POLICY, PROCEDURES & REGULATIONS ACTIVITIES  |  |  |  |        |
|--|--|--|--|--------|
| Activity and 1992 target   | Actions planned 4th quarter  | Actions taken 4th quarter  | Actions planned 1st quarter 1993   | Issues |
| <p><u>PPR Activity #3</u></p> <p>Privatize loss-making and underutilised MASL land and facilities</p> <p><u>1992 Target</u></p> <p>Transfer to the private sector ten MASL farms, 100 buildings, 3 major facilities and 500 new commercial and industrial plots</p> <p><u>To date</u></p> <p>SEDF equipment leased out; 4 MASL farms transferred</p> | <p>Advertise Mahaweli facilities available to investors</p> <p>Determine future utilisation of industrial parks</p> <p>SEDF equipment to be leased out</p> <p>Approval sought to implement Mahaweli Commercialization Program</p> <p>Documentation of DA and DDP forum (if approved)</p> | <p>Advertised Mahaweli facilities available to investors</p> <p>Malwanegama, Dambawatana, Kachchigalaru and Gurugodella farms given to private sector</p> <p>SEDF equipment leased out</p> | <p>Advertise at least monthly the MASL lands and buildings available to the private sector</p> <p>Prepare documentation for DA and DDP farms</p> |        |

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| POLICY, PROCEDURES & REGULATIONS ACTIVITIES  |  |  |   |        |
|--|--|--|---|--------|
| Activity and 1992 target   | Actions planned 4th quarter  | Actions taken 4th quarter  | Actions planned 1st quarter 1993  | Issues |
| <p><u>PPR Activity #4</u></p> <p>Improve MASL policies to support enterprise development</p> <p><u>1992 Target</u></p> <p>Introduce five specific policy or procedural changes in the areas of water, tourism, minerals, housing and transport which improve business environment in Mahaweli</p> <p><u>To date</u></p> <p>Housing policy adopted; other policies proposed through Commercialization paper</p> | <p>Develop land use planing and zoning policies</p> <p>Recommend action to encourage private housing development in the Mahaweli</p> | <p>MASL to adopt policy to encourage housing development in Mahaweli</p> | <p>Set up Task Force to identify policy and procedures improvements</p> <p>Develop Mahaweli land use planning and zoning policies</p> |        |

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| POLICY, PROCEDURES & REGULATIONS ACTIVITIES   |   |   |  |        |
|---|---|---|--|--------|
| Activity and 1992 target  | Actions planned 4th quarter   | Actions taken 4th quarter   | Actions planned 1st quarter 1993   | Issues |
| <p><u>PPR Activity #5</u></p> <p>Improve MASL capacity to support enterprise development</p> <p><u>1992 Target</u></p> <p>Improve official environment for private investment and confirm through MLE and SSE investor opinion surveys</p> <p><u>To date</u></p> <p>MED program introduced to the MEA staff</p> | <p>Continue meetings with EIED/MED staff and MEA officials in Systems</p> <p>Two opinion surveys of SSE and MLE investors to measure quality of business environment in Mahaweli to be carried out as a part of the census survey</p> | <p>Meeting of EIED/MED carried out with staff of all projects</p> | <p>Continue support development of Mahaweli Associations</p> <p>Conduct one opinion survey</p> |        |

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| EIED STAFF TRAINING AND OTHER ACTIVITIES  |  |   |  |        |
|---|--|---|--|--------|
| Activity and 1992 target  | Actions planned 4th quarter  | Actions taken 4th quarter   | Actions planned 1st quarter 1993   | Issues |
| <p><u>Other Activity #1</u></p> <p>Plan, monitor and report</p> <p><u>1992 Target</u></p> <p>Establish 1992 baseline data for enterprises and employment in Mahaweli</p> <p><u>To date</u></p> <p>Established 1992 baseline data for enterprises and employment in Mahaweli</p> | <p>Complete census in Kotmale and Uda Walawe</p> <p>Issue census report with all tables</p>  | <p>Completed census in Kotmale and Uda Walawe</p> <p>Final report submitted covering all systems</p>  | <p>Circulate census report</p>   |        |
| <p><u>Other Activity #2</u></p> <p>Provide equipment as required for EIED</p> <p><u>1992 Target</u></p> <p>Open and equip Mahaweli Business Centres</p> <p><u>To date</u></p> <p>Open and equip 8 Mahaweli Business Centres</p>   | <p>Fax machines, English typewriter, stabilizers for MBCs and photocopier, printer for EIED head office to be purchased</p> <p>MBC's to be equipped with computers and related equipment</p> | <p>Tenders evaluated. Awaiting USAID approval for typewriters and fax machines. Purchased photocopier and printer.</p> <p>All equipment supplied; computer procured</p> | <p>Purchase of English typewriters, fax machines and binder</p> <p>Purchase of vehicles for EIED head office and FBC</p> <p>Install computers for MBCs</p> |        |

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| EIED STAFF TRAINING AND OTHER ACTIVITIES   |   |   |  |        |
|--|---|---|--|--------|
| Activity and 1992 target   | Actions planned 4th quarter   | Actions taken 4th quarter   | Actions planned 1st quarter 1993   | Issues |
| <p><u>Other Activity #3</u></p> <p>Provide training for EIED staff</p> <p><u>1992 Target</u></p> <p><u>To date</u></p> <p>Training provided as planned</p>   | <p>Two EIED officers to proceed to Philippines for training</p> <p>3 EIED officers to go on a study tour with the farmers</p> <p>EIED field staff to be trained in computer usage</p> | <p>One officer completed training and returned. The other's training postponed for 1993</p> <p>The familiarization tour to Thailand with 2 EIED officers postponed to 1993</p> <p>Postponed to 1993</p> | <p>Foreign training plan for 1993 to be prepared</p> <p>Secretarial staff to be trained on computer usage.</p> <p>2 EIED officers and one MBC to go on a study tour with entrepreneurs</p> <p>To obtain the service of a foreign consultant to train MBC staff</p> |        |
| <p><u>Other Activity #4</u></p> <p>Report and plan</p> <p><u>1992 Target</u></p> <p>Report quarterly and annually; carry out quarterly, mid-year and annual reviews; prepare 4 quarterly plans and 1992 annual plans</p> <p><u>To date</u></p> <p>Prepared all reports on schedule</p> | <p>Prepare quarterly report and plan</p> <p>Prepare 1992 annual report and 1993 annual plan</p> <p>Hold annual planning conference</p>  | <p>Prepared quarterly report</p> <p>Prepared 1992 annual report and 1993 annual plan</p> <p>Held annual planning conference</p>   | <p>Prepare quarterly report and plan</p>   |        |

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| MAIIAWELI BUSINESS CENTER: ANGUNAKOLAPELESSA  |   |  |   |  |
|---|---|--|---|--|
| Activity and 1992 target  | Actions planned 4th quarter   | Actions taken 4th quarter  | Actions planned 1st quarter 1993  | Issues   |
| <p><u>1992 Target</u></p> <p>100 SSE jobs created</p> <p><u>4th Quarter Staffing</u></p> <p>1 EIED Deputy Manager<br/>2 FBCs<br/>1 Secretary</p> <p><u>4th Quarter Target</u></p> <p>Create 30 SSE jobs</p> <p><u>4th Quarter Achievements</u></p> <p>Created 5 SSE jobs</p> <p><u>To date</u></p> <p>Created 53 SSE jobs</p> <p><u>1st Quarter 1993 Target</u></p> <p>Create 14 full time jobs in self employment, micro and small enterprises</p> | <p>Deliver 165 business advisory consultations including 40 to arrange loans and 35 to address land issues</p> <p>Serve 38 enterprise &amp; entrepreneur clients</p> <p>Register 3 SCSs</p> <p>Submit 22 loan applications to Banks for SCS members totalling Rs. 450,000</p> <p>Submit 1 direct loan application to Banks for non-SCS entrepreneurs totalling Rs. 150,000 and make 1 loan totalling Rs. 175,000</p> <p>Deliver 2 adhoc training courses including 1 for SCS members</p> <p>Form Cane Weavers' Association to enable them to obtain raw materials and to market products</p> <p>Carry out EDP for youth with EIED</p> <p>Submit 2 grant proposals to Chamber of Commerce and MASL</p> | <p>Delivered 153 business advisory consultations including 105 to arrange loans and 13 to address land issues</p> <p>Served 73 enterprises</p> <p>Received 3 registration certificates; One MOA submitted</p> <p>Submitted 3 loans to the bank for Rs. 210,000</p> <p>Delivered 3 adhoc training courses on cane cultivation, yoghurt making and credit; 13 persons trained</p> <p>Cane weavers association formed and office bearer elected. Cane plantation project undertaken</p> | <p>Deliver 200 business advisory consultations (including 94 to arrange loans and 70 to address land issues)</p> <p>Serve 100 enterprise and entrepreneur clients</p> <p>Form 1 additional SCSs</p> <p>Arrange 11 loans to SCS members (estimation of Rs 385,000)</p> <p>Arrange 3 loans to non-SCS entrepreneurs (estimation of Rs 75,000)</p> <p>Deliver 7 special (ad-hoc) courses for 56 people including 4 for SCS members</p> <p>Disburse 2 grants to Savings &amp; Credit Society (estimation of Rs 100,800)</p> | <p>The regulations on transport of cane prohibits the weavers from obtaining it from the surrounding areas</p> |

