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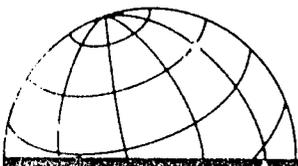
**Annual Report:  
US-ASIA Environmental Partnership Program  
February 14, 1992 to February 13, 1993**

**Submitted to:  
US-AEP Secretariat  
Bureau for Asia  
Agency for International Development**

**under contract number AEP-0004-C-00-2007-00**

**Submitted by:  
Tropical Research & Development, Inc.**

**April 1993**



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**US-ASIA Environmental Partnership Program  
A.I.D. Contract AEP-0004-C-00-2007-00**

**Submitted to**

**US-AEP Secretariat  
Bureau for Asia  
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Washington D.C. 20523**

**Prepared by**

**Technical Support Services Staff  
Tropical Research & Development, Inc.  
7001 SW 24th Avenue  
Gainesville, Florida 32607**

**April 1993**

## Acronymns

<b>ADB</b>	Asian Development Bank
<b>AEBIS</b>	Asian Environmental Business Information Service
<b>AEP</b>	Asia Environmental Partnership
<b>USAID</b>	(U.S.) Agency for International Development
<b>ASEAN</b>	Association of Southeast Asian Nations
<b>BCN</b>	Biodiversity Conservation Network
<b>BOOT</b>	Build-Own-Operate-Transfer
<b>BSP</b>	Biodiversity Support Program
<b>CPI</b>	Clean Power Initiative
<b>CSE</b>	Cultural Survival Enterprises
<b>DOC</b>	Department of Commerce
<b>DOE</b>	Department of Energy
<b>EFP</b>	Environmental Fellows Program
<b>EPA</b>	(U.S.) Environmental Protection Agency
<b>EXIM</b>	Export - Import Bank
<b>HIG</b>	Housing Investment Guarantee
<b>ICICI</b>	Industrial Credit ad Investment Corp. of India
<b>IFAS</b>	Infrastructure Finance Advisory Service
<b>WG</b>	Infrastructure Finance Working Group
<b>NASDA</b>	National Association of State Development Agencies
<b>NGO</b>	Non-Governmental Organization
<b>PBEC</b>	Pacific Basin Economic Council
<b>PIR</b>	Project Implementation Review
<b>POD</b>	Professional and Organizational Development
<b>RFP</b>	Request for Proposal
<b>RTI</b>	Research Triangle
<b>SBMA</b>	Subic Bay Metropolitan Authority
<b>TAF</b>	The Asia Foundation
<b>TDA</b>	(U.S.) Trade and Development Agency
<b>TIC</b>	Trade Information Center
<b>TOPS</b>	Trade Opportunities Program System
<b>TOR</b>	Terms of Reference
<b>TPCC</b>	(U.S.) Trade Promotion Coordinating Committee
<b>TR&amp;D</b>	Tropical Research and Development
<b>TSS</b>	Technical Support Services
<b>USG</b>	United States Government



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This annual report covers the period from February 14, 1992 through February 13, 1993 and is presented in compliance with contract number AEP-0004-C-00-2007-00 between the United States Agency for International Development (USAID) and Tropical Research & Development, Inc. (TR&D).

### **Executive Summary**

During this first project year, the TR&D United States-Asia Environmental Partnership (US-AEP) Technical Support Services (TSS) team collaborated with the USAID project officer, US-AEP Secretariat, Asia Bureau staff, other USAID personnel and representatives of other United States Government (USG) partners in the Secretariat to create a dynamic, multi-faceted operation offering viable new project component options to the US and Asian communities in the areas of biodiversity conservation, professional and organizational development, technology cooperation, and energy and environmental infrastructure.

The TR&D TSS team facilitated the growth of each component area from a theoretical concept — developed within USAID prior to project startup — to a functional set of programs. In support of this development, the team facilitated dialogue between partners, identified areas of potential program expansion, directed design efforts, assisted in design review and contract definition procedures and coordinated the implementation of individual activities.

The TR&D TSS team instituted an outreach program with present and potential US-AEP partners in public and private sectors. These efforts included participating in and leading fact-finding and public relations trips throughout the United States and Asia.

In accordance with USAID Project Implementation Review (PIR) procedures, in October 1992, TR&D staff presented program progress to USAID personnel and received favorable review status (see Appendix One for a summary of this review).

Following the PIR, the TR&D staff and US-AEP Director General, Mr. Lewis Reade, the USAID project officer, developed an ongoing review process comprising a complete monthly review of each component. These reviews ensure communication between USAID and TR&D staff and allow for frequent measurement of progress and timely attention to any area of concern.

In support of the technical component areas, the TR&D team, with the assistance of the TR&D home office, developed a public affairs and communications strategy, provided new long-term and short-term staff to meet project needs, upgraded and procured new equipment and expanded logistical support capabilities.



Major accomplishments of the program over the past year, which have been facilitated and/or completed by TR&D TSS team, include the following:

- In April 1992, the Biodiversity Support Program (BSP), a consortium of World Wildlife Fund, The Nature Conservancy and the World Resources Institute, was accepted by USAID to implement a five-year competitive grants program and regional network called the Biodiversity Conservation Network (BCN).
- For two weeks in July 1992, three business assessment team missions travelled to Asia. The teams determined the best sites for potential United States (US) business representation in eight asian countries.
- In September 1992, three cooperative agreements were signed by USAID with The Asia Foundation (TAF), World Environment Center (WEC), and the United States Environmental Training Institute (USETI) under the auspices of the Professional and Organizational Development (POD) US-AEP component.
- In October 1992, funding was given to the National Association of State Development Agencies (NASDA) for grants to develop projects fostering Asian and U.S. cooperation in environmental technology. As of March 1993, the National Association of State Development Agencies (NASDA) Panel awarded nineteen grants to U.S. companies.
- Starting in November 1992, the TR&D TSS team coordinated U.S. and Philippines meetings between relevant public and private individuals and institutions concerning conservation of the Subic Bay Forest in the Philippines.
- In January 1993, at the request of the Thai government, a US-AEP Environmental Action Team, lead by the Environmental Protection Agency (EPA), surveyed health and air pollution issues at the Mae Moh Power Generation Station in northern Thailand.
- In February 1993, the US-AEP sponsored a conference with the American Bar Association on trade and the environment in Hong Kong .
- In February 1993, the US-AEP-sponsored Biodiversity Conservation Network issued a request for grant proposals soliciting projects involving indigenous people in alternative economic uses of biodiverse areas.
- In March 1993, a TR&D consultant's proposal for the Infrastructure Finance Advisory Service of the US-AEP environmental and energy infrastructure component was submitted to USAID in final form and was proposed for implementation through K&M Engineering.



## **1. Professional and Organizational Development (formerly Fellowships, Exchanges & Training) Component**

### **1.1. Justification**

The Professional and Organizational Development (POD) component was designed to strengthen the human resource and institutional capacity within the government, private sector and non-governmental community in order to address urgent environmental problems in Asia and the Pacific. This component was developed to assist Asians and Pacific Islanders in obtaining critical environmental experience and training and to expose Americans to environmental problems in Asia. The predominant assumption was that engaging political, business and community leaders from Asia and the U.S. would result in relationships that would foster improved environmental conditions and provide increased avenues for U.S. environmental trade in this region. Differing from the traditional USAID "Participant Training" programs, it was anticipated that the activities of POD would support professional partnerships among participants and encourage long-term networks for the development of business relationships.

Four distinct activities were established for initial implementation:

- fellowships
- business exchanges
- trade-related business exchange and training
- human resources initiatives and support

### **1.2 Program design**

An inter-agency working group was established to assist in the design and review of activities. This group met for several months prior to the US-AEP's announcement in Singapore in January 1992 and continued to meet under shared leadership between the Agency for International Development (AID) and the Environmental Protection Agency (EPA) through April 1992.

In August of 1992, TR&D POD Manager Ms. Melissa Dann assumed full-time administrative responsibility for the component. Ms. Dann had worked on a short term basis with the TR&D TSS team since February.

In September 1992, three cooperative agreements were signed by USAID — with The Asia Foundation (TAF), World Environment Center (WEC) and the United States Environmental Training Institute (USETI). Two 632(b) Transfers Agreements were signed with the U.S. Trade Development Agency (formerly U.S. Trade and Development Program) and the EPA. Each implementing organization drafted a work plan which was distributed among the TR&D staff, the working group, the US-AEP Secretariat and other relevant players in the USAID/Asia



Bureau. Final drafts were completed at the end of December 1992. The five implementing organizations agreed upon four broad guiding themes for initial placements:

- urban and industrial environmental infrastructure;
- energy conservation and cleaner energy technology;
- development of standards and compliance; and
- monitoring systems and analysis of environmental information.

The TR&D TSS team promotes POD as part of an outreach program (see Appendix Seven for promotional materials). TR&D staff maintain communications between holders of the cooperative agreements and USAID and coordinates efforts with the implementing organizations or agencies and the field posts.

### **1.3. Program implementation**

#### **1.3.1. The Asia Foundation (TAF)**

Through a \$3.5 million cooperative agreement, TAF was charged with developing an Environmental Fellows Program (EFP). The EFP provides competitively selected Asian, Pacific Island and American professionals with practical work experiences to expand their understanding of environmental problems and solutions. The program places these environmental professionals in businesses, non-governmental organizations (NGOs) and government agencies in the United States and in Asian and Pacific Island countries for individually-tailored affiliations lasting one to four months.