| MAIIAWELI BUSINESS CENTER: BAKAMUNA  |  |   |  |        |
|--|--|---|--|--------|
| Activity and 1992 target   | Actions planned 4th quarter  | Actions taken 4th quarter   | Actions planned 1st quarter 1993   | Issues |
| <p><u>1992 Target</u></p> <p>Create 200 SSE jobs</p> <p><u>4th Quarter Staffing</u></p> <p>1 EIED Asst. Manager<br/>2 FBCs<br/>1 Secretary</p> <p><u>4th Quarter Target</u></p> <p>Create 30 SSE jobs</p> <p><u>4th Quarter Achievements</u></p> <p>Created 5 SSE jobs</p> <p><u>To date</u></p> <p>Created 53 SSE jobs</p> <p><u>1st Quarter 1993 Target</u></p> <p>24 full time jobs created in self employment, micro and small enterprises</p> | <p>Deliver 362 business advisory consultations including 100 to arrange loans and 65 to address land issues</p> <p>Serve 108 enterprise and entrepreneur clients</p> <p>Form 1 new SCS, Register 2 SCSs and disburse 1 Grant</p> <p>Submit 10 loan applications for SCS members totalling Rs. 300,000 and make 6 loans totalling Rs. 230,000</p> <p>Submit 6 loan applications for non-SCS members totalling Rs. 90,000 and make 4 loans totalling Rs. 60,000</p> <p>Deliver 4 adhoc training courses including 1 in credit for SCS members</p> <p>Confirm links for supply of ingredients to local bakers by Lever Bros.</p> <p>Collect samples from 5 skilled handicraft producers for Colombo exporters</p> <p>Submit proposal to MARD Commercialization Fund to purchase new kiln for Dokunugala Pottery Association</p> | <p>Delivered 300 business advisory consultations including 177 to arrange loans and 14 to address land issues</p> <p>Served 76 enterprise and entrepreneur clients served</p> <p>Formed 1 new SCS; registered 1 SCS and disbursed 2 grants for Rs. 18,000; approved grants to one SCS for Rs. 92,200</p> <p>Submitted 8 loan applications for SCS members totalling Rs. 310,000 and made 3 loans totalling Rs. 150,000</p> <p>Submitted 10 loan applications for non-SCS members totalling Rs. 445,000 and made 5 loans totalling Rs. 92,000</p> <p>Delivered 5 adhoc courses including 2 for SCS members; 46 persons trained</p> <p>Formed Association for bakers and made request to Leyers to supply ingredients</p> <p>Identified 5 skilled handicraft persons. Samples to be sent directly to export market</p> <p>Submitted proposal to MARD</p> <p>Assessed 3 new SSE opportunities on production of coconut oil, gem cutting/polishing and seed paddy project</p> | <p>Deliver 300 business advisory consultations (including 100 to arrange loans and 25 to address land issues)</p> <p>Serve 70 enterprise and entrepreneur clients</p> <p>Form 1 additional SCSs</p> <p>Disburse 1 grant to Savings &amp; Credit Society (estimation of Rs 85,000)</p> <p>Arrange 7 loans to SCS members (estimation of Rs 280,000)</p> <p>Arrange 5 loans to non-SCS entrepreneurs (estimation of Rs 150,000)</p> <p>Deliver 4 special (ad-hoc) courses for 30 people, including 1 for SCS members</p> |        |

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| MAIIAWELI BUSINESS CENTER: DEHIIATTAKANDIYA              |  |   |   |        |
|--|--|---|---|--------|
| Activity and 1992 target                                 | Actions planned 4th quarter  | Actions taken 4th quarter   | Actions planned 1st quarter 1993  | Issues |
| <u>1992 Target</u>                                       | Deliver 468 business advisory consultations including 120 to arrange loans and 60 to address land issues                         | Delivered 380 business advisory consultations including 150 to arrange loans and 61 to address land issues  | Deliver 400 Business advisory consultations (including 75 to arrange loans and 80 on land issues) |        |
| Create 200 SSE and 1870 MLE jobs                         |  |   |   |        |
| <u>4th Quarter Staffing</u>                              |  |   |   |        |
| 1 EIED Deputy Manager                                    | Serve 234 enterprise and entrepreneur clients  | Served 196 enterprise and entrepreneur clients  | Serve 90 enterprise and entrepreneur clients  |        |
| 1 EIED Assistant Managers                                |  |   |   |        |
| 2 FBCs   | Form 1 SCS, submit 2 for registration and register 3 SCSs  | Formed 1 new SCS; Submitted 1 for registration and registered 1 SCS   | Form 1 additional SCSs  |        |
| 1 Secretary  |  |   |   |        |
| <u>4th Quarter Target</u>                                |  |   |   |        |
| Create 50 SSE  | Submit 10 loan applications for SCS members to banks totalling Rs. 220,000 and make 7 loans to SCS members totalling Rs. 120,000 | Submitted 8 applications to banks; made 6 loans to SCS members totalling Rs. 111,000  | Arrange 10 loans to SCS members (estimation of Rs. 200,000)                                       |        |
| <u>4th Quarter Achievements</u>                          |  |   |   |        |
| Created 68 SSE and 29 MLE jobs                           |  |   |   |        |
| <u>To date</u>   |  |   |   |        |
| Created 308 SSE jobs                                     | Submit 20 loan applications for non-SCS members to Banks totalling Rs. 400,000 and make 14 loans totalling Rs. 280,000           | Submitted 21 loan applications for non-SCS members totalling Rs. 335,000, and made 12 loans totalling Rs. 165,000   | Arrange 25 loans to non-SCS entrepreneurs (estimation of Rs. 225,000)                             |        |
| <u>1st Quarter 1993 Target</u>                           |  |   |   |        |
| 122 jobs in self-employment, micro and small enterprises | Deliver 7 adhoc training courses including 3 in credit for SCS members   | Delivered 7 adhoc training courses including 3 for SCS members; 102 persons trained   | Deliver 3 special (ad-hoc) courses for 45 trainees including 2 for SCS members                    |        |
| 210 MLE jobs including outgrowers                        | Deliver 1 EDP course; train 20 persons.  | Assessed 4 new SSE opportunities on wrapping beedi, packeting of washed salt, assisting farmer organisations and recommencing of ornamental fish projects |   |        |
|  | Disburse 2 grants  | Disbursed 1 grant   | Disburse 2 grants to SCSs (estimation of 16,000)  |        |
|  | Re-vitalize Girandurukotte Entrepreneur Development Association  | Preliminary discussions held  |   |        |

| MAIIAWELI BUSINESS CENTER: EMBILIPITIYA, UDA WALAWE   |  |   |   |   |
|---|--|---|---|---|
| Activity and 1992 target  | Actions planned 4th quarter  | Actions taken 4th quarter   | Actions planned 1st quarter 1993  | Issues  |
| <p><u>1992 Target</u></p> <p>Create 220 SSE jobs</p> <p><u>4th Quarter Staffing</u></p> <p>1 EIED Deputy Manager<br/>2 FBCs<br/>1 Secretary<br/>1 Peon</p> <p><u>4th Quarter Target</u></p> <p>Create 35 SSE jobs, link 26 outgrowers MLEs</p> <p><u>4th Quarter Achievements</u></p> <p>Created 26 SSE and 500 MLE jobs; linked 26 outgrowers with MLEs</p> <p><u>To date</u></p> <p>Created 96 SSE jobs</p> <p><u>1st Quarter 1993 Target</u></p> <p>26 full time jobs created in self employment, micro and small enterprises</p> <p>550 MLE jobs including outgrowers</p> | <p>Deliver 200 business advisory consultations including 90 to arrange loans and 28 to address land issues</p> <p>Serve 83 enterprise and entrepreneur clients</p> <p>Form 2 SCS; submit 2 applications to register SCS and register 3</p> <p>Submit 12 loans to banks for SCS members totalling Rs. 375,000</p> <p>Submit 10 loans to banks for non-SCS members totalling Rs. 190,000 and make 7 loans totalling Rs. 138,000</p> <p>Deliver 4 adhoc training courses including 1 on credit; train 90.</p> <p>Conduct 1 EDP course for 20 people</p> <p>Submit 1 proposal for grant to private associations.</p> | <p>Delivered 320 business advisory consultations including 120 to arrange loans and 65 to address land issues</p> <p>Served 84 enterprise and entrepreneur clients</p> <p>Submitted 2 applications for registration</p> <p>Submitted 4 loan applications to banks for SCS members totalling Rs. 150,000</p> <p>Submitted 9 loan applications to banks for non-SCS members totalling Rs. 220,000</p> <p>Delivered 3 adhoc training courses including 2 for SCS members; 30 persons trained</p> <p>Assisted Dimuthu Industries to obtain tender for supply of steel furniture</p> <p>Assessed 3 new SSE opportunities on Treacle manufacture, salt packeting, establishment of a livestock village, development of Suriyawewa farm for seed production and establishment of a guest house</p> | <p>Deliver 200 Business advisory consultations (including 160 to arrange loans and 20 to address land issues)</p> <p>Serve 90 enterprise and entrepreneur clients.</p> <p>Form 2 additional SCSs</p> <p>Disburse 1 grant to SCSs (estimation of Rs. 48,000)</p> <p>Arrange 10 loans to SCS members (estimation of Rs. 320,000)</p> <p>Arrange 8 loans to non-SCS entrepreneurs (estimation of Rs. 150,000)</p> <p>Deliver 2 special adhoc courses for 40 trainees including 1 for SCS members, 1 EDP training</p> <p>10 commercial and industrial SSE plots transferred to entrepreneurs</p> <p>Submit 1 grant proposal to private associations/ chambers</p> | <p>Inability of members to subscribe the minimum share capital has delayed the formation of societies</p> |

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| MAHAWELI BUSINESS CENTER: KOTMALE  |   |  |   |        |
|--|---|--|---|--------|
| Activity and 1992 target   | Actions planned 4th quarter   | Actions taken 4th quarter  | Actions planned 1st quarter 1993  | Issues |
| <p><u>1992 Target</u></p> <p>Create 135 SSE jobs</p> <p><u>4th Quarter Staffing</u></p> <p>1 EIED Deputy Manager<br/>1 EIED Assistant Manager<br/>1 FBC<br/>1 Secretary</p> <p><u>4th Quarter Target</u></p> <p>Create 30 SSE jobs</p> <p><u>4th Quarter Achievements</u></p> <p>Created 31 SSE jobs</p> <p><u>To date</u></p> <p>Created 87 SSE jobs</p> <p><u>1st Quarter 1993 Target</u></p> <p>29 full time jobs created in self employment, micro and small enterprises</p> <p>16 MLE jobs including outgrowers</p> | <p>Deliver 170 business advisory consultations including 60 to arrange loans and 10 to address land issues</p> <p>Serve 125 enterprise and entrepreneur clients</p> <p>Form 1 SCS, submit 1 for registration and register 1 SCS</p> <p>Submit 5 loans for SCS members totalling Rs. 190,000 and make 5 loans totalling Rs. 190,000</p> <p>Submit 20 loans for non-SCS members totalling Rs. 250,000 and make 15 loans totalling Rs. 200,000</p> <p>Deliver 3 adhoc training courses including 1 in credit; train 32 persons</p> <p>Develop plan for Skills Training Centre</p> <p>Identify one private association for assistance</p> <p>Study feasibility of strawberry production and identify land suitable for investment</p> | <p>Delivered 224 business advisory consultations including 85 to arrange loans and 43 to address land issues</p> <p>Served 120 enterprise and entrepreneur clients</p> <p>Formed 2 new SCSs and submitted 1 for registration</p> <p>Submitted 4 loan applications to banks for SCS members totalling Rs. 155,000</p> <p>Submitted 19 direct loan applications totalling Rs. 233,000 and made 13 loans totalling Rs. 193,000</p> <p>Delivered 3 adhoc training courses including 1 in credit; 36 persons trained</p> <p>Opened Skill and Entrepreneurship Development Centre and 25 persons being trained on Juki machine; arrangements being made to start a driving school</p> <p>One private association identified</p> <p>Assessed 2 new SSE opportunities</p> <p>Disbursed grants for Rs. 23,400</p> | <p>Deliver 225 Business advisory consultations including 75 to arrange loans and 25 to address land issues</p> <p>Serve 75 Enterprise and entrepreneur clients</p> <p>Form 4 additional SCS</p> <p>Disburse 6 SCS grant proposals (estimation of Rs. 73,000)</p> <p>Arrange 10 loans to SCS members (estimation of Rs 300,000)</p> <p>Arrange 25 loans to non-SCS entrepreneurs (estimation of Rs. 250,000)</p> <p>4 commercial and industrial SSE plots (5-40 perches) transferred to entrepreneurs</p> <p>Deliver 2 special (ad-hoc) courses for 25 trainees including 1 for SCS members, 1 EDP training course</p> <p>Submit 1 grant to private associations/ chambers</p> <p>Establish 1 MLE/SSE link</p> |        |