Following the March and June deadline dates for FY 93 fellowship applications, the US-AEP Steering Committee at each post will review and prioritize candidates. The EFP team will match candidates with host institutions and provide logistical support.

The first fellowship is an exchange between Cultural Survival Enterprises, Inc. (CSE) of Cambridge, MA and Sejati, a NGO based in Jakarta, Indonesia. CSE will work with Sejati to catalogue potential non-timber forest products produced by indigenous communities in Indonesia. CSE, an industry leader in marketing tropical rainforest products, will help Sejati to develop expertise in the areas of sourcing, product development, marketing and sales. Up to eighty fellowship opportunities are available through the fellowship program.



### **1.3.2. The World Environment Center (WEC)**

WEC is an independent, not-for-profit advocacy organization whose mission is to contribute to sustainable development by strengthening urban and industrial health, safety and environmental management practices worldwide. WEC was chosen for a \$3.5 million cooperative agreement largely for its unique organizational experience in providing two-way business-exchange programs between the U.S. and Asia.

WEC will design and implement 100 short-term U.S.-Asia/Pacific business exchanges per year. To date this year, WEC's four-member team has completed sixteen exchanges and obtained approval for three more.

### **1.3.3. United States Environmental Training Institute (USETI)**

USETI is a joint venture between the U.S. environmental industry and the federal government, established as a 501 (c)(3) non-profit organization at the initiative of the EPA. USETI's cooperative agreement for \$547,660 supports three activities: 60 Asian and Pacific Island spaces in environmental training courses; production of a comprehensive and centralized data base of environmental courses and training opportunities available in the US; and the design of new courses. To date, USETI has sponsored four courses with US-AEP funding, one in Jakarta and three in the U.S., with a total of 54 Asian/Pacific Island participants.

### **1.3.4. The Environmental Protection Agency (EPA)**

The USAID/EPA interagency agreement is oriented towards making EPA's considerable technical resources available in Asia and the Pacific. There are two major activities: US-AEP environmental action teams; and fifty fellowship opportunities in EPA's ten regional offices and twelve laboratories.

The action teams bring US environmental experts together to undertake short-term assignments in Asia and the Pacific, responding to specific and priority problems. Six to eight teams are planned for this year. At the request of USAID/Thailand, US-AEP environmental action team members visited Thailand in January 1993 to evaluate the northern Mae Moh lignite power plant. TR&D TSS is working to develop related follow-up activity, for example, the fellowship program.



### **1.3.5. The U.S. Trade and Development Agency (TDA)**

TDA has \$1 million in funds for four to five training grants at approximately \$250,000 each during FY 93. Grants are awarded in support of "short-listed" U.S. companies for environmental projects on a transaction-specific basis. One grant is currently being processed to award a US firm a major engineering contract in SE Asia. Five other applications are under consideration.

### **1.4. Future plans**

As the TR&D TSS team begins the second year of POD projects, its activities will be response-oriented professional exchanges, action teams and in-country training. Since a large part of the US-AEP's mandate is to form partnerships with other United States Government (USG) agencies, this program will seek to develop stronger collaboration in this area. It will also seek to determine private sector needs and to respond to those more effectively. Finally, for evaluative purposes, serious attention will be given to monitoring the impact of POD on the sales of goods and services.

## **2. Environmental and Energy Infrastructure Component**

### **2.1 Justification**

The environmental and energy infrastructure component of the US-AEP was tasked to reduce pollution, provide clean energy and conserve natural resources by promoting US exports and investments in Asian capital projects. The component assumes the following:

- that US technology, goods and services are both relevant and competitive in infrastructure projects;
- that private finance must be tapped along with public finance in order to meet the heavy demand for infrastructure projects in areas like power, water and solid/hazardous waste; and
- that government financial and technical resources, if properly mobilized, can have the twin effect of solving major environmental problems and increasing US private participation in such projects.



A 25-member environmental and energy infrastructure working group was formed to make recommendations on activities. The working group recommended that the component take the following actions:

- develop a method for disseminating timely and reliable information about Asian projects; and
- establish a pilot clearinghouse to strengthen the competitive position of US companies bidding on Asian infrastructure projects.

## **2.2. Program design**

In August, Mr. Ken Langer was hired by TR&D as the environmental and energy infrastructure manager to design a full range of component activities.

At present, the component's programs can be summarized into three broad categories.

### **2.2.1. Infrastructure Finance Advisory Service (IFAS)**

IFAS is designed to assist US companies by providing early notification of infrastructure projects and assisting in the identification of public and private financing sources. The design paper, presently under review in USAID Contracts, recommends that IFAS be executed by K&M Engineering and Consulting, Inc. TR&D short-term consultant Mr. Terry Newendorp, who has been engaged to assist in various component activities, is designated to be the IFAS director.

The IFAS Inter-Agency Committee, including representatives from the Export-Import Bank (EXIM), Overseas Private Investment Corporation, USAID, the Trade and Development Agency (TDA) and the Small Business Administration, was formed in January 1993. The committee will explore ways to yoke USG resources (financial and technical) into the service of US companies seeking project participation.

### **2.2.2. Strategic initiatives**

Component initiatives are targeted programs to focus public and private resources together on select clients in sectors that have both special importance in Asia's development and strategic opportunities for US technology, goods and services. Initiatives complement the IFAS service, which is primarily reactive.



**Clean Power Initiative:** The Clean Power Initiative (CPI) is an interagency initiative designed to mobilize and focus public and private resources on select Asian utilities. As part of this effort, the US Energy Association and the US Asian Business Council will host meetings with private companies in the energy sector to assess their interests and specific needs. The design team is scheduled to visit four countries in April and May 1993.

**Urban Infrastructure Initiative:** Research Triangle Inc. (RTI) was commissioned to design the framework of a project that would use Housing Investment Guarantee (HIG) to promote urban infrastructure projects. The initial design suggests that the HIG could be used to promote water, wastewater and municipal solid waste infrastructure projects in Asia.

**Hazardous Waste Initiative:** While the US possesses a competitive advantage in the area of hazardous waste management, the market needs and opportunities are small in Asia compared to power and water. Efforts to support a hazardous waste project in Thailand are being considered under an Eastern Seaboard Initiative in Thailand, proposed by USAID/Thailand. Under this initiative, spearheaded by Mission Director Tom Reese, the US-AEP would support a number of efforts associated with pollution reduction and treatment among the community of US multinational oil companies.

### 2.2.3. Trade and Project Finance

The Trade and Project Finance program is an integrated set of activities to promote financial innovation and financial institution-building in coordination with the IFAS, Asian Environmental Business Information Service (AEBIS) and urban infrastructure efforts. The program presently under design is organized into four areas.

**Information dissemination and training:** In support of IFAS and AEBIS, a survey of existing US and Asian trade and project finance vehicles is proposed, along with a program to disseminate this information through IFAS, AEBIS and possibly other partners (e.g., EXIM, NASDA) to US environmental companies.

**Financial innovation:** Financial innovation will be promoted through a high-level Infrastructure Finance Working Group (WG). Consisting of the USG and private banks, the WG will be charged with identifying and pursuing issues related to policy reform, new guarantees and financial instruments.

**Institution building:** This program, designed by a TR&D short-term consultant, proposes to develop and implement a series of intensive in-country seminars on Build-



Own-Operate-Transfer (BOOT) arrangements, privatization and ways to strengthen local capital markets; and the program is also considering a series of financial fellowships to bring Asian bankers to the US to work in IFAS, USG financial agencies and possibly in commercial banks. The program would also award grants on a cost-sharing basis to state agencies, private consulting firms and other intermediary organizations with proposals to establish innovative financing vehicles.

**Asian Development Bank representative:** This position was established through the 632(b) Transfer Agreement with the Department of Commerce, and a final scope of work is under development.

### **2.3. Future plans**

By late April, it is expected that the approvals, design processes and scopes of work outlined above will be completed.

## **3. Technology Cooperation Component**

### **3.1. Justification**

The technology cooperation component, like the energy and environmental infrastructure component, addresses the needs of Asian countries for environmental clean-up technologies available through US companies. Inherent in the separation of the two components is the recognition of the following: the difference between a market dominated by government-sponsored public works and utilities and the large firms which respond to such clients; and trade opportunities generated by business demand. In order to preserve the integrity of the mostly small- and medium-sized private firms involved in business-to-business opportunities, the technology cooperation component seeks to facilitate market information and financing in this sector.

Initially, technology cooperation was designed to encompass three Asian regional business centers, information and dissemination systems, and a seed fund for the transfer of environmental technologies to Asia. The technology cooperation working group was the main input to the design and implementation of technology cooperation activities. At the outset, there were over 20 members on the group, including representatives from relevant US government and trade and industry representatives. TR&D IJS-AEP team member Mr. Peter Gourlay was hired in May 1992 as Technology Cooperation Manager.



## **3.2. Design**

### **3.2.1. Business representation offices**

Three business assessment team missions travelled to Asia for two weeks in July 1992. All advance planning, logistics, backstopping and debriefing were managed by Mr. Gourlay. Three teams went to eight Asian countries perceived as having the best potential for trade information centers. The final design of these centers, created by TR&D short-term consultant John Hammond, requires an inter-agency financial transfer which will enable the Department of Commerce to establish and staff the centers.

Mr. Gourlay and Mr. Hammond made two Asia trips in early 1993, meeting with appropriate embassy personnel in nine countries to ensure that business representative staff recruitment was taking place, that the US-AEP Steering Committee design and hiring procedures were understood, that members were being recruited and that suitable office space was being located. These goals were successfully accomplished at all locations.

### **3.2.2. Asian Development Bank representation and other design work**

A plan for contract staff at the ADB and at the Department of Commerce's Trade Information Center (TIC) was also developed. The present plan of action calls for three staff members in a business center in each of nine Asian countries.

The technology cooperation component also oversaw design of a fiduciary agent to process overseas program funds, the overseas US-AEP Steering Committee, US-AEP Regional Representative, arrangements for trade lead distribution with trade groups and database linkages to the Secretariat.

The latest — March 1993 — design incorporates a vertical trade association focus with overseas program funds and trade lead distribution arrangements into a new technology fund project.

## **3.3. Implementation**

### **3.3.1. Asian Environmental Business Information Service (AEBIS)**

The TR&D technology cooperation team handles an average of 40 business inquiries a month. On the basis of the evident need for information, which is not filled through other existing



programs, AEBIS was designed to handle proactive trade lead distribution requirements and answer generic business-information inquiries in a state-of-the-art distribution center. It will cooperate with existing databases such as the TOPS program run by the Department of Commerce, and it will provide information in a timely and efficient manner.

### **3.3.2. National Association of State Development Agencies (NASDA) Technology Fund grants**

A US-AEP buy-in to the USAID Private Enterprise Bureau's Market and Technology Access Project allows state agencies to apply to NASDA for grants to develop projects fostering Asian and US cooperation in environmental technology. NASDA received funding for these activities in October 1992. They have marketed the fund to US businesses through state economic development offices and Small Business Development centers. As of March 1993, the NASDA Panel awarded nineteen grants to US companies (a chart of these grants are shown in Appendix Two).

## **4. Regional Biodiversity Component**

### **4.1. Justification**

Depletion of biodiversity assets in Asia and the Pacific has reached crisis proportions; the estimated number of species lost annually there is higher than in Latin America or Africa. The consequences are profoundly negative for sustainable development -- agricultural productivity is declining, fisheries and coastal ecology are threatened, and the foundation for a healthy, diversified small-industries sector is jeopardized. Rural economic decline causes crushing poverty which leaves people with few choices in managing land and natural resources.

Three systems for protecting biodiversity exist: traditional community-based practices that protect the local resource base for production and subsistence; modern state-based protected area systems; and government policies designed to control exploitation of biodiversity assets. These systems are failing because traditional natural resources management systems are in conflict with "modern" market economies.

The proposed solution is to locate programs that demonstrate balanced participatory scientific, social and commercial components.



## **4.2. Program design**

A biodiversity working group was established to identify commercial opportunities that will contribute to improved and increased biodiversity conservation. This working group consisted of representatives from various USG agencies and is currently being expanded to include conservation NGOs, businesses and foundations. In April 1992, the Biodiversity Support Program (BSP), a consortium of World Wildlife Fund, The Nature Conservancy and the World Resources Institute, submitted a proposal to implement a five-year competitive grants program and regional network called the Biodiversity Conservation Network (BCN). Their proposal was reviewed by the Working Group; BSP was awarded a cooperative agreement in September 1992.

BSP took the lead in defining the competitive grants program. The request for proposal was issued in February 1993. Organizations eligible to apply for BCN grants include Asian, Pacific, US or international NGOs, communities, businesses, universities, government agencies, botanical gardens, zoos and museums. BCN grants seek to promote collaborative projects between Asia/Pacific and the US. Two types of BCN grants are offered: planning grants and implementation grants. Planning grants are up to \$50,000 for up to one year; implementation grants are between \$25,000 to \$300,000 per year for up to 3 years (see Appendix Seven for promotional materials).

## **4.3. Program implementation**

The BCN is now reviewing resumes for four staff positions. TR&D Regional Biodiversity Component Manager Melissa Dann will participate in the final selection. The first grant proposals are now being received. BCN expects the majority of first-year grants to be planning grants.

The biodiversity working group has met on average once every six weeks since October 1992. Ms. Dann coordinated and determined the topics of these meetings. She chaired the Subic Bay Subgroup meeting that catalyzed the coordination meeting hosted by the Subic Bay Metropolitan Authority (SBMA) and the Philippines' Department of Natural Resources in February. This meeting offered the first opportunity for various constituencies — local government officials, NGOs and donors — to meet and learn about forest and development issues at Subic. As a result of this meeting and the earlier efforts and encouragement of the Subic Bay Group in Washington, the US Forest Service will be supporting a local technical natural resource staff to work with SBMA. The Subic Bay represents an important model for establishing partnerships, as promoted by the US-AEP Secretariat, through public, private and NGO involvement.



#### **4.4. Future plans**

The BCN intends to establish an Asian office which will have key responsibility for documenting the results obtained from the conservation/demonstration-sites investment made possible by the grants program. In addition to collecting information from these sites, it will gather information from projects in other countries and regions and from scientific, social and economic research, business, NGO and policy networks. This information will be maintained on a computer data base and disseminated to planners, policy makers and other practitioners.

#### **5. Outreach activities**

Two senior TR&D staff members coordinated the US-AEP Outreach program during the first year, concentrating on two distinct areas: US/Asia business relations and NGO partner relations.

##### **5.1. US/Asia Business Relations**

TR&D US-AEP Business Relations Advisor Mr. Willy Tjen was hired in June to create significant links with the Asian business community. In July he served as a member of the assessment teams to Asia. As a result of this visit, environmental business representation will be established in all countries visited.

The TR&D TSS maintains an ongoing relationship with Asian business representatives interested in US environmental goods and services. Staff members were regular participants in strategy sessions of combined USG agencies and the US private sector during program design in the early stages of the program's development. Staffers work to establish closer relationships between the Secretariat, environmental trade associations in Washington D.C. and Asian governments and private associations in California.

TR&D organized and convened briefings on how to approach Chinese business and environmental policy issues and trade opportunities in Indonesia and the ASEAN countries. Staff members motivated environmental trade associations to play a major role in the US-AEP program and linked US business-multiplier organizations with Asian counterparts. They facilitated the interest and involvement of Asian-American professional associations in the US-AEP program and activities, coordinated Asian business inquiries and linked inquirers to US trade associations to develop business in Asia.



## **5.2 NGO Partner Relations**

TR&D US-AEP Partner Relations Advisor Ms. Cinnamon Dornsife was hired in July and has maintained and broadened the Secretariat's contacts with the NGO community. Ms. Dornsife coordinated TR&D TSS contact with over 100 community and NGOs to discuss ways in which the US-AEP and the NGO community can work more closely together.

TR&D coordinated program-related discussions with the International Executive Service Corps, the Pacific Basin Economic Council, the Center for Strategic and International Studies, the Carnegie Endowment for International Peace, the Overseas Development Council, the Congressional Research Service, RESOLVE, the Chemical Manufacturer's Association and other organizations who may be effective players in an outreach strategy targeted at US businesses.

TR&D regularly participated in such NGO coalitions as the Philippine Development Forum and the Indonesia Conservation Forum, which have led to greater understanding of the US-AEP's goals among the NGO community.

Ms. Dornsife successfully designed and negotiated the implementation of an environmental public education series with The Asia Society. Outreach to the policy affairs community via The Asia Society will achieve maximum impact among this key set of players. The Asia Society programs will touch upon all aspects of the US-AEP: environmental technologies and the larger environmental problems in Asia which the US-AEP seeks to address and ameliorate.

TR&D staffers participated in the selection and design of a number of potential strategic initiatives, including industry self-regulation such as "Responsible Care", tradable pollution rights such as carbon offsets and conflict resolution such as the RESOLVE program, which successfully brings NGO and community activists to the bargaining table with businesses to mediate environmental disputes.

## **5.3. Future plans**

In future outreach efforts, the TR&D TSS team will focus on bringing together the NGO, business and government communities in Asia and the US. In the second year, a priority will be to achieve the same level of outreach to Asia that has been achieved in the US in the first year.



## **6. Public affairs and communications**

During the first year of this contract, TR&D successively engaged two senior staff members responsible for Public Affairs and Communications. Mr. Dan Larson, who began work in April 1992, concentrated on speech-writing for Assistant Administrator Ms. Henrietta Holsman-Fore. Mr. Larson also oversaw the first two editions of a basic US-AEP Secretariat brochure and the distribution of briefing packets. Mr. Larson left the staff in July.

Ms. Margaret Sullivan assumed the role of senior staff member for Public Affairs in November of 1992. Ms. Sullivan has been instrumental in the creation of a professional and unified public profile for the US-AEP.

Since Ms. Sullivan began, two formal announcement ceremonies of US-AEP activities have taken place. The first, organized by Component Coordination Assistant Jacqueline Farrell, was a joint signing by Ms. Holsman-Fore and The Asia Foundation President William Fuller for the partnership between the US-AEP and TAF. For the second, in collaboration with TR&D short-term consultant Ms. Harvel Sebastian, Ms. Sullivan oversaw the US-AEP's first important public event. She coordinated the senior-level program briefing and presentation of certificates to twelve US-AEP partners in January 1993. The presentation took place at the National Academy of Sciences, was well-attended and well-received and permitted a positive public presentation of the Secretariat's accomplishments.