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| MAIIAWELI BUSINESS CENTER: MADATUGAMA                                     |  |   |  |        |
|---|--|---|--|--------|
| Activity and 1992 target  | Actions planned 4th quarter  | Actions taken 4th quarter   | Actions planned 1st quarter 1993   | Issues |
| <u>1992 Target</u>  | Deliver 378 business advisory consultations including 107 to arrange loans and 47 to address land issues     | Delivered 338 business advisory consultations including 120 to arrange loans and 38 to address land issues                      | Deliver 288 Business advisory consultations including 120 to arrange loans and 24 to address land issues |        |
| Create 185 SSE and 20 MLE jobs  |  |   |  |        |
| <u>4th Quarter Staffing</u>   |  |   |  |        |
| 2 EIED Assistant Managers<br>2 FBCs<br>1 Secretary                        | 89 enterprise and entrepreneur clients served  | Served 122 enterprise and entrepreneur clients  | Serve 63 enterprise and entrepreneur clients   |        |
| <u>4th Quarter Target</u>   | Form 2 new SCS, submit 1 for registration and register 3   | Approved grants to 2 societies for Rs. 134,000 disbursed grants for Rs. 12,000  | Form 1 additional SCSs   |        |
| Create 30 SSE jobs  |  |   | Disburse 1 SCSs grant (estimation of Rs. 60,000)   |        |
| <u>4th Quarter Achievements</u>   | Submit 10 loans to banks for SCS members totalling Rs. 500,000 and make 8 loans totalling 400,000            | Submitted 8 loan applications to banks for SCS members totalling Rs. 365,000 and made 1 loan totalling Rs. 50,000               | Arrange 6 loans to SCS members (estimation of Rs. 300,000)   |        |
| Created 32 SSE jobs   |  |   |  |        |
| <u>To date</u>  |  |   |  |        |
| Created 165 SSE jobs  | Submit 41 direct loans to banks for non-SCS members totalling Rs. 410,000 and make 6 loans totalling 600,000 | Submitted 21 direct loan applications to banks for non-SCS members totalling Rs. 590,000 and made 6 loans totalling Rs. 155,000 | Arrange 12 loans to non-SCS entrepreneurs (estimation of Rs. 240,000)                                    |        |
| <u>1st Quarter 1993 Target</u>  | Form private association in Megalewa   | Delivered 7 adhoc training courses including 1 for SCS members, 80 persons trained  | Deliver 4 special (ad-hoc) courses for 43 trainees including 2 for SCS members,                          |        |
| 48 full time jobs created in self-employment, micro and small enterprises |  |   | 4 commercial and industrial SSE plots (5-40 perches) transferred to entrepreneurs                        |        |
| 75 MLE jobs including outgrowers  | Disburse 2 grants to SCS   |   | Establish 1 MLE/SSE business links   |        |
|   |  |   | Submit 1 grant proposal for a private association  |        |

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| MAIIAWELI BUSINESS CENTER: NOCIICHIYAGAMA   |  |   |  |  |
|---|--|---|--|--|
| Activity and 1992 target  | Actions planned 4th quarter  | Actions taken 4th quarter   | Actions planned 1st quarter 1993   | Issues   |
| <p><u>1992 Target</u></p> <p>Create 200 SSE and 600 MLE jobs</p> <p><u>4th Quarter Staffing</u></p> <p>1 EIED Deputy Manager<br/>1 EIED Assistant Manager<br/>2 FBCs<br/>1 Secretary</p> <p><u>4th Quarter Target</u></p> <p>Create 30 SSE jobs</p> <p><u>4th Quarter Achievements</u></p> <p>Created 90 SSE and 25 MLE jobs</p> <p><u>To date</u></p> <p>Created 290 SSE and 427 MLE jobs</p> <p><u>1st Quarter 1993 Target</u></p> <p>68 full time jobs created in self-employment, micro and small enterprises</p> <p>375 MLE jobs including outgrower</p> | <p>Deliver 300 business advisory consultations including 125 to arrange loans and 30 to address land issues</p> <p>Serve 152 enterprise and entrepreneur clients</p> <p>Disburse 1 grant to SCS, form 2 new SCSs submit 2 for registration and register 1 SCS</p> <p>Submit 15 loans to banks for SCS members totalling Rs. 375,000 and make 6 loans totalling Rs 180,000</p> <p>Submit 20 loans for non-SCS entrepreneurs totalling Rs. 400,000 and make 15 loans totalling Rs. 800,000</p> <p>Deliver 7 adhoc training courses including 1 session for SCS members</p> <p>Deliver 1 EDP course for 15 persons</p> <p>Arrange 1 grant proposal for Tambuttegama Traders Association</p> | <p>Delivered 425 business advisory consultations including 98 to arrange loans and 45 to address land issues</p> <p>Served 89 enterprise and entrepreneur clients</p> <p>Approved grants to 1 society; formed 2 new SCSs, submitted 1 for registration and registered 1; disbursed grants for Rs. 22,200</p> <p>Made 5 loans to SCS members totalling Rs. 185,000</p> <p>Submitted 12 loan applications to banks for non-SCS entrepreneurs totalling Rs. 513,000 and made 7 loans totalling Rs. 125,000</p> <p>Delivered 5 adhoc training courses including 2 for SCS members, 41 persons trained</p> <p>Assessed 1 SSE opportunity to set up a household brass fittings industry</p> | <p>Deliver 280 Business advisory consultations including 140 to arrange loans and 40 to address land issues</p> <p>Serve 85 Enterprise and entrepreneur clients</p> <p>Form 1 additional SCSs</p> <p>Disburse 8 SCS grants (estimation of Rs. 67,000)</p> <p>Arrange 8 loans to SCS members (estimation of Rs 280,000)</p> <p>Arrange 15 loans to non-SCS entrepreneurs (estimation of Rs. 300,000)</p> <p>Deliver 4 special (ad-hoc) courses for 50 trainees including 1 for SCS members</p> <p>Transfer 5 commercial and industrial SSE plots to entrepreneurs<br/>Submit 1 grant proposal to private associations/ chambers</p> | <p>Interruption of water supply for agriculture during Yala season ceased all agricultural activities in the "M" area. This has adversely affected the economy of the system</p> |

| MAIIAWELI BUSINESS CENTER: WELIKANDA  |   |  |   |        |
|---|---|--|---|--------|
| Activity and 1992 target  | Actions planned 4th quarter   | Actions taken 4th quarter  | Actions planned 1st quarter 1993  | Issues |
| <p><u>1992 Target</u></p> <p>Create 200 SSE jobs</p> <p><u>4th Quarter Staffing:</u></p> <p>1 EIED Deputy Manager<br/>1 EIED Assistant Manager<br/>1 EIED Food Technologist<br/>1 FBC<br/>1 Secretary<br/>1 Pcon</p> <p><u>4th Quarter Target</u></p> <p>Create 30 SSE jobs</p> <p><u>4th Quarter Achievements</u></p> <p>Created 10 SSE jobs</p> <p><u>To date</u></p> <p>Created 149 SSE jobs</p> <p><u>1st Quarter 1993 Target</u></p> <p>45 full time jobs in self-employment, micro and small enterprises</p> <p>450 MLE jobs including outgrowers</p> | <p>Deliver 265 business advisory consultations including 75 to arrange loans and 55 to address land issues</p> <p>Serve 83 enterprise and entrepreneur clients</p> <p>Form 2 new SCSs and submit 2 for registration and register 1 SCS</p> <p>Disburse 1 grant to SCS</p> <p>Submit 15 loans to SCS members totalling Rs. 600,000 and make 15 loans totalling Rs. 600,000</p> <p>Submit 35 loans to banks for non-SCS entrepreneurs totalling Rs. 500,000 and make 30 loans totalling Rs. 580,000</p> <p>Deliver 3 adhoc training courses including 1 session for SCS members; train 50 persons</p> | <p>Delivered 225 business advisory consultations including 36 to arrange loans and 68 to address land issues</p> <p>Served 56 enterprise and entrepreneur clients</p> <p>Formed 1 new SCS</p> <p>Approved grants to one Society for Rs. 52,120</p> <p>Submitted 8 loan applications to banks for SCS members totalling Rs. 300,000</p> <p>Submitted 10 loan applications to banks for non-SCS members totalling Rs. 125,000 and made 5 loans totalling Rs. 60,000</p> <p>Delivered 4 adhoc training courses, 67 persons trained</p> <p>Assessed 3 SSE opportunities on goat farming, rattan industry and rush &amp; reeds industry</p> | <p>Deliver 250 Business advisory consultations including 125 to arrange loans</p> <p>Serve 70 enterprise and entrepreneur clients</p> <p>Form 1 additional SCSs</p> <p>Disburse 1 SCS grants (estimation of Rs. 65,000)</p> <p>Arrange 15 loans to SCS members (estimated at Rs 600,000)</p> <p>Arrange 20 loans to non-SCS entrepreneurs (estimated at Rs. 400,000)</p> <p>Deliver 2 special (ad-hoc) courses for 19 trainees including 1 for SCS members</p> <p>10 commercial and industrial SSE plots transferred to entrepreneurs</p> <p>Establish 1 MLE-SSE business link</p> <p>Submit 1 grant application</p> <p>Carry out 1 study</p> |        |

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| <b>MED SHORT TERM TECHNICAL ASSISTANCE<br/>                     JANUARY - DECEMBER, 1992</b> |   |                              |                    |
|--|---|------------------------------|--------------------|
| Program area   | Topic   | Name                         | Dates              |
| MLE  | Tomato PIP  | Peter Florance               | January - March    |
| MLE  | Essential oils PIP  | Tom Davies                   | February - March   |
| MLE  | Cold Chain  | Fredrick E. Henry            | February - March   |
| MLE/SSE  | Management information system   | Dias Gunasinghe              | January - March    |
| MLE/SSE  | Development of MLE-SSE export product linkages                          | David Holbourne              | June - August      |
| MLE  | Preparation of commercial farm business plans                           | Cedric de Vaz                | June - August      |
| MLE/SSE  | Study on extraction of snake venom                                      | Ansem de Silva/S. Balasuriya | August             |
| MLE  | Dried fruit   | Dr. Kamal U. Hyder           | August - September |
| MLE/SSE  | Enterprise and employment census and enterprise opinion survey          | L.N. Perera                  | August - September |
| MLE/SSE  | Enterprise and employment census and enterprise opinion survey          | Teams                        | August - September |
| MLE/SSE  | Preliminary study of Tourism Hotel Sites in Mahaweli areas              | Teams                        | October            |
| MLE  | Study on Year Round Irrigation in Mahaweli Systems C,G,H and Uda Walawe | Teams                        | October - December |
| MLE  | Infrastructure study  | Teams                        | October - December |
|  |   |                              |                    |

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| MED/ISTI SHORT TERM TECHNICAL ASSISTANCE<br>ANTICIPATED JANUARY - MARCH, 1993 |   |                   |          |
|---|---|-------------------|----------|
| Program area  | Topic   | Name              | Dates    |
| MLE   | Organic Agronomist  | J. Smillie        |          |
| MLE   | Minerals survey   |                   |          |
|   | Development of MLE-SSE<br>export product linkages                   | David Holbourne   |          |
|   | Horticulture Air Freight<br>Rates and Space<br>Availability Study   | C. Whittle        | February |
|   | DA&DDP<br>Commercialization Study<br>and Actual Plan<br>Preparation | Dr Cedric F. Nott | February |
|   | Cashew Consultancy  | Ian Duncan        | February |
|   |   |                   |          |

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| MED (ISTI) REPORTS<br>JANUARY - DECEMBER 1992   |                      |                |
|---|----------------------|----------------|
| Title   | Name                 | Date           |
| Cold Chain requirements for Uda Walawe  | Fredrick E. Henry    | March 1992     |
| Field Manual for Processing Tomatoes  | Peter Florance       | March 1992     |
| Processing Tomato Trials in Mahaweli System H   | Peter Florance       | March 1992     |
| Processing Tomato Trials in Mahaweli System C   | Peter Florance       | March 1992     |
| MED/EIED Quarterly Report January - March 1992 and MED/EIED Quarterly Plan April - June 1992        |                      | March - 1992   |
| Report on the Commercial Farms in the Mahaweli System B   | Jayantha Jayewardene | March 1992     |
| MED/EIED Quarterly Report April - June 1992 and MED/EIED Quarterly Plan July - September 1992       |                      | June 1992      |
| Pre Investment Programmes of Assistance to Mahaweli Investors                                       | Geoffrey Peters      | June 1992      |
| Commercial Demonstration Farm Investment Potential for Suriyawewa Farm                              | Dr. Cedric R. de Vaz | July 1992      |
| Commercial Demonstration Farm Investment Potential for Attanakadawela Farm                          | Dr. Cedric R. de Vaz | August 1992    |
| Commercial Demonstration Farm Investment Potential for Nawamedagama Farm                            | Dr. Cedric R. de Vaz | August 1992    |
| Commercial Demonstration Farm Investment Potential for Kattakaduwa Farm                             | Dr. Cedric R. de Vaz | August 1992    |
| Dried Fruit Processing in the Mahaweli  | Dr. Kamal Hyder      | September 1992 |
| MED/EIED Quarterly Report July - September 1992 and MED/EIED Quarterly Plan October - December 1992 |                      | September 1992 |
| Commercial Demonstration Farm Investment Potential for Kalankuttiya Farm                            | Dr Cedire de Vaz     | September 1992 |
| Preliminary Study of Tourist Hotel Sites in Mahaweli Areas  |                      | October 1992   |
| Commercial Demonstration Farm Investment Potential for Girandurukotte Farm                          | Dr Cedric de Vaz     | November 1992  |
| MED/EIED Quarterly Report October - December 1992 and MED/EIED Quarterly Plan January - March 1993  |                      | December 1992  |

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| <b>MED (ISTI) REPORTS<br/>JANUARY - DECEMBER 1992</b>                                     |               |               |
|---|---------------|---------------|
| <b>Title</b>  | <b>Name</b>   | <b>Date</b>   |
| MED/EIED Annual Report 1992   |               | December 1992 |
| MED/EIED Annual Plan 1993   |               | December 1992 |
| A Guide to Formation and Management of Savings and Credit Societies under the MED Project | M.W. Panditha | December 1992 |
| Report of the Census Expert and Statistician on the Census of Mahaweli Enterprises        | L.M. Perera   | December 1992 |

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| <b>INPUTS AND ACCRUED EXPENDITURES BY PROJECT LINE ITEM</b><br>Reporting period: October - December 1992 |   |                    |                            |
|--|---|--------------------|----------------------------|
| Project line item  | Project targets for inputs and expenditures         | Inputs this period | Cumulative inputs to date  |
| Entrepreneur training  | Persons trained:<br>750 persons                     | -                  | 949                        |
| Ad hoc training  | xx persons  |                    |                            |
| EIED staff training  | xx person-months staff training                     |                    |                            |
|  | \$650,000   | \$8779.19          | \$121461.19                |
| Pre-investment programs  | 10 PIPs conducted<br>40 firms assisted with PIPs    |                    | 10 approved<br>20 assisted |
|  | \$250,000 on PIPs                                   | \$4096.78          | \$9787.78                  |
| Investment promotion   | xx promotion seminars<br>xx overseas missions       | 2                  | 7 seminars<br>5            |
|  | \$750,000   | \$34660.91         | \$99206.91                 |
| Information dissemination  | xx market seminars<br>xx market studies distributed |                    | 19<br>10                   |
|  | \$150,000   |                    |                            |
| Grants to associations   | 65 associations assisted                            | Nil                | Nil                        |
|  | 65 grants to Savings and Credit Associations        | 6                  | 14                         |
|  | 650 members of SCSs                                 |                    |                            |
|  | \$200,000   | 1746.78            | 10013.78                   |
| Special projects   | xx activities proposed to EIED/USAID                |                    | 1                          |
|  | xx activities approved                              |                    | 1                          |
|  | xx activities completed                             |                    |                            |
|  | \$1.0m  | \$6417.77          | \$21670.77                 |

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| <b>INPUTS AND ACCRUED EXPENDITURES BY PROJECT LINE ITEM</b><br>Reporting period: October - December 1992 |   |                    |                           |
|--|---|--------------------|---------------------------|
| Project line item  | Project targets for inputs and expenditures                                 | Inputs this period | Cumulative inputs to date |
| Equipment  | 5 vehicles  |                    | 2                         |
|  | 16 motorcycles  |                    | 10                        |
|  | 8 business centers equipped   |                    | 8                         |
|  | \$700,000   | \$151825           | \$225437                  |
| Surveys, monitoring  | xx opinion surveys completed  | 1                  | 1                         |
|  | 1 MLE baseline established  |                    |                           |
|  | 1 SSE baseline established  |                    | 1                         |
|  | \$200,000   | \$28373.12         | \$70283.12                |
| Evaluation and audits  | 25 steering committee meetings including Project Review Committee meetings) | 1                  | 8                         |
|  | 1 mid-term project external evaluation                                      | 1                  | 1                         |
|  | 1 final project external evaluation   |                    |                           |
|  | xx audits   | 4000               | 4000                      |
| Planning and operations  | 750 leases issued   |                    | -                         |
|  | 6 annual MED/EIED workplans   | 1                  | 4                         |
|  | xx planning workshops   | 1                  | 6                         |
|  | \$50,000  | \$3446.25          | \$24174.25                |
| Technical assistance   | 302 months long term MED t.a.   | 11.31              | 166.31                    |
|  | 60 months short term local t.a.   | 4.77               | 34.82                     |
|  | 95 months short term foreign t.a.   |                    | 26.87                     |
|  | 780 months MED field advisors   | 35.74              | 157.26                    |
|  | xx months short term market t.a.  |                    |                           |

\*Data for compiling this table is incomplete.

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| APPROVED PRE INVESTMENT PROGRAMS (PIPs)   |   |  |
|---|---|--|
| Company/address   | Description of PIP  | Status   |
| Dasa Timber Works<br>Moraketiya Road<br>Embilipitiya<br>Uda Walawe  | To install and commission a box making business in Uda Walawe to produce wooden fruit packing boxes for an integrated fresh fruit production operation planning to export to the European market. | Plastic boxes preferred over wooden boxes for the proposed "Cold Chain " activities. Project dropped.  |
| John Keells Holdings<br>PO Box 76<br>130 Glennie Street<br>Colombo 2<br><br>Possible location<br>Girandurukotte,<br>System C.<br><br>Contact:<br>Ranel Wijesinghe | To conduct a review of a fruit juice and pulping production and processing venture that could be established in the Mahaweli. This work will help to confirm viability of the venture.            | A fruit cultivation and processing pre-feasibility study for JKHL concluded: a) dried fruit is a viable, profitable venture; b) juicing and pulping are not viable because it is expensive and requires high technology; and c) recommended JKHL carry out R & D of several fruit varieties. JKHL obtained Cabinet approval for 150 acres of land (Lots 409 and 410) in System C and is in the process of planting on the land.<br>Two representatives of JKHL visited Thailand in July 1992 to study fruit production and processing operations and to develop market contacts. Pac Rim Group, a Thai company, facilitated this visit.<br><br>A. Private Sector Contributions<br>1. Budgeted Amount                 \$ 21,000<br>2. Amount This Period             \$ 2,880<br>3. Amount To Date                 \$ 27,322<br><br>B. MED Technical Assistance<br>Level of effort 100 days |
| Sunfrost/Hayleys<br>P.O.Box 70<br>400, Deans Road<br>Colombo 10<br><br>Location Systems<br>B. C. and Uda<br>Walawe<br><br>Contact<br>Anil<br>Wickremanayake       | To develop commercial scale silver skin onion production and exports  | A silver skin onion production advisor, Walt Neuberg, assisted Sunfrost to continue to harvest previous trials and post harvest handling. Sunfrost applied for commercialization fund assistance through MARD. Sunfrost have now targeted Japan as a potential market for the silver skin onions. Additional PIP assistance to develop Japanese market contacts was approved through a PIP amendment. Trials conducted, product did not come up to export standard and competitive prices.<br><br>A. Private Sector Contributions<br>1. Budgeted Amount                 \$ 23,000<br>2. Amount This Period             \$ 3,500<br>3. Amount To Date                 \$ 30,120<br><br>B. MED Technical Assistance<br>Level of effort 45 days   |