During the winter, TR&D interim Chief of Party Mr. Jerry Hines and the TR&D staff developed materials for public briefings which allow a quick overview of the project, its major components and project rationale. The briefings have been used for presentations to trade groups and small corporations in Washington and elsewhere.

The TR&D TSS team hosts the regularly scheduled meetings of the President's Trade Promotion Coordinating Committee (TPCC) for the US-AEP. This is an advisory body consisting of representatives from the twenty-plus US Government agencies participating in the partnership.

Ms. Sullivan is presently developing a coherent public affairs strategy based on an overall corporate look and the publication of an interrelated set of materials. Ms. Sullivan is also emphasizing routine public relations communications with US-AEP contracting partners. A set of guidelines is almost complete.

The TR&D TSS team contributed to a regular weekly report on the TR&D team's activity highlights which is sent to the USAID assistant administrator via the US-AEP Secretariat staff.



Ms. Sullivan gathers and writes the basic material for the report. She has also edited a short report on the Secretariat for presentation to Vice President Al Gore.

A set of promotional materials is included in Appendix Seven to this report.

## **7. Program support and administration**

During the first project year, TR&D long-term and short-term staff provided approximately 130 person-months of service. Personnel and administrative issues are overseen by Administrative Advisor John Speicher.

TR&D responded rapidly to needs for additional personnel. Performance was carefully monitored, and modifications implemented as necessary. Appendices Three, Four and Five contain charts of actual personnel throughout the year, and proposed personnel for the June amendment to the contract.

TR&D TSS team members have a fully-equipped office in downtown Washington D.C., with office space for 18 and conference room facilities for 20. Offices have personal computers for each staff member, internal and external electronic-mail linkages, and a full range of office equipment. The office is presently undergoing a computer system upgrade which will include the installation of a Windows environment.

The office has established an in-house library to provide ready access to general and geographic material from a variety of sources. The office has purchased a variety of relevant periodicals, publications and reports which enable the AEP staff to do its job more efficiently.

The office filing system has evolved to meet the increasing demands of the project. In July of 1992, a TR&D short-term employee, formerly a retired State Department records manager, set up the filing system. The office is now arranging with USAID to set up a formal filing system for subproject activities.



**VIII. Financial Summary**

Following is a brief summary of the project budget as reported on invoice number 842 of February 28, 1993:

Category -----	Budget Amount -----	Cumulative Amount -----	Remaining Amount -----	Percent of Budget Expended -----
Salaries & Wages	1,169,992	657,998.64	511,998.36	56.2%
Fringe Benefits	140,400	85,178.61	55,221.39	60.7%
Overhead	956,586	558,789.91	397,796.09	58.4%
Travel & Transport.	462,500	107,144.01	355,355.99	23.2%
Other Direct Costs	625,134	371,820.84	253,313.16	59.5%
Fixed Fee	234,823	124,664.98	110,158.02	53.1%
-----	-----	-----	-----	-----
TOTAL COST + FIXED FEE	3,589,435	1,905,591.99	1,683,843.01	53.1%



**Appendix One: Project Implementation Review Summary**  
22 October 1992

Individual	Who/What	Progress to Date
Tropical Research and Development, Contractor	Secretariat Support	Office and personnel established. Designed and implemented first nine component agreements. Established program design priorities.
Cinnamon Dornsife, TR&D Asia Partner Advisor	Pacific Basis Economic Council (PBECC) - Center for Strategic and International Studies	Planning for series of seminars in Washington D.C. and on West Coast.
Willy Tjen, TR&D Business Relations Advisor	Strategic Energy Initiative	Formulated strategic approach to major Asian air pollution problems.
Greg Votaw, TR&D Government Relations Advisor	Emerging Technologies	Discussions with WWF, ICICI and DOE concerning prototype structure for US/Asia environmental technology development and adaptation.
Peter Gourlay, TR&D Technology Cooperation Component Coordinator	US-AEP Business Representation	Final stages of interagency financial transfer from DOC for business representation in India, Philippines, Taiwan and Hong Kong.
Peter Gourlay, TR&D Technology Cooperation Component Coordinator	Environmental Business Centers Assessment	Assessment Team visits to eight potential US-AEP business representation sites. Recommendation paper is basis for US-AEP/Commerce negotiations. Database systems survey.
Peter Gourlay, TR&D Technology Cooperation Component Coordinator	Trade Information Center	Initial arrangements for housing an Asian Environmental/Energy Trade Specialist at the Trade Information Center.
Peter Gourlay, TR&D Technology Cooperation Component Coordinator	Asian Development Bank Representative	Writing design paper for role of US-AEP ADB Representative in the field. Ongoing AID/DOC discussions.
Peter Gourlay, TR&D Technology Cooperation Component Coordinator	Asia Environmental Business Information Systems (AEBIS)	Logistical and personnel support being organized; database survey underway.

Individual	Who/What	Progress to Date
Melissa Dann, TR&D Fellowships, Training, and Biodiversity Component Coordinator	The Asia Foundation	Cooperative agreement signed 9/24. Startup meetings 10/1 and 10/19.
Melissa Dann, TR&D Fellowships, Training, and Biodiversity Component Coordinator	US Environmental Training Institute	Cooperative agreement signed 9/24. Startup meetings 10/1 and 10/19.
Melissa Dann, TR&D Fellowships, Training, and Biodiversity Component Coordinator	World Environment Center	Cooperative agreement signed 9/24. Startup meetings 10/1 and 10/19.
Melissa Dann, TR&D Fellowships, Training, and Biodiversity Component Coordinator	Asia Biodiversity Conservation Network	Cooperative agreement signed 9/24. Startup meetings 10/1 and 10/19.
Melissa Dann, TR&D Fellowships, Training, and Biodiversity Component Coordinator	Trade Development Program	632 (b) agreement signed late Sept.
Ken Langer, TR&D Energy and Environmental Infrastructure Component Coordinator	Infrastructure Finance Advisory Service	PIO/T written and in Contracts. Will go to K&M Engineering through buy-in to R&D/EI project
Ken Langer, TR&D Energy and Environmental Infrastructure Component Coordinator	Housing Investment Guarantee for Urban Environmental Infrastructure	Developed TOR proceeding through AID/PRE/H.

## Appendix Two: NASDA Grant Awards

FIRM & SPONSOR(*)	GRANT/ DATE OF AWARD	COUNTRY/ DATE OF ACTIVITY	DESCRIPTION OF ACTIVITY
GEORESEARCH  *MONTANA DOC	\$20,000  NOV 1992	MALAYSIA NEPAL THAILAND  NOV & DEC 1992	3 WORKSHOPS AIMED AT INTRODUCING INTEGRATED DIGITAL MAPPING EQUIPMENT.
TERRATEK, INC.  *STATE OF UTAH'S OFFICE OF INT'L BUSINESS	\$20,000  NOV 1992	MALAYSIA PHILIPPINES  JAN & MAR 1993	2 TECHNOLOGY TRAINING SESSIONS TO FAMILIARIZE CANDIDATE USER GROUPS WITH "TARGET," A TEST FOR FUNGAL MYCOTOXINS.
MID-AMERICA WORLD TRADE CENTER (MAWTC)  *KANSAS MID-AMERICA WORLD TRADE CENTER	\$19,939  DEC 1992	PHILIPPINES  JAN-JULY 1993	DEVELOP AN ENVT'L TECHNOLOGY CONSORTIUM TO HELP SMALL- & MEDIUM-SIZED COMPANIES TAKE ADVANTAGE OF WASTE-MANAGEMENT & RECYCLING OPPORTUNITIES IN THE PHILIPPINES.
KENAN INSTITUTE OF PRIVATE ENTERPRISE  *KENAN INSTITUTE OF PRIVATE ENTERPRISE (UNIVERSITY OF N. CAROLINA, CHAPEL HILL)	\$29,560  DEC 1992	HONG KONG INDONESIA  OCT 1993	3 ACTIVITIES TO SHOWCASE AMERICAN TEXTILE TECHNOLOGIES FOR THE ASIAN MARKET: 1)TEXTILE INDUSTRY MISSION TO GARMENTEX SHOW IN HONG KONG 2)EDUCATIONAL SALES PROGRAM IN INDONESIA 3)TEXTILE TECHNOLOGY SOURCEBOOK.
ALASKA DOC  *ALASKA DOC & ECONOMIC DEVELOPMENT OFFICE	\$20,000  DEC 1992	MONGOLIA  APRIL 1993	VISIT TO MONGOLIA BY ALASKAN INDUSTRY EXPERTS IN COAL-FIRED POWER GENERATION & A RETURN VISIT BY MONGOLIAN ENERGY EXPERTS.
CALIFORNIA EPA  *CALIFORNIA EPA	\$23,700  JAN 1993	INDIA THAILAND  APRIL-JUNE 1993	ENVT'L BUSINESS MISSION OF CONSULTING FIRMS TO INVESTIGATE OPPORTUNITIES FOR IMPROVEMENT OF WASTEWATER MANAGEMENT.
FLORIDA DOC  *FLORIDA DOC	15,000  JAN 1993	KOREA  APRIL 1993	INTRODUCE 10 TO 15 QUALIFIED US ENVT'L COMPANIES TO THE TAIWAN & KOREAN ENVT'L PROTECTION MARKET (INCLUDES SEMINARS TO PROMOTE TECHNOLOGY TRANSFER).
PROMETRIKA  *LAFAYETTE CHAMBER OF COMMERCE	\$20,000  JAN 1993	THAILAND  FEB 1993	PROVIDE ENERGY EFFICIENCY TRAINING IN BANGKOK & HELP MATCH US SUPPLIERS WITH ENERGY-RELATED NEEDS IN THAILAND VIA A DEMAND SIDE-MANAGEMENT MARKETING DATABASE

FIRM & SPONSOR(*)	GRANT/ DATE OF AWARD	COUNTRY/ DATE OF ACTIVITY	DESCRIPTION OF ACTIVITY
BIO-PAK SUPER ABSORBENT, INC. *MINNESOTA TRADE OFFICE	\$20,000 JAN 1993	PHILIPPINES FEB 1993	AERIALY RESEED VAST TRACTS OF DEFORESTED LAND AROUND MT. PINATUBO BY MEANS OF THE BIO-PAK ENCAPSULATED "BULLET."
UNISYN BIOWASTE TECHNOLOGY *THE WASHINGTON STATE DEPT. OF TRADE & ECONOMIC DEVELOPMENT	\$14,950 FEB 1993	TAIWAN THAILAND FEB 1993	THREE-PHASED PROJECT: 1)TRANSLATE EXISTING DISPOSAL SYSTEM OF WET ORGANIC WASTE VIDEOTAPE 2)VISIT TO TAIWAN & THAILAND 3)DEMONSTRATE TECHNOLOGY AT UNISYN'S FACILITY.
POLLUTION CONTROL EXPORTS, USA *STATE OF CONNECTICUT	\$30,000 FEB 1993	HONG KONG KOREA 4 MONTHS +1 YEAR FOLLOW-UP	CREATE A NETWORK OF 15 SMALL US MANUFACTURERS OF POLLUTION-CONTROL EQUIPMENT TO DISTRIBUTE TO END-USERS IN KOREA & HONG KONG.
OREGON ENVT'L TECHNOLOGY ASSOCIATION *OREGON ECONOMIC DEVELOPMENT DEPARTMENT	\$20,050 FEB 1993	INDIA SEPT 1993	MATCHMAKING SESSIONS BETWEEN OREGON MANUFACTURERS & SERVICE PROVIDERS OF WASTEWATER TREATMENT SYSTEMS, SOLID WASTE MANAGEMENT EQUIPMENT & RESOURCE MANAGEMENT SERVICES & COUNTERPART INDIAN FIRMS.
THE ALLIANCE FOR RESPONSIBLE CFC POLICY *THE ALLIANCE FOR RESPONSIBLE CFC POLICY	\$11,148 FEB 1993	INDONESIA HONK KONG TAIWAN TBA	ENABLES THREE OF ALLIANCE'S COMPANIES TO MEET LOCAL COMPANIES TO ESTABLISH VALUABLE BUSINESS RELATIONSHIPS IN REPLACING, CONTROLLING, COLLECTING & RECYCLING CFCs.  TECH FUND MONEY WILL NOT BE USED FOR HONG KONG ACTIVITIES.
REMOTE SENSING TECHNOLOGIES *WORLD TRADE CENTER DENVER	\$19,996 FEB 1993	HONG KONG KOREA NEPAL TAIWAN THAILAND JUL/AUG 1993	ASSESS MARKET DEMAND, IDENTIFY POTENTIAL LICENSEES & DISTRIBUTORS & DEMONSTRATE THE REMOTE SENSING DEVICE (RSD-1000). EXHAUST OF 10,000 VEHICLES WILL BE TESTED TO DETERMINE THE DISTRIBUTION OF MUNICIPAL MOBILE POLLUTION.
INT'L INSTITUTE FOR ENERGY CONSERVATION *INT'L INSTITUTE FOR ENERGY CONSERVATION	\$30,000 FEB 1993	THAILAND MAY 1993	THREE-STEP INITIATIVE TO TAP INTO THE EMERGING MARKET FOR ADVANCED EFFICIENCY TECHNOLOGIES. 1)DEFINE THAI MARKET 2)INTRODUCE & PROVIDE TECHNICAL INFORMATION THROUGH 2 SEMINARS ON HOW TO DO BUSINESS. 3)SUPPORT A GROUPS OF US COMPANIES TO MEET WITH POTENTIAL PARTNERS IN THAILAND.

FIRM & SPONSOR(*)	GRANT/ DATE OF AWARD	COUNTRY/ DATE OF ACTIVITY	DESCRIPTION OF ACTIVITY
PACIFIC BASIN ECONOMIC COUNCIL *PACIFIC BASIN ECONOMIC COUNCIL	\$23,575  MAR 1993	TAIWAN  TBA	IDENTIFY SPECIFIC ENVIRONMENTAL BUSINESS OPPORTUNITIES IN TAIWAN. THE PROJECT INCLUDES A MISSION TO TAIPEI AND FOLLOW-UP MEETINGS.
U.S. PHILIPPINE BUSINESS COMMITTEE *U.S. PHILIPPINE BUSINESS COMMITTEE	\$19,950  MAR 1993	PHILIPPINES  TBA	SHORT-TERM PROGRAM THAT WILL PROMOTE INDUSTRIAL WASTEWATER TREATMENT & POWER GENERATION FROM BIOMASS EXPORTS.
WORLD TRADE CENTER PITTSBURGH *WORLD TRADE CENTER PITTSBURGH	\$20,40033  MAR 1993	KOREA  TBA	NINE WESTERN PENNSYLVANIA COMPANIES SPECIALIZING IN ENVIRONMENTAL ENGINEERING AND REMEDIATION WILL PARTICIPATE IN A MATCHMAKING MISSION TO KOREA.

**Appendix Three: Present US-AEP Personnel**

<b>TITLE</b>	<b>NAME</b>	<b>START DATE</b>
Managing Director for Technical Support Services	Albert Short	MAR 93
Manager for Administration	John Speicher	FEB 92
Director for Business Partnering	Willy Tjen	JUN 92
Director for Asian Affair & Community Outreach	Cinnamon Dornsife	JUL 92
Director for Public Affairs & Communications	Margaret Sullivan	NOV 92
Manager for Environmental & Energy Infrastructure	Kenneth Langer	AUG 92
Manager for Regional Biodiversity/Professional & Organizational Development	Melissa Dann	AUG 92
Manager for Technology Cooperation	Peter Gourlay	MAY 92
Associate for Environmental & Energy Infrastructure	Robert Barnes	SEP 92
Associate for Partnership & Outreach	Joseph Youngblood	FEB 93
Associate for Technical Cooperation	Michael Met	JUL 92
Associate for Professional & Organizational Development	Jacqueline Farrell	OCT 92
Secretary	Chemain Broadway	MAR 92
Receptionist/Clerk	Doreen Seals	AUG 92

**Appendix Four: Short-Term and Other US-AEP Personnel**

POSITION	NAME	START DATE	END DATE
Media Relations Specialist	Melissa Dann	MAR 92	MAY 92
Interim Chief of Party	Jerry Hines	OCT 92	MAR 93
Government Relations Advisor	Gregory Votaw	JUL 92	JAN 93
Computer Technician [on retainer]	Chris Skinner	MAY 92	---
Program Assistant	Shashi Gupta	APR 92	DEC 92
Public Affairs Advisor	Dan Larson	APR 92	JUL 92
Administrative Assistant	Rick Carter	MAY 92	AUG 92
Filing Systems Specialist	David Loving	JUL 92	AUG 92
US Business Advisor	Cliff Holdridge	SEP 92	FEB 93
Design Specialist, Energy & Environmental Infrastructure Component	Terry Newendorp	SEP 92	---
Conference Coordinator	David Olson	AUG 92	AUG 92
Intern	Laura Schweizer	OCT 92	NOV 92
Design Specialist, E & E Infrastructure Component	Barry Sidman	NOV 92	DEC 92
Special Events Assistant, Public Affairs	Harvel Sebastian	DEC 92	JAN 93
Design Specialist, Technology Cooperation Component	John Hammond	DEC 92	---
Design Specialist, E & E Infrastructure Component	Dianne Rudo	FEB 93	---

**Appendix Five: Proposed US-AEP Personnel, June Contract Modification**

<b>TITLE</b>	<b>NAME</b>
Managing Director for Technical Support Services	Albert Short
Manager for Administration	John Speicher
Director for Asian Affairs and Community Outreach	Cinnamon Dornsife
Director for Business Partnering	TBA
Director for Public Affairs & Communication	Margaret Sullivan
Senior Associate for Public Affairs & Communications	Elise Giebel
Manager for Environmental and Energy Infrastructure	Kenneth Langer
Manager for Regional Biodiversity/Professional and Organizational Development	Melissa Dann
Manager Technology Cooperation	Peter Gourlay
Senior Associate for Environmental & Energy Infrastructure	Robert Barnes
Associate for Partnership & Outreach	Joseph Youngblood
Associate for Technical Cooperation	Michael Met
Associate for Professional and Organizational Development	Jacqueline Farrell
Communications Control Specialist	TBA
Communications Control Specialist	TBA
Senior Data Management Specialist	TBA
Secretary	Chemain Broadway
Secretary	TBA
Receptionist/Clerk	Doreen Seals