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| APPROVED PRE INVESTMENT PROGRAMS (PIPs)  |  |  |                    |           |                       |                           |                   |            |                                 |         |                                 |         |
|--|--|--|--------------------|-----------|-----------------------|---------------------------|-------------------|------------|---------------------------------|---------|---------------------------------|---------|
| Company/address  | Description of PIP   | Status   |                    |           |                       |                           |                   |            |                                 |         |                                 |         |
| <p>Forbes &amp; Walker<br/>46/38, Nawam<br/>Mawatha<br/>P.O. Box 60<br/>Colombo 2.</p> <p>Loc: System C</p> <p>Contact:<br/>S. Rabindranath</p>  | <p>To improve the fermentation and brining technology being used by the Gherkin industry and to develop a bottling plant.</p>  | <p>Wolfgang Pach, a brining and fermentation specialist, completed a pickle packing plant feasibility study, which may lead to a major investment over Rs.200 million. FAS have applied for Mahaweli land for a processing and bottling plant site and awaits cabinet decision. FAS received MED support for a marketing tour in Oct. 1991 in and Oct. 1992.</p> <p>1. Bottling plant activities postponed due to unavailability of suitable joint venture partner, concern over water availability for processing plant under evaluation.</p> <p>2. World wide recession has caused weakening of gherkin market.</p> <p>A. Private Sector Contributions</p> <table> <tr> <td>1. Budgeted Amount</td> <td>\$ 91,150</td> </tr> <tr> <td>2. Amount This Period</td> <td>\$ 168,181 <sup>(i)</sup></td> </tr> <tr> <td>3. Amount To Date</td> <td>\$ 665,181</td> </tr> </table> <p><sup>(i)</sup> Estimated figures as at 30/09/92 include recurrent expenditure.</p> <p>B. MED Technical Assistance</p> <table> <tr> <td>Level of effort Apr 03 - Jul 03</td> <td>90 days</td> </tr> <tr> <td>Level of effort Aug 23 - Oct 22</td> <td>60 days</td> </tr> </table> | 1. Budgeted Amount | \$ 91,150 | 2. Amount This Period | \$ 168,181 <sup>(i)</sup> | 3. Amount To Date | \$ 665,181 | Level of effort Apr 03 - Jul 03 | 90 days | Level of effort Aug 23 - Oct 22 | 60 days |
| 1. Budgeted Amount   | \$ 91,150  |  |                    |           |                       |                           |                   |            |                                 |         |                                 |         |
| 2. Amount This Period  | \$ 168,181 <sup>(i)</sup>  |  |                    |           |                       |                           |                   |            |                                 |         |                                 |         |
| 3. Amount To Date  | \$ 665,181   |  |                    |           |                       |                           |                   |            |                                 |         |                                 |         |
| Level of effort Apr 03 - Jul 03  | 90 days  |  |                    |           |                       |                           |                   |            |                                 |         |                                 |         |
| Level of effort Aug 23 - Oct 22  | 60 days  |  |                    |           |                       |                           |                   |            |                                 |         |                                 |         |
| <p>Aromatic, Herbs and Spices PIP shared by a minimum of five companies including Richard Piers Ltd., Informatics (Agrotech) Limited., Mahaweli Farm Development Pvt Ltd., Forbes and Walker and Sunfrost.</p> | <p>To assess the commercial viability of growing a range of herbs/spice and aromatic plants in the Mahaweli through a monitored pilot operation designed to assess the yields, costs and returns from the cultivation of a range of such crops and to identify areas of the Mahaweli most suitable to their cultivation. Market testing of the resultant products both in Sri Lanka and abroad will also be undertaken to assess the quality of material produced and to identify potential local and overseas buyers.</p> | <p>Agronomic success established by trials but companies determined that the crops are not feasible for commercial production. Species not suitable for commercial cultivation at this time, further action abandoned.</p> <p>A. Private Sector Contributions</p> <table> <tr> <td>1. Budgeted Amount</td> <td>\$ 47,500</td> </tr> <tr> <td>2. Amount This Period</td> <td>\$</td> </tr> <tr> <td>3. Amount To Date</td> <td>\$ 35,000</td> </tr> </table> <p>B. MED Technical Assistance</p> <table> <tr> <td>Level of effort 04 Nov - 05 Dec</td> <td>32 days</td> </tr> <tr> <td>Level of effort 10 Feb - 03 Mar</td> <td>32 days</td> </tr> </table>  | 1. Budgeted Amount | \$ 47,500 | 2. Amount This Period | \$                        | 3. Amount To Date | \$ 35,000  | Level of effort 04 Nov - 05 Dec | 32 days | Level of effort 10 Feb - 03 Mar | 32 days |
| 1. Budgeted Amount   | \$ 47,500  |  |                    |           |                       |                           |                   |            |                                 |         |                                 |         |
| 2. Amount This Period  | \$   |  |                    |           |                       |                           |                   |            |                                 |         |                                 |         |
| 3. Amount To Date  | \$ 35,000  |  |                    |           |                       |                           |                   |            |                                 |         |                                 |         |
| Level of effort 04 Nov - 05 Dec  | 32 days  |  |                    |           |                       |                           |                   |            |                                 |         |                                 |         |
| Level of effort 10 Feb - 03 Mar  | 32 days  |  |                    |           |                       |                           |                   |            |                                 |         |                                 |         |

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| APPROVED PRE INVESTMENT PROGRAMS (PIPs)  |  |  |                    |            |                       |           |                   |            |
|--|--|--|--------------------|------------|-----------------------|-----------|-------------------|------------|
| Company/address  | Description of PIP   | Status   |                    |            |                       |           |                   |            |
| <p>Vanathawilluwa<br/>Vineyard 441/1A<br/>Razendale Gardens<br/>Colombo 4</p> <p>Location:<br/>Girandurukotte,<br/>System C</p> <p>Contact:<br/>Nimal Viswakula</p> <p>Richard Pieris<br/>Agricuilt' Enterprises<br/>Ltd<br/>69 Hyde Park<br/>Corner,<br/>Colombo 2</p> <p>Contact: Mr<br/>Cumaranatunga<br/>Director</p> <p>Location: System H.</p> | <p>To assist two companies:<br/>Vanathawilluwa Vineyards Ltd (VVL)<br/>and Richard Pieris Agricultural<br/>Developments (RPAE) carry out<br/>production trials and assist VVL with<br/>preliminary processing work on<br/>processing tomatoes that will help to<br/>confirm the viability of an integrated<br/>tomato paste project in the Mahaweli.</p> <p>RPAE processes paddy for Mahaweli<br/>farmers in System 'H' and is planning<br/>to cultivate fresh tomatoes for the local<br/>market and to develop chili and curry<br/>powder for export.</p> | <p>Peter Florance, a specialist in tomato processing,<br/>assisted two companies, VVL and RPAE, to<br/>conduct tomato trials. He also conducted a tomato<br/>production workshop and prepared a field manual<br/>on production of processing tomatoes.</p> <p>VVL are providing Dept of Agriculture 121<br/>varieties of seed to do further trials. After<br/>completing his terms of reference, Mr Florance<br/>assisted RPAE prepare 14 acres for tomato trials at<br/>their Anuradhapura site. Tomato trials were not<br/>successful for processing and making tomato paste.<br/>RPAE were not successful in the bid for<br/>Malwanegama commercial farm in System 'H'.<br/>Company. Company request for another Farm in<br/>System "H" awaits this decision to continue with<br/>trials.</p> <p>A. Private Sector Contributions</p> <table border="0"> <tr> <td>1. Budgeted amount</td> <td>\$ 119,530</td> </tr> <tr> <td>2. Amount this period</td> <td>\$ 642</td> </tr> <tr> <td>3. Amount to date</td> <td>\$ 17,642</td> </tr> </table> <p>B. MED Technical Assistance<br/>Level of effort to date 46 days</p> | 1. Budgeted amount | \$ 119,530 | 2. Amount this period | \$ 642    | 3. Amount to date | \$ 17,642  |
| 1. Budgeted amount   | \$ 119,530   |  |                    |            |                       |           |                   |            |
| 2. Amount this period  | \$ 642   |  |                    |            |                       |           |                   |            |
| 3. Amount to date  | \$ 17,642  |  |                    |            |                       |           |                   |            |
| <p>Aitken Spence<br/>Agricultural<br/>Development<br/>(PVT)Ltd<br/>13. Sir Baron<br/>Jayatilake Mawatha<br/>Colombo 1</p> <p>Loc: Uda Walawe</p> <p>Contact: Mohan<br/>Ratwatte<br/>Director</p>   | <p>ASAD assisted to develop a packing<br/>house and cold chain for Uda Walawe</p>  | <p>Refrigeration design specialist Fred Henry advised<br/>on the design of the Uda Walawe cold chain facility<br/>for ASAD. Quotations have been requested.<br/>Identified land is to be released.</p> <p>ASAD's subsidiary Ace Processing - a GCEC<br/>company received MED Special Project assistance<br/>of (US \$ 342,225) to implement the project which<br/>may lead to a total investment of US \$ 607,745<br/>Equipment ordered from US for Cold Chain</p> <p>A. Private Sector Contributions</p> <table border="0"> <tr> <td>1. Budgeted Amount</td> <td>\$ 37,800</td> </tr> <tr> <td>2. Amount This Period</td> <td>\$ 13,897</td> </tr> <tr> <td>3. Amount To Date</td> <td>\$ 271,345</td> </tr> </table> <p>B. MED Technical Assistance<br/>Level of effort to date 18 days</p>  | 1. Budgeted Amount | \$ 37,800  | 2. Amount This Period | \$ 13,897 | 3. Amount To Date | \$ 271,345 |
| 1. Budgeted Amount   | \$ 37,800  |  |                    |            |                       |           |                   |            |
| 2. Amount This Period  | \$ 13,897  |  |                    |            |                       |           |                   |            |
| 3. Amount To Date  | \$ 271,345   |  |                    |            |                       |           |                   |            |