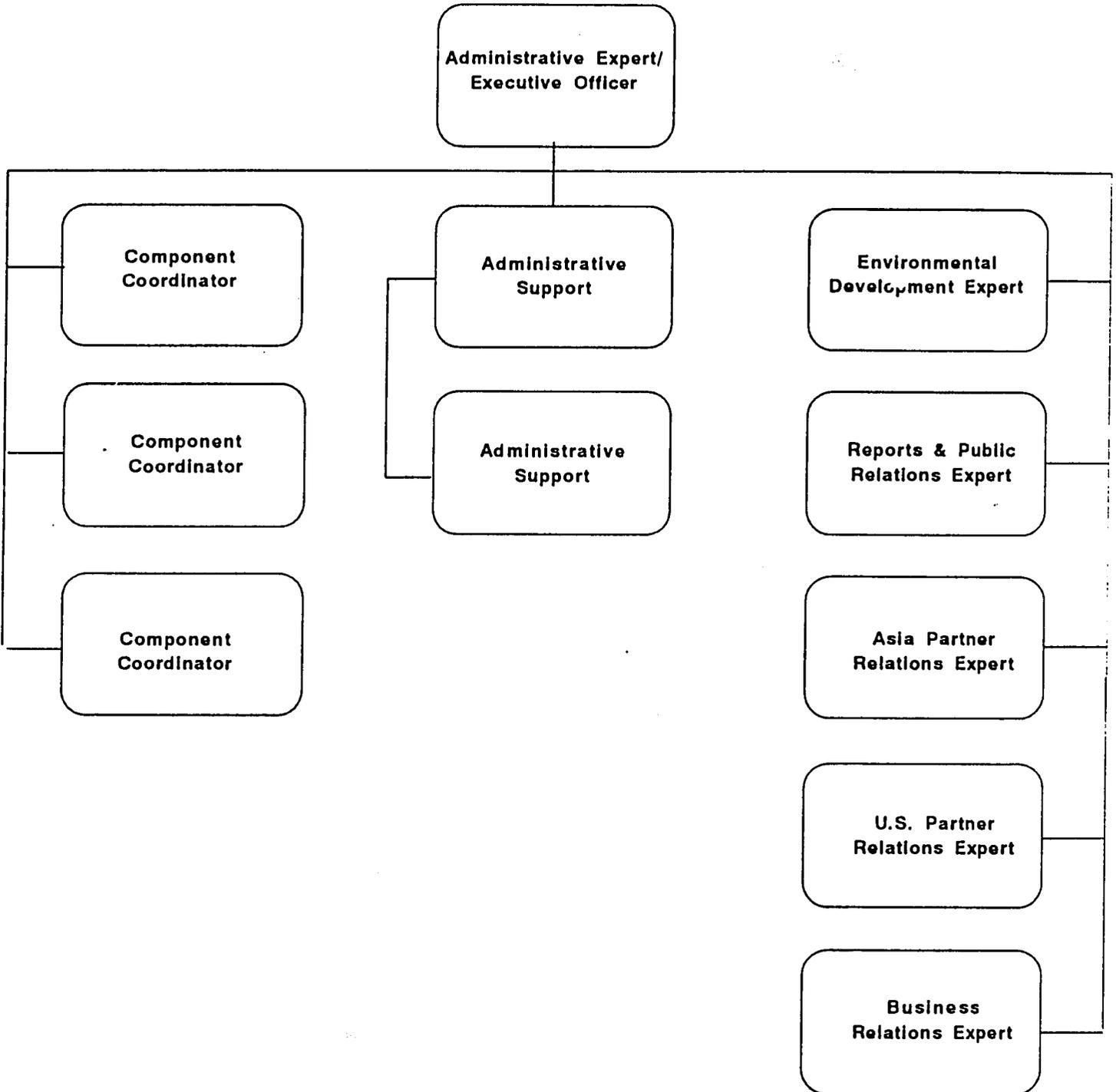
**Appendix Six: TR&D Personnel**

24a  
**TR&D Personnel**

4-8-93

**Original Contract Organization Feb. 1992**

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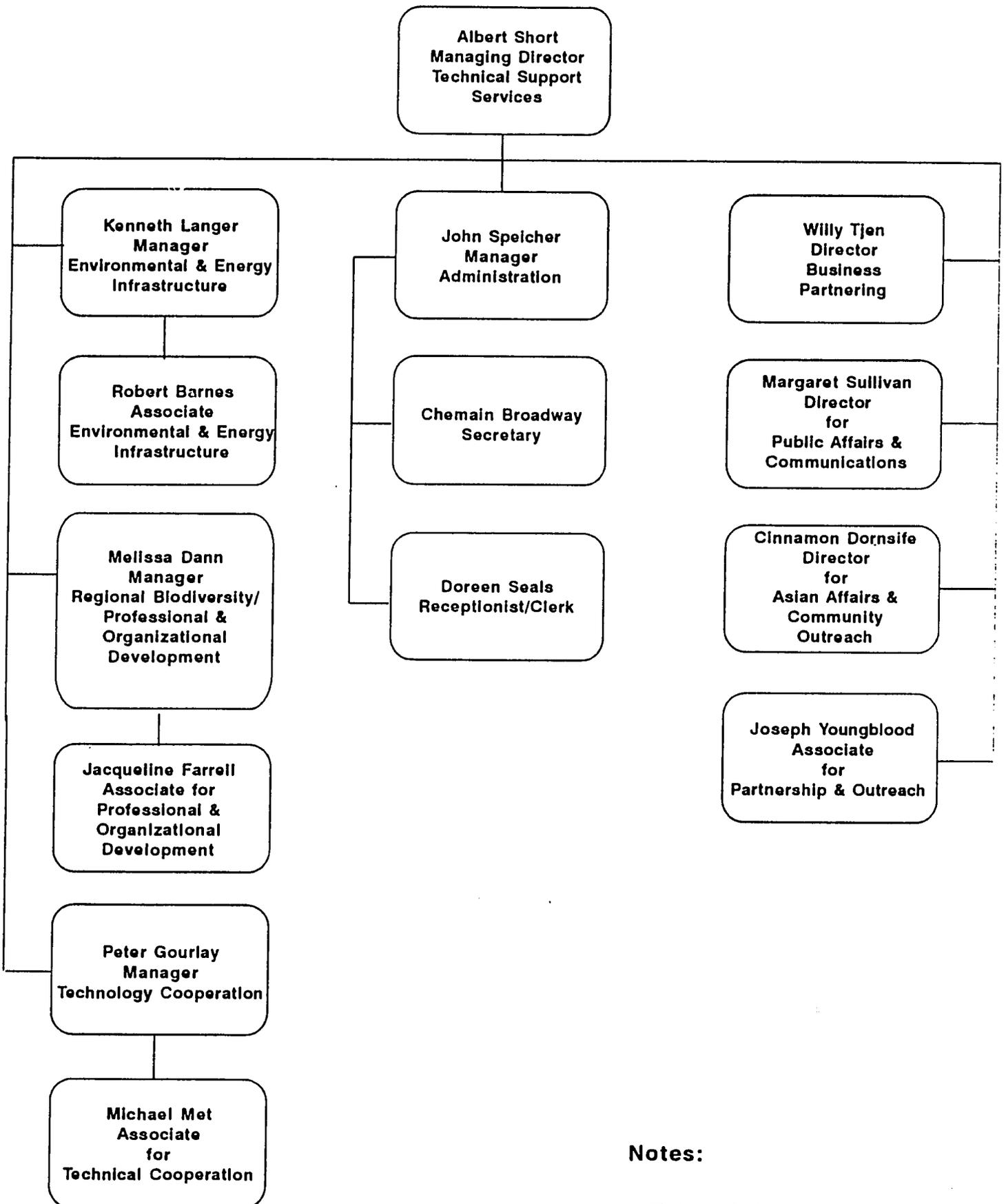
otes:  
Titles per Original Contract  
Total 11 personnel

# TR&D Personnel

246

4-8-93

## Present Organization



Notes:

- Total 14 Personnel

**Appendix Seven: US-AEP Promotional Materials**



# UNITED STATES-ASIA ENVIRONMENTAL PARTNERSHIP PROGRAM

Suite 300, 1133 20th Street N.W., Washington, DC 20036

TEL (202) 835-0333 • FAX (202) 835-0366

## ELIGIBLE PARTNERS\*

Bhutan	Nepal
Brunei	Niue
Cambodia	Papua New Guinea
Cook Islands	People's Republic of Bangladesh
Democratic Socialist Republic of Sri Lanka	Philippines
Federated States of Micronesia	Republic of Indonesia
Fiji	Republic of Korea
Independent State of Western Samoa	Republic of the Marshall Islands
Hong Kong	Republic of Singapore
India	Solomon Islands
Kiribati	Taiwan
Macao	Thailand
Malaysia	Tonga
Maldives	Tubalu
Mongolia	United States of America
	Vanuatu

\*Eligibility for U.S. Government Funding for some countries may be subject to certain limitations.

## PARTICIPATING U.S. GOVERNMENT AGENCIES

Office of Management and Budget (OMB) • National Security Council (NSC) • U.S. Trade Representative (USTR) • Council on Environmental Quality (CEQ) • Office of Science and Technology Policy (OSTP) • Department of Agriculture (USDA), U.S. Forest Service (FS), Office of International Cooperation and Development (OICD), Natural Resources and Environment (NRE) • Department of Commerce (DOC) • Department of Defense (DOD) • Department of Energy (DOE) • Department of the Interior (DOI) • Department of Labor (DOL) • Department of State (DOS), Bureau of Economic and Business Affairs (EB), Bureau for Oceans, International Environment and Scientific Affairs (OES) • Department of Transportation (DOT) • Department of the Treasury • NASA • U.S. Environmental Protection Agency (EPA) • Export-Import Bank (EXIM) • National Science Foundation (NSF) • Overseas Private Investment Corporation (OPIC) • Peace Corps • Small Business Administration (SBA) • U.S. Trade and Development Agency (TDA) • U.S. Information Agency (USIA) • U.S. Agency for International Development (USAID) • Smithsonian Institution

3/93

Tropical Research & Development, Inc.

is the technical support contractor to the U.S. Agency for International Development which co-sponsors the US-AEP Program



## UNITED STATES-ASIA ENVIRONMENTAL PARTNERSHIP PROGRAM

Suite 300, 1133 20th Street N.W., Washington, DC 20036

TEL (202) 835-0333 • FAX (202) 835-0366

*The United States-Asia Environmental Partnership (US-AEP) is a coalition of Asian and American businesses, community groups and governmental institutions working together to enhance environmental protection and promote sustainable development in Asia and the Pacific by mobilizing U.S. environmental technology, expertise and financial resources.*

The countries and territories of Asia and the Pacific face one of the world's highest rates of environmental degradation. At the same time, Asia is a region of enormous growth and potential. Reversing this environmental deterioration is inseparable from maintaining and expanding the region's economic prosperity.

Public sector resources and government-to-government programs can provide a framework for improved environmental management. However, active business and community group participation is essential to achieving practical action and lasting solutions. Therefore, partnerships among public and private organizations offer unparalleled opportunities to shape the future of the environment, development, and private enterprise in mutually beneficial ways.

US-AEP links the resources of American businesses, non-governmental organizations, including universities, think-tanks, and laboratories, and U.S. federal, state and local governments, in a flexible, comprehensive way through partnering arrangements among themselves and with businesses, community organizations and governments in 34 Asian and Pacific countries.

The Partnership provides the context in which all the participants on both sides of the Pacific contribute and leverage their capacities and financial resources efficiently and effectively and serves as the catalyst for this new way of doing business.

Started in 1992, US-AEP is a ten year program. Its four initial components are:

- Human and Organizational Resources Development
- Technology Cooperation
- Environmental and Energy Infrastructure
- Biodiversity Conservation

US-AEP is a U.S. Agency for International Development initiative. It is under the guidance of the US-AEP Working Group of the inter-agency Trade Promotion Coordinating Committee of the United States Government. Tropical Research and Development (TR&D) is the technical support contractor.

## HUMAN AND ORGANIZATIONAL RESOURCES DEVELOPMENT

*Expands and supports human resource and organizational development in Asia as well as professional and institutional networking among environmental institutions in Asia and the Pacific with U.S. businesses, organizations and government agencies by:*

- o strengthening professional and trade organizations;*
- o facilitating short-term training and exchanges of key personnel;*
- o supporting trade and transactionally related training activities.*

US-AEP partners with:

--The Asia Foundation to place Asian, Pacific Island and American professionals in government agencies, non-governmental organizations and businesses in the United States and in Asia and the Pacific. These exchanges enhance practical work experiences that build institutional capacity, increase understanding of environmental issues, and develop networks that strengthen markets for U.S. environmental technologies and services. Contact: Elizabeth White 415/982-4640

--U.S. Environmental Training Institute to provide short training programs for environmental officials from public and private sectors of developing countries. These programs, sponsored in part by the U.S. private sector, promote the transfer of environmentally sound technology and management principles and feature hands-on technical training. Training covers such topics as pollution prevention, demand-side management and solid-waste management. Contact: Edith Cecil 202/338-3400

--World Environment Center to implement short-term, individually-tailored audit and assessment missions to Asia and the Pacific by expert volunteers from U.S. industry, government and academia; and short-term, on-the-job internships, seminars, workshops and study tours for Asian and Pacific Island professionals in the United States. Contact: Will Knowland 703/524-2805

--United States Environmental Protection Agency to organize and lead action teams of U.S. environmental experts for short-term assignments to respond to priority environmental problems in Asia and the Pacific; and to place Asian environmental managers and scientists in fellowship slots in its regions and laboratories Contact: Pat Koshel 202/260-0797

--United States Trade and Development Agency to increase U.S. private sector participation in meeting environmental needs in Asia and the Pacific, encourage closer cooperation between the United States and the region, increase joint ventures and other environmentally beneficial transactions, and improve access to appropriate U.S. technologies by offering grants that support short-listed U.S. companies bidding on specific contracts. These grants will typically cover the costs of the successful U.S. company to train local personnel. Contact: Fred Eberhardt 703/875-4357

US-AEP contact:

Melissa Dann, Jacquie Farrell 202/835-0333

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## TECHNOLOGY COOPERATION

*Develops, expands and supports the transfer of U.S. environmental technology -- goods, services and management -- from U.S. businesses to Asian businesses through sales, licensing, joint ventures and other business relationships by:*

- o stimulating U.S. firms' interest in Asian markets;*
- o communicating specific market opportunities to U.S. businesses;*
- o conducting market/firm identification and liaison.*

Environmental Business Representatives in Asia identify trade opportunities and develop relationships that are important to doing business in Asia. Offices will open in India (Bombay); Indonesia (Jakarta); Korea (Seoul); Philippines (Manila); Thailand (Bangkok); Hong Kong; Malaysia (Kuala Lumpur); Singapore and Taiwan (Taipei) by June 1993.

An Asian Environmental Business Information Service (AEBIS), to be located in Washington, DC, will distribute trade leads from US-AEP's business representatives in Asia and provide relevant country information to interested U.S. businesses, starting in summer 1993.

An Environmental/Energy Technology Fund, established with the National Association of State Development Agencies (NASDA), provides incentives to companies to promote innovative business transactions which contribute to economic development and help meet the environmental challenges facing Asia. The objective is to generate business transactions and relationships which contribute to economic development and help meet the environmental challenges facing the nations of Asia.

For example, recent grants were awarded to:

--Montana's Department of Commerce in association with Georesearch to conduct workshops in Malaysia, Nepal and Thailand introducing integrated digital mapping equipment.

--Utah's Office of International Business in association with Terratek, Inc. for training sessions in the Philippines and Malaysia on "Target," a test for fungal mycotoxins.

--The Kenan Institute of Private Enterprise, University of North Carolina, for activities to showcase environmentally sound textile technologies in Hong Kong and Indonesia.

### **Main partners:**

Chamber of Commerce of the United States  
National Association of State Development Agencies  
U.S. Department of Commerce  
World Environment Center

### **Key contacts:**

NASDA grants Dan Waterman 202/898-1302  
US-AEP Peter Gourlay, Michael Met 202/835-0333

## BIODIVERSITY CONSERVATION

*Expands and supports the efforts of the people of Asia and the Pacific to preserve, analyze, and use their unique and valuable natural forest and marine resources by:*

- o undertaking site specific demonstration activities that link conservation and development in order to enhance economic benefits to local and indigenous cultural communities;*
- o communicating the results to interested parties and policy makers;*

The US-AEP Biodiversity Conservation Network (BCN) brings together organizations on both sides of the Pacific in order to combat the loss of valuable habitats and encourage sustainable use of natural resources in Asia and the Pacific. The Network supports activities that demonstrate improved conservation of natural areas of biodiversity and promote sound social, economic, scientific, business and tenurial principles which contribute to improved economic conditions and quality of life.

The Network presumes people will act to conserve their valuable biodiversity resources if communities and individuals have the necessary information and knowledge; believe that their social and economic well-being depends on sound, long-term resource management; are organized, and have a measure of control over access to the natural resource base.

The Network has two distinct functions:

--A competitive grants program supports site-specific applied research and development activities that demonstrate or test balanced participatory scientific, social and commercial approaches in their planning and implementation. Working partnerships between Asian and U.S. businesses, non-governmental organizations and universities will receive highest priority for funding. The first grants will be available by Summer 1993.

--A Network office will collect relevant information and data from the demonstration sites, projects in other countries and regions, and from other sources to develop information packages for policy makers, planners, and other practitioners.

US-AEP partners with the Biodiversity Support Program (BSP), a consortium of the World Wildlife Fund, The Nature Conservancy and World Resources Institute, to implement the Biodiversity Conservation Network.

### Key contacts:

USAID Molly Kux 202/736-7463  
BSP Kathy Saterson 202/861-8330  
US-AEP Melissa Dann 202/835-0333

February 3, 1993



# UNITED STATES-ASIA ENVIRONMENTAL PARTNERSHIP PROGRAM

## ENVIRONMENTAL FELLOWSHIP PROGRAM

The Environmental Fellowship Program provides competitively selected Asian, Pacific Island and American professionals with practical work experiences that expand their understanding of environmental problems and their solutions. The Program places these environmental professionals in businesses, non-governmental organizations, and government agencies in the United States and in countries in Asia and the Pacific for individually tailored affiliations lasting one to four months. By building human and institutional capacity, and developing trans-Pacific environmental networks, these fellowships help strengthen markets for U.S. environmental technologies and services.