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| APPROVED PRE INVESTMENT PROGRAMS (PIPs)  |   |  |                    |                           |                       |            |                   |                           |                 |         |         |         |
|--|---|--|--------------------|---------------------------|-----------------------|------------|-------------------|---------------------------|-----------------|---------|---------|---------|
| Company/address  | Description of PIP  | Status   |                    |                           |                       |            |                   |                           |                 |         |         |         |
| <p>CTC Foliage Limited<br/>P.O. Box 18,<br/>108 George R.de Silva Road<br/>Colombo 7</p> <p>Contact: Nissanka Ellagala - General Manager</p>   | <p>Processing of tropical fruits for pulping or drying and production of soya and maize used in the production of milk substitutes (Thripasha) for Government of Sri Lanka contracts.</p>   | <p>Two representatives of CTC visited Thailand in July 1992 to study fruit production, processing operations and to develop market contacts. Dr. Kamal Hyder, a dried fruit specialist, identified positive areas in dried fruit industry to conceptualise a project design for the company. Laboratory scale dehydrator and packaging machine was provided by MED. Samples of trials on pineapple produced. Pilot production using vacuum drying is expected to take place. One representative of C.T.C. to visit US in March to learn post harvest physiology in fruits and vegetables.</p> <p>A Private Sector Contributions</p> <table> <tr> <td>1. Budgeted Amount</td> <td>\$ 403,277 <sup>(1)</sup></td> </tr> <tr> <td>2. Amount This Period</td> <td>\$ 121,345</td> </tr> <tr> <td>3. Amount To Date</td> <td>\$ 271,345 <sup>(2)</sup></td> </tr> </table> <p><sup>(1)</sup> Includes \$232,500 estimate to purchase dehydration equipment</p> <p><sup>(2)</sup> Includes all expenditure from 1987 through September 1992.</p> <p>B. MED Technical Assistance</p> <table> <tr> <td>Level of effort</td> <td>30 days</td> </tr> <tr> <td>To date</td> <td>30 days</td> </tr> </table> | 1. Budgeted Amount | \$ 403,277 <sup>(1)</sup> | 2. Amount This Period | \$ 121,345 | 3. Amount To Date | \$ 271,345 <sup>(2)</sup> | Level of effort | 30 days | To date | 30 days |
| 1. Budgeted Amount   | \$ 403,277 <sup>(1)</sup>   |  |                    |                           |                       |            |                   |                           |                 |         |         |         |
| 2. Amount This Period  | \$ 121,345  |  |                    |                           |                       |            |                   |                           |                 |         |         |         |
| 3. Amount To Date  | \$ 271,345 <sup>(2)</sup>   |  |                    |                           |                       |            |                   |                           |                 |         |         |         |
| Level of effort  | 30 days   |  |                    |                           |                       |            |                   |                           |                 |         |         |         |
| To date  | 30 days   |  |                    |                           |                       |            |                   |                           |                 |         |         |         |
| <p>Heron Agro Products (Pvt) Ltd<br/>87 Cemetery Road<br/>E.hukala<br/>Negombo</p> <p>Contact:<br/>Martin van Asseldonk<br/>Managing Director<br/>Tel: 031 3274<br/>(messages only)<br/>Fax: 031 4281<br/>(bureau)</p> | <p>Heron a foreign owned company plan to conduct asparagus trials and produce bananas and mangoes on Lot 8, Uda Walawe special area, for the export market. The asparagus trials will be conducted on an experimental pre-investment basis before a final decision on full investment will be made. Assistance sought includes: a) the services of an agronomist to conduct asparagus trials; b) funding of irrigation equipment which can be used as a demonstration farm; c) marketing development for asparagus trials; and d) training for out-growers.</p> | <p>PIP assistance submitted and approved to assist Heron Agro Products develop asparagus trials in Uda Walawe. Heron have received Cabinet approval for land at Lot 8, Uda Walawe special area Nucleus farm in preparation. Outgrower needs help trials are due to commence in March 1993.</p> <p>A. Private Sector Contributions</p> <table> <tr> <td>1. Budgeted Amount</td> <td>\$ 48,948</td> </tr> <tr> <td>2. Amount This Period</td> <td>\$ Nil</td> </tr> <tr> <td>3. Amount To Date</td> <td>\$ Nil</td> </tr> </table> <p>B. MED Technical Assistance</p> <table> <tr> <td>Level of effort</td> <td>Nil</td> </tr> <tr> <td>To date</td> <td>Nil</td> </tr> </table>   | 1. Budgeted Amount | \$ 48,948                 | 2. Amount This Period | \$ Nil     | 3. Amount To Date | \$ Nil                    | Level of effort | Nil     | To date | Nil     |
| 1. Budgeted Amount   | \$ 48,948   |  |                    |                           |                       |            |                   |                           |                 |         |         |         |
| 2. Amount This Period  | \$ Nil  |  |                    |                           |                       |            |                   |                           |                 |         |         |         |
| 3. Amount To Date  | \$ Nil  |  |                    |                           |                       |            |                   |                           |                 |         |         |         |
| Level of effort  | Nil   |  |                    |                           |                       |            |                   |                           |                 |         |         |         |
| To date  | Nil   |  |                    |                           |                       |            |                   |                           |                 |         |         |         |

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| PROPOSED PRE INVESTMENT PROGRAMS (PIP's)  |  |  |
|---|--|--|
| Company/address   | Description of PIP   | Status   |
| <p>Forbes &amp; Walker<br/>46/38, Nawam<br/>Mawatha<br/>P.O. Box 60<br/>Colombo 2.</p> <p>Loc: System C</p> <p>Contact:<br/>S. Rabindranath<br/>Managing Director<br/>Tel: 431272</p> | <p>Provide assistance to carry out selected crop trials of sweet peppers for export, and other crops such as baby corn and onions that can be processed through the proposed pickle bottling factory facility.</p> | <p>Market exploration tour undertaken to Europe, still looking for joint venture partnership for a bottling plant.</p> |
|   |  |  |

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| POTENTIAL PRE-INVESTMENT PROGRAM (PIP) INVESTORS  |   |   |
|---|---|---|
| Company/address   | Potential project   | Status  |
| <p>Heli Restaurant<br/>233 Kandy Road<br/>Warakapola</p> <p>Contact:<br/>Mr Chamika<br/>Chandradasa<br/>Tel: none</p>   | <p>Interested in producing rice vinegar and/or fruit vinegar for gherkin processors. They have paid CISIR Rs.40,000 for vinegar research and a study report. Estimate they will need Rs 5 lakhs to start the project. rs.150,000 for buildings, Rs. 250,000 for distillery equipment and remainder for working capital.</p> | <p>Proposal discussed. Product not considered feasible. Project discontinued.</p>   |
| <p>Informatics Agrotech Ltd.,<br/>65 Walukarama Road<br/>Colombo 3<br/>Contact: General<br/>Manager Chandra<br/>Wijayatillake<br/><br/>Tel: 575545/574789</p>     | <p>Company's project concept is to erect a cashew processing facility and to develop cashew on 1,000 acres in System C.</p>   | <p>Cashew expert expected in February to assess the growing and processing requirements and make recommendations. Company envisage to extend their 589 acre cashew plantation to the entire 1000 acres of land together with subsidiary cash crops. Submitted proposal for a pilot project for the processing of cashew and for developing the infrastructure facilities on the farm.</p> |
| <p>Country Style Foods Ltd<br/>201 St. Anthony's Road<br/>Kinmetiyagara -Kandy Rd<br/><br/>Contact:<br/>Mr Sarath Alahakoon<br/>Tel: 525027</p>                   | <p>To assist the company - the manufacturers of "SMAK" natural fruit and milk drinks - increase the supply of tropical fruits, specifically mango, papaya and pineapple, for their fruit juice operations.</p>  | <p>SMAK management still looking for suitable land SMAK is preparing a production and a financial plan, and would need PIP assistance to enhance fruit production. SMAK wishes to discuss production plan including crop data based on SMAK's next five years of supply requirements.</p>   |
| <p>Pure Beverages Co Ltd<br/>74 Union Place<br/>Colombo 2<br/>Contact: S de Silva -<br/>Manager General<br/>Accounting<br/>Tel: 20603, 447497<br/>Fax: 447320</p> | <p>The company's main business is the bottling of Coca-Cola and other soft drinks PBL are keen to develop an out-grower scheme for commercial fruit production of tropical fruits for processing into squash drinks and juice products.</p>   | <p>Project proposal not submitted.</p>  |

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| POTENTIAL PRE-INVESTMENT PROGRAM (PIP) INVESTORS  |  |  |
|---|--|--|
| <p>Startechs<br/>4A Perahera Mawatha<br/>Colombo 3</p> <p>Contact:<br/>Mrs S. Athauda</p> <p>Tel: 446605</p>  | <p>Startechs plan to cultivate rambutan, foliage plants, papaya and passion fruit and will require technical assistance in agronomy and marketing.</p>   | <p>New land has been allocated fresh proposal expected in February 1993. May seek PIP assistance if suitable land is identified.</p> |
| <p>Bary and Company<br/>20 Malwatte Road<br/>Dehiwela</p> <p>Contact:<br/>Mohamed Bary<br/>Proprietor</p>   | <p>Company are interested in the cultivation of specialty bananas. They are interested in land at Hingunukanamediyara (close to the Presidents bungalow) in Embilipitiya, Uda Walawe. State they would like 1,200 hectares and desire land with adequate water for cultivation.</p>  | <p>No interest shown Proposal discontinued</p>   |
| <p>Ceylon Supply and Development Co<br/>Senanayake Building<br/>7 Station Road<br/>Colombo 3</p> <p>Tel: 574511-5</p> <p>Contact: Priantha Dias</p>                               | <p>CSD intend to establish four collection centres and a cold chain distribution system in Mahaweli System 'H'. CSD plan to seek PIP technical assistance design the cold chain facility, train CSD staff in cold chain procedures. Some travel and marketing assistance may be sought.</p>  | <p>No interest shown, proposal discontinued</p>  |
| <p>Botanicals Ltd.<br/>69 Sri Jinaratna Road<br/>Colombo 2</p> <p>Contact: Mr Candappa -<br/>Chairman of Directors<br/>Tel: 422694, 435213<br/>436778/82, Telex:<br/>21324CBL</p> | <p>CBL propose to lease 50 acre of Mahaweli land to set up a nucleus farm for the cultivation of organic rice and sesame for export. The company plan to demonstrate organic cultivation practices and help outgrowers convert their existing plantations to organic under certification. CBL also plan to function as a purchasing and processing centre for organic produce.</p> | <p>No interest shown, proposal discontinued</p>  |

| POTENTIAL PRE-INVESTMENT PROGRAM (PIE) INVESTORS  |  |  |
|---|--|--|
| <p>Chemical Industries<br/>(Colombo) Ltd.<br/>Commercial House<br/>21. Bristol Street<br/>Colombo. 1<br/>Contact:<br/>R.N. Bopcaratchy.</p> | <p>Company interested in<br/>establishing a Cold Chain in<br/>Digana to cater to the vegetable<br/>growers and presently cater to<br/>the local up market.</p> | <p>CIC Ltd have leased Malwanegama Farm for a seed<br/>project, trials have been conducted, satisfactory<br/>performance in trials highly commended.</p> |
| <p>V.O.C. (Pvt) Ltd.<br/>4.2/1 Gregory's Road<br/>Colombo. 7</p>  | <p>Company proposes to establish a<br/>Pack House and a Cold Chain<br/>with a commercial farm in<br/>System H.</p>   | <p>Application for land submitted, proposal to be<br/>revised, assistance would be required to develop<br/>market contacts and technical assistance.</p> |

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| INVESTOR INQUIRIES OCTOBER - DECEMBER   |   |  |
|---|---|--|
| Company/Address   | Description   | Status   |
| S.W.P. Mahanama<br>202, Hill Street,<br>Dehiwela<br>Tel.: 727099  | Cultivation of Gherkins in the Mahaweli<br>Kotmale area   | Submitted project<br>proposal                          |
| R.S.A.P. Perera<br>163, Kahawatte<br>Tel.: 045-4212   | Cultivation of Oranges & Casawas in the<br>Mahaweli System C area                                     | Provided necessary<br>information                      |
| Upali Iddamalgoda<br>No 17, De Fonseka Road,<br>Kalutara North<br>Tel.: 034-22136   | Cultivation of Bananas in the Mahaweli areas  | To apply for land                                      |
| Ananda Lsawedarachchi<br>Ceylon Chocalates<br>Project Padiwatte,<br>Kundasale<br>Tel.: 08-24458                           | Cultivation of Cocoa, Ginger, and Dairy<br>Farming. Required land is not available in<br>Kotmale area | To submit application<br>form                          |
| S.W.P. Mahanama<br>202, Hill Street,<br>Dehiwela<br>Tel.: 72-7099   | Cultivation of Gherkins   |  |
| N.M. Samarasekara<br>24, 1st Lane,<br>Jambugasmulla Mawatha,<br>Nugegoda  | Interested in setting up an agribusiness project  | To apply for land                                      |
| M.J. Ediriweera<br>Ediriweera Rice Mills<br>Mamadala,<br>Ambalantota  | Cultivation of Banana, Oranges & Mango. Not<br>decided on the area as yet                             | Provided required<br>informatio..                      |
| W. Udaya Amarasekara<br>Walkers Sons & Co.,<br>Engineers (Pvt) Ltd<br>15, Church Street,<br>Fort, Galle<br>Tel.: 09-23282 | Interested in setting up a workshed in the<br>System C area   | Provided information<br>on investment<br>possibilities |
| M. Perera<br>25, Passaskada Road<br>Colombo 6<br>Tel.: 502262   | To locate an agribusiness project in the<br>Mahaweli areas  | Provided information<br>on investment<br>possibilities |

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| INVESTOR INQUIRIES OCTOBER - DECEMBER   |   |  |
|---|---|--|
| Company/Address   | Description   | Status   |
| K. De Silva<br>100, Godagathdeniya<br>Peradeniya  | To locate an agribusiness project in the Mahaweli areas   | Provided necessary information                                     |
| Ashoka Muthumala 48, Main Street,<br>Ambalantota<br>Tel.: 047-23297                                 | Cultivation of Banana - not decided on the System yet   | Advised investor to submit report                                  |
| Harvest Traders<br>69/7, Elvitigala Mawatha,<br>Colombo 8   | Cultivation of Melons, Bananas and Bell Peppers   | Provided relevant information to prepare project report            |
| Kayaan M.H. Omar<br>Ceylon Oxygen<br>No 10, Fonseka Terrace,<br>Colombo 6.<br>Tel.: 586212          | Poultry rearing in the Mahaweli areas   | To submit project report   |
| Winsley Rodrigo<br>Concord Express (Lanka) Ltd.<br>515, Darley Road,<br>Colombo 10.<br>Tel.: 698177 | Cultivation of Melons in the System B area. Part of the produce will be exported and the other half to be processed | To contact EIED officer when foreign collaborator visits Sri Lanka |
| Dominique De Almeida<br>22/2, Nandirimitra Place,<br>Colombo 5.<br>Tel.: 556268                     | Investing in System B area  | Provided relevant information                                      |
| R.R. Jayasundara<br>Analytical Investments Pvt Ltd<br>25, Kirula Rd, Colombo 5.<br>Tel.: 502685     | To set up a seed farm and laboratory  | Provided relevant information                                      |
| D. Delwite<br>Sherman, Welisara Complex<br>Tel.: 531341   | Interested in locating an agri business project   | Provided relevant information                                      |
| Hashim M.Feleel<br>Can Lanka International  | Not finalised project as yet  | Provided relevant information                                      |
| Dinesha Munasinghe<br>Buzumg, Kanugolla,<br>Parape,<br>Rambukana                                    | Requested for relevant information on investment possibilities  | Provided relevant information                                      |

| INVESTOR INQUIRIES OCTOBER - DECEMBER  |  |  |
|--|--|--|
| Company/Address  | Description  | Status   |
| E.M.T.B. Amunugama<br>234, Peradeniya Road,<br>Kandy<br>Tel.: 08-23459   | Cultivation of Melons, Pineapples, Bananas,<br>Mangoes in System B | Will submit<br>application                                   |
| J.D.N. Ranjith Jayakodi<br>Disassage Watte,<br>Katana  | Interested in locating an agribusiness project                     | To inspect the land<br>and submit the project<br>report      |
| S.P.S. Divitotawela<br>77/7, Woodland Avenue<br>Kalubowila,<br>Dehiwala<br>Tel.: 727949                          | Interested in the cultivation of Vegetables,<br>Grain and Chillies | To visit the field and<br>inspect land                       |
| K.P. Leelananda<br>344, Ellengala Road,<br>Galloluwa<br>Minnuwangoda   | Cultivation of Cash Crops in the System B area                     | To submit application  |
| S.K.R. Kumaratunga<br>No 37, Kosgama<br>Tel.: 036-5007   | Not quite sure of the project he intends<br>embarking on           | To visit the field and<br>get back to EIED for<br>discussion |
| T.G. Wijepala<br>Thedugolla, Ehalamulla<br>Ankumbura   | Interested in locating an agribusiness project                     | Requested investor to<br>call over for a<br>discussion       |
| W.M. Wijerathne<br>E 7, Rajawatte,<br>Peradeniya   | Requested for information on investment<br>possibilities           | Provided relevant<br>information                             |
| Bandara Ahayarathne<br>F 6 Mimpitiya,<br>Hembathagama  | To obtain land in the System B area                                | Submitted project<br>report                                  |
| D.S. Ranatunge<br>Department for Development<br>of Marketing,<br>62, Chatham Street,<br>Colombo 1<br>Tel.: 26295 | Requested for information on investment<br>possibilities           | Provided relevant<br>information                             |
| W.K. Chandrasiri<br>Parawatte Junction,<br>Nivitigala<br>Tel.: 045-9243  | To locate an agro based project in the Uda<br>Walawe area          | Submitted project<br>report                                  |

| INVESTOR INQUIRIES OCTOBER - DECEMBER   |   |   |
|---|---|---|
| Company/Address   | Description   | Status  |
| R.K. Jayasena<br>30, Mangala Road,<br>Kalubowila,<br>Dehiwala                             | Requested for information on investment possibilities       | Provided relevant information                         |
| M.H.M. Fahim<br>No 1, Pereira Lane,<br>Colombo 6.   | Cultivate Chillies & Bananas in System H or Uda Walawe area | To apply for land                                     |
| A.L.K. Chandraratne<br>Kambikottuwawatte,<br>Aluthgama,<br>Bogamuwa, Yakkala              | Agricultural Project in the Embilipitiya area               | Requested to call over at our office for a discussion |
| H.M.M.K.G. Navaratne Banda<br>Karaliyedda Junior College,<br>Theldeniya                   | To obtain land  |   |
| Y.M. Jayantha Ganthile<br>C/O. Ranathunga Niwasa,<br>Madapola, Karaliyedda,<br>Theldeniya |   |   |
| N.G. Malwana<br>"Dipanie"<br>Kudaoya,<br>Labukele   |   |   |
| M. Kanthie Ariyaratne<br>Koslanda Road,<br>Lemaththota,<br>Nikapotha                      | Agricultural Project  |   |
| Upul Priyantha Vitharanage<br>239/1, Aluth Pa<br>Delthara,<br>Piliyandala                 | To obtain land  |   |
| Gamage Ariyaratne<br>Hansa Exports<br>77/4 Temple Road,<br>Maharagama,<br>Tel.: 21213     |   |   |
| Asanthie Dissanayake<br>14/1, Hospital Road,<br>Kandy                                     |   |   |

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| INVESTOR INQUIRIES OCTOBER - DECEMBER  |  |                                    |
|--|--|------------------------------------|
| Company/Address  | Description  | Status                             |
| Dinesha Munasinghe<br>Bazaar, Kanugolla,<br>Parape, Rambukana  |  |                                    |
| D.M. Senevirathne D.M.<br>132, Rotalawela,<br>Divulapelessa,<br>Mahiyanganaya  | To obtain land   |                                    |
| M.R.L. Perera<br>New Sambukuliya Estate<br>No 4, Rodney<br>Colombo 8   | Information  |                                    |
| Dr Harsha Weerasinghe<br>Director - Marketing<br>Agricultural Development<br>Authority<br>38, D.R. Wijewardena<br>Colombo 10 | Booklet for Mahaweli Investors                           |                                    |
| Dinesha Munasinghe<br>Bazaar, Kanugolla, Parape,<br>Rambukana  | Requested for information on investment<br>possibilities |                                    |
| Asanthie Dissanayake<br>14/1, Hospital Mawatha,<br>Kandy   | Requested for information on investment<br>possibilities |                                    |
| New Sambukuliya Estate,<br>4, Rodney Place,<br>Colombo 8<br>Tel.: 94965  | Cultivation of Cadju & Bananas                           |                                    |
| S.P.M. Perera<br>37, Sir Kuda Ratwatta<br>Mawatha,<br>Kandy.   | Interested in an agribusiness project                    | Response to paper<br>advertisement |
| Y.R. Wijesuriya<br>38, 1st Lane,<br>Old Kesbawa<br>Nugegoda  | Interested in an agribusiness project                    | Response to paper<br>advertisement |
| S.I.T.P. De Silva<br>Madampella,<br>Akaragama  | Interested in an agribusiness project                    | Response to paper<br>advertisement |

| INVESTOR INQUIRIES OCTOBER - DECEMBER                                |                                       |                                 |
|--|---------------------------------------|---------------------------------|
| Company/Address  | Description                           | Status                          |
| P.D. Elaris & Sons<br>12 & 14, Gabos Lane,<br>Colombo 11             | Interested in an agribusiness project | Response to paper advertisement |
| Organic Development Society<br>324, Peradeniya Road,<br>Kandy        | Interested in an agribusiness project | Response to paper advertisement |
| Ananda Sunil & Leelananda<br>344, Ellangala Road,<br>Minuwangoda     | Interested in an agribusiness project | Response to paper advertisement |
| M.H.M. Fahim Zauludin<br>1, Perera Lane,<br>Colombo 6                | Interested in an agribusiness project | Response to paper advertisement |
| Attana Tenne Farm<br>30, 2nd Lane,<br>Gothami Road,<br>Colombo 8     | Interested in an agribusiness project | Response to paper advertisement |
| Dr. M.F. Jameel<br>13/8 Daya Road,<br>Colombo 6                      | Interested in an agribusiness project | Response to paper advertisement |
| Gatherrum International<br>251/12, Dharmapala Mw,<br>Colombo 7       | Interested in an agribusiness project | Response to paper advertisement |
| M.A. Gunawardena M.A.<br>19, Suwama Jayanthi<br>Mawatha,<br>Mirigama | Interested in an agribusiness project | Response to paper advertisement |
| Dr. (Mrs) I. Gunasekara<br>7, Parkway, Parkroad,<br>Colombo 5        | Interested in an agribusiness project | Response to paper advertisement |
| Mrs. C.N. Perera<br>29, 1st Lane,<br>Ratmalana                       | Interested in an agribusiness project | Response to paper advertisement |
| D. Meemaduma<br>6, Pirivena Avenue,<br>Mount Lavinia                 | Interested in an agribusiness project | Response to paper advertisement |
| A. Ratnayake<br>112/1, Bandarawela Road,<br>Badulla                  | Interested in an agribusiness project | Response to paper advertisement |

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| INVESTOR INQUIRIES OCTOBER - DECEMBER   |                                       |                                 |
|---|---------------------------------------|---------------------------------|
| Company/Address   | Description                           | Status                          |
| W. Gunapala<br>Polonnaruwa Rice Mills,<br>28 Post,<br>Polonnaruwa                                       | Interested in an agribusiness project | Response to paper advertisement |
| Amaranath Trading Co.<br>15, Gaffoor Building,<br>Colombo 1   | Interested in an agribusiness project | Response to paper advertisement |
| R.S.A.J. Perera<br>99, United Hardware Stores<br>Main Street,<br>Kahawatte                              | Interested in an agribusiness project | Response to paper advertisement |
| Marine Service Pvt Ltd  | Interested in an agribusiness project | Response to paper advertisement |
| Dr. B.K.P. Gunasekara<br>12/4, Pirivena Road,<br>Ratmalana  | Interested in an agribusiness project | Response to paper advertisement |
| S. Jude De Silva<br>Vincent Land,<br>Malkaduwwa,<br>Kurunegala  | Interested in an agribusiness project | Response to paper advertisement |
| A.L.K. Chandraratne<br>Kambikoruwa Estate,<br>Aluthgama,<br>Bogamuwa                                    | Interested in an agribusiness project | Response to paper advertisement |
| Brid. K.A.M.G. Kularathne<br>73, Old Negombo Road,<br>Wattala   | Interested in an agribusiness project |                                 |
| Jayasiri Builders Pvt Ltd.<br>Diyakada Road,<br>Kahathuduwa,<br>Polgasowita                             | Interested in an agribusiness project | Response to paper advertisement |
| S. De Silva<br>Southern Province Animal<br>Feed Co.,<br>11, Wimala Viharaya Road,<br>Nawala, Rajagiriya | Interested in an agribusiness project | Response to paper advertisement |

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| INVESTOR INQUIRIES OCTOBER - DECEMBER   |                                       |                                 |
|---|---------------------------------------|---------------------------------|
| Company/Address   | Description                           | Status                          |
| Tess Agro Pvt Ltd<br>83, New Nuge Road,<br>Kelaniya   | Interested in an agribusiness project | Response to paper advertisement |
| Southern Group Civil<br>Construction Pvt.<br>20, Meera Road, Issadeen<br>Town,<br>Matara                  | Interested in an agribusiness project | Response to paper advertisement |
| Suriarachchi Rohan<br>Pothanegama Farm<br>Anuradhapura  | Interested in an agribusiness project | Response to paper advertisement |
| K.A. Premasiri<br>C/O.Richard Pieris<br>Agricultural Ltd<br>2nd Mile Post, Puttalam Road,<br>Anuradhapura | Interested in an agribusiness project | Response to paper advertisement |
| A.B. Thoradeniya<br>97/10 Thilaka Garden,<br>Nugegoda   | Interested in an agribusiness project | Response to paper advertisement |
| R.K. Nagasinghe<br>3000, III Stage,   | Interested in an agribusiness project | Response to paper advertisement |
| Sampath Padmawansa<br>Gamini Central College,<br>Nuwara Eliya   | Interested in an agribusiness project | Response to paper advertisement |
| Lanka Spice<br>140, Vauxhall Street<br>Colombo 2  | Interested in an agribusiness project | Response to paper advertisement |
| Piyadasa & Sons<br>34, Quarry Road,<br>Colombo 12   | Interested in an agribusiness project | Response to paper advertisement |
| Kotmale Community<br>Development Foundation<br>No 8, Engineering Camp,<br>Kotmale Project,<br>Mawathura   | Interested in an agribusiness project | Response to paper advertisement |
| S.M.T.A. Jayaweera<br>"Priyas" Kotugoda Road,<br>Seeduwa  | Interested in an agribusiness project | Response to paper advertisement |

| <b>INVESTOR INQUIRIES OCTOBER - DECEMBER</b>  |                                       |                                 |
|---|---------------------------------------|---------------------------------|
| <b>Company/Address</b>  | <b>Description</b>                    | <b>Status</b>                   |
| Confifi Management Service<br>207/2, Dharmapala Mawatha,<br>Colombo 7                 | Interested in an agribusiness project | Response to paper advertisement |
| W.A. Leelasena<br>Principal Bungalow,<br>Ananda College,<br>Colombo 10                | Interested in an agribusiness project | Response to paper advertisement |
| P.B.S. Dissanayake<br>General Metals Limited,<br>241, Sri Sangaraja Mw,<br>Colombo 10 | Interested in an agribusiness project | Response to paper advertisement |
| W.K. Goonathilaka<br>Parawatte Handiya,<br>Nivithigala                                | Interested in an agribusiness project | Response to paper advertisement |
| S.M.N.D. Jayaweera<br>"Palm Trees"<br>Enderamulla,<br>Ambalangoda                     | Interested in an agribusiness project | Response to paper advertisement |
| K. Dayarathne<br>1 Janapadaya,<br>Halgolla,<br>Hapugastalawa                          | Interested in an agribusiness project | Response to paper advertisement |
| K.R. Abeyrathne Bandara<br>6, Mihipitiya,<br>Hemmanagama                              | Interested in an agribusiness project | Response to paper advertisement |
| A.M. Pradeep Gunarathne   | Interested in an agribusiness project | Response to paper advertisement |
| H.M.P.N.K. Kaluhendiwela<br>Malini Enterprises,<br>299, Kandy Road,<br>Warakapola     | Interested in an agribusiness project | Response to paper advertisement |
| H.M.G. Wijesinghe<br>641/5 H. Koswatta,<br>Bandarawatte,<br>Kadawatha                 | Interested in an agribusiness project | Response to paper advertisement |

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| INVESTOR INQUIRIES OCTOBER - DECEMBER   |                                       |                                    |
|---|---------------------------------------|------------------------------------|
| Company/Address   | Description                           | Status                             |
| S.M.S. Samarakoon<br>Allied Agro Product Pvt Co.,<br>Ltd.<br>829, Peradeniya Road,<br>Kandy | Interested in an agribusiness project | Response to paper<br>advertisement |
| Cyril Dissanayake<br>Abeynayake Baharatha<br>307/4, Navayalatenna,<br>Katugastota           | Interested in an agribusiness project | Response to paper<br>advertisement |
| N.T.S. Gunawardena<br>Palama Junction,<br>Veheragamtota                                     | Interested in an agribusiness project | Response to paper<br>advertisement |
| K.M.D. Kendaragama<br>Rice Mills Complex,<br>Uthitiya,<br>Girandurukotte                    | Interested in an agribusiness project | Response to paper<br>advertisement |
| A.M.R.D. Attanayake<br>391, "Methsiri"<br>Halmillakulama,<br>Nochchiyagama                  | Interested in an agribusiness project | Response to paper<br>advertisement |
| H.L. Karunadasa<br>Thilina Construction Co.,<br>Galporuyaya,<br>Girandurukotte              | Interested in an agribusiness project | Response to paper<br>advertisement |
| B.S. De Silva<br>11, Wimala Vihara Road,<br>Nawala,<br>Rajagiriya                           | Interested in an agribusiness project | Response to paper<br>advertisement |
| R.H. Siripala<br>Amila Stores<br>30215, Diyawidagama,<br>Nawamedagama                       | Interested in an agribusiness project | Response to paper<br>advertisement |
| H.L. Karunadasa<br>Galporuyaya,<br>Girandurukotte   | Interested in an agribusiness project | Response to paper<br>advertisement |
| Lanka Spice Limited<br>Shanmugalingam<br>140 Vauxhall Street,<br>Colombo 2                  | Interested in an agribusiness project | Response to paper<br>advertisement |

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| INVESTOR INQUIRIES OCTOBER - DECEMBER   |  |                                    |
|---|--|------------------------------------|
| Company/Address   | Description  | Status                             |
| Premadasa Bodinayake<br>Uva Farmers Development<br>Foundation<br>12, Jambugas Mawatha,<br>Badulla | Interested in an agribusiness project                | Response to paper<br>advertisement |
| Dr. M.F. Kaleel<br>20, Conway Road,<br>Southgate,<br>London N1478A                                | Interested in an agribusiness project                | Response to paper<br>advertisement |
| Kavikara Brothers   | Interested in an agribusiness project                | Response to paper<br>advertisement |
| S. Wimaldharma<br>43/3, Rosmead Place,<br>Colombo 7<br>Tel.: 694720                               | Interested in an agribusiness project                | Response to paper<br>advertisement |
| Eilipapura<br>4, Greniar Road,<br>Colombo 8   |  | Response to paper<br>advertisement |
| S. Welgama<br>108/4, Rosmead Place,<br>Colombo 7<br>Tel.: 686117                                  |  | Response to paper<br>advertisement |
| G.D.C. De Silva<br>126/1, Allan Avenue<br>Dehiwala  | Cultivation of Bananas                               | Response to paper<br>advertisement |
| J. Pannangala<br>53/27, Galle Road,<br>Sarikkamulla   | Interested in an agricultural business               | Response to paper<br>advertisement |
| I.M. Athulugama<br>"Kusumnadiya"<br>16, Theldeniya Road,<br>Kundasale                             | Cultivation of Citrus fruits, Grains &<br>Vegetables | Response to paper<br>advertisement |
| Premadasa Bodinayagoda<br>12, Jambugas Mawatha,<br>Mailagasthenna,<br>Badulla                     | Interested in an agricultural business               | Response to paper<br>advertisement |
|   |  |                                    |

Project Steering Committee

Mr. G.M. Premachandra, Secretary, M/L.I. & M.D.  
Mr. S. Jayaweera, Secretary, M/MD  
Mr. K.H.S. Gunatilaka, Director-General, MASL  
Mr. P.T. Senaratne, Secretary-General, MASL  
Mr. N.G.R. de Silva, Managing Director, MEA  
Mr. A.M. Ariya Abeysinghe, Director, EIED  
Mr. Ajith Jayaratne, private sector  
Mr. Granville Perera, private sector  
Mr. Gary Alex, USAID representative

EIED Management Team

Mr. A.M. Ariya Abeysinghe, Director  
Mr. Sunil Amerasinghe, Manager  
Dr. Upatissa Pethiyagoda, Consultant Agronomist  
Mrs. P.C. Mathais, Manager  
Mr. D.P. Wickremasinghe, Manager  
Mr. L. Jayasinghe, Manager

ISTI/MED Consultant Team

Dr. James Finucane, Chief of Party  
Mr. Jayantha Jayewardene, Deputy Chief of Party  
Dr. Kamal Hyder, Business Development Advisor  
Mr. Earl Guise, Medium/Large Enterprise Advisor  
Mr. M. W. Panditha, Credit Advisor