Initially, the Program covers diverse specialties within four broad priorities:

- Urban and industrial environmental infrastructure
- Energy conservation and cleaner energy technology
- Environmental standards and compliance
- Monitoring systems and analysis of environmental information

However, the Program will match Fellows with host institutions that reflect their countries' priorities. For 1993, 55 fellowships are being awarded to Asian and Pacific Island Fellows and 25 to American Fellows. Asian/Pacific Island Fellows can be placed with US-AEP partners such as the United States Environmental Protection Agency's (EPA) regional offices and labs.

### About the sponsoring and implementing institutions:

The Environmental Fellowship Program of the United States-Asia Environmental Partnership is managed by The Asia Foundation (TAF). The Foundation is a private American grantmaking organization that promotes U.S.-Asian understanding and cooperation. Founded in 1954, TAF has thirteen offices in the Asia-Pacific region and makes over 1,500 grants a year to government agencies and non-governmental organizations in 30 Asian and Pacific Island nations.

The United States-Asia Environmental Partnership (US-AEP) is a coalition of Asian/Pacific and American businesses, community groups and governmental institutions. The coalition enhances environmental protection and promotes sustainable development in Asia and the Pacific by mobilizing U.S. environmental technology, expertise and financial resources.

US-AEP is supported by a U.S. Agency for International Development program under the guidance of the US-AEP Working Group of the inter-agency Trade Promotion Coordinating Committee. Tropical Research & Development, Inc. (TR&D) is the technical support contractor to A.I.D.

**US-Asia Environmental Partnership Program, Suite 300, 1133 20th Street, NW, Washington, D.C. 20036. Telephone: (202) 835-0333 Fax: (202) 835-0366**

## **HOW TO APPLY FOR FELLOWSHIPS THROUGH THE ASIA FOUNDATION**

All potential applicants should contact the nearest Asia Foundation office for fellowship application, work plan and reference forms.

**Application deadlines for 1993: March 30 and June 30.**

Submit completed forms to the nearest TAF office which will select final candidates in consultation with country-based committees.

As part of the fellowship, Fellows will complete a project that demonstrates how their affiliate experience will be utilized in their home country or region. This project could be in the form of a written report, paper, or even new legislation. It will not be limited to written activities or a conventional evaluation report.

To be selected, participants:

- Must have their institution's formal written endorsement
- Should demonstrate a significant level of responsibility in the environmental field
- Must be employed by an institution that has the capacity to effect change in the environmental arena
- Should possess personal leadership potential for effecting change
- Must have an undergraduate university degree in an appropriate field
- Must speak and read English well enough to succeed in a professional environment
- Must continue to receive salary and benefits from their employers during the fellowship

Those selected will receive:

Roundtrip international travel costs, related domestic travel costs, and a living allowance in most cases. TAF will arrange all logistics, including a briefing and debriefing in their San Francisco offices.

To host a fellow:

Interested businesses, non-governmental organizations, and government agencies should contact The Asia Foundation to discuss the program and obtain a Host Profile Form.

Completed form, contact name and number, and additional information about institution should be sent to the nearest Foundation office.

TAF regional offices are located in: Bangladesh, Fiji, Indonesia, Malaysia, Nepal, Pakistan, Philippines, South Korea, Sri Lanka, Taiwan and Thailand.

**TAF headquarters: Environmental Fellows Program, The Asia Foundation, P.O. Box 193223, San Francisco, CA 94119-3223, Telephone: (415) 982-4640 Fax: (415) 392-8863  
Cable: ASIAF SAN FRANCISCO Telex: 278726 (ASIA UR)**

## **SAMPLE FELLOWSHIP OPPORTUNITIES**

Asian, Pacific Island and U.S. national, state or local government agencies, non-governmental, and private sector organizations including universities and think tanks, may nominate or host fellows. To assist in establishing placements, The Asia Foundation communicates actively with countries and territories in which the US-AEP works to find organizations interested in hosting fellows. Fellowship opportunities can be across sectors. Exchanges are encouraged between U.S. and Asia/Pacific counterparts.

### **Private Sector:**

Fellowships between U.S. environmental businesses and Asian/Pacific businesses can contribute to the establishment of mutually beneficial exchanges of expertise and technology. Fellowship opportunities are being identified in U.S. and Asian/Pacific environmental consulting firms, law offices, and technology firms. Opportunities may include, but are not limited to, the following sectors:

- Manufacturing/industrial
- Consulting services
- Transportation
- Water supply
- Private power
- Agriculture
- Waste management/resource recovery

### **Non-governmental Organizations (NGOs):**

The U.S. NGO community includes hundreds of national, state, and local organizations which have a great deal of experience with a wide range of environmental issues. Likewise, many Asian/Pacific countries have burgeoning environmental NGO communities. Participation as fellows and sponsors come from NGOs whose mandates include, but are not limited to, the following issues:

- Community action
- Environmental planning
- Biodiversity
- Wetlands
- Policy
- Recycling/waste management policy
- Environmental education
- Energy efficiency
- Equitable access to resources
- Forestry

### **Government:**

The United States-Asia Environmental Partnership works with 28 partner U.S. government agencies. Opportunities are available at federal, state, and local government levels. Fellow and sponsor participation in Asia and the Pacific could include such institutions as:

- Environmental, energy, natural resource and planning ministries
- Parliamentary committees
- Legal institutions
- Regulatory agencies

## **SAMPLE FELLOWSHIP OPPORTUNITIES IN THE U.S. ENVIRONMENTAL PROTECTION AGENCY**

Fellows spend between one to four months at EPA regional offices and laboratories learning about U.S. approaches to managing environmental problems or conducting joint research with EPA scientists. A fellow can expect to work with officials in various settings, including federal, state, and local governments, as well as business, non-profit organizations, and academia, and are encouraged to take part in relevant roundtables, conferences and meetings.

### **Regional Offices:**

EPA offers fellowships which focus on specific U.S. environmental management programs. Fellows will explore the relationship between federal, state, and local government through assignments with EPA, state, and various local government organizations. Examples of professional affiliations include, but are not limited to:

- Agriculture and the Environment: policy, planning, outreach, pesticides issues including integrated pest management
- Environmental Education: community outreach, public meetings, school curricula
- Estuaries: sampling, aerial surveillance, relevant GIS mapping techniques
- Hazardous Waste: alternatives to legislation, storage, treatment, and disposal
- Municipal Solid Waste: disposal facilities, recycling programs, privatization
- National Pollutant Discharge Elimination System: setting discharge limits, constructing permits
- Pollution Prevention: voluntary reduction, EPA's green lights and state programs, enforcement

### **Laboratories:**

EPA's twelve environmental research laboratories focus on the connection between science and policy, applying research and development and new technologies to policy mandates. Examples of laboratory research topics include, but are not limited to:

- Risk Assessment/Drinking Water: health risk assessment methods, comparative and relative risk analysis
- Risk Assessment/Environmental Policy
- Pollution Prevention: product life cycle analysis, process engineering, clean products
- Pollution Control: power plant pollution control, low cost pollution control technologies
- Atmospheric Ozone Depletion
- Air and Water Monitoring

Up to 35 EPA fellowship opportunities can be accessed through The Asia Foundation. Additional fellowships are available through EPA. Applicants with or seeking independent business, NGO, government or donor organization sponsorship can contact EPA directly:

**U.S. Environmental Protection Agency, Attn: Martin Dieu (A-106),  
Office of International Activities, 401 M Street, SW, Washington, D.C. 20460  
Telephone: (202) 260-4174 Fax: (202) 260-4470**



# UNITED STATES-ASIA ENVIRONMENTAL PARTNERSHIP PROGRAM

## ENVIRONMENTAL ACTION TEAMS

### What is an Environmental Action Team?

The United States-Asia Environmental Partnership (US-AEP) sponsors Environmental Action Teams which respond to specific environmental problems in Asia. The Teams bring together U.S. environmental experts to undertake short-term assignments. They are led by experts from the United States Environmental Protection Agency (EPA), and may include members from other Federal or local government agencies, international organizations, businesses, and non-governmental organizations. Action Team findings are shared with US-AEP partners to coordinate appropriate follow-up activities.

**Requests for Environmental Action Teams are welcome. To be considered, Action Team project proposals must:**

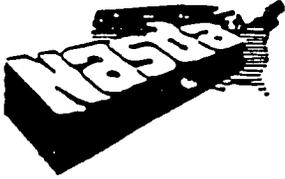
- Address important and widespread environmental problems consistent with EPA expertise and U.S. technological capabilities;
- Have high level host government support, including interministerial and local government concurrence when relevant, and a demonstrated commitment to follow-up in order to ensure the long-term implementation of solutions; and
- Have the potential for replication or adaption in other areas and countries.

### An Environmental Action Team at work:

In January 1993, EPA dispatched the first Environmental Action Team at the request of the Royal Thai Government. Severe health effects had been reported near a power plant in northern Thailand which produces 27% of the country's electrical power. The Action Team worked with experts from the Thai Ministry of Health, Ministry of Science Technology and Environment, and the Electrical Generation Authority of Thailand, to isolate the causes of the health problems and recommend appropriate control and prevention strategies. US-AEP partner organizations are developing training, technical, and commercial follow-up activities.

**Contact: U.S. Environmental Protection Agency, Attn: Mark Kasman,  
401 M Street, S.W. (A-106), Washington, DC 20460  
Telephone: (202) 260-0424 Fax: (202) 260-4470**

The US-AEP is a coalition of Asian/Pacific and American businesses, community groups and governmental institutions. The coalition enhances environmental protection and promotes sustainable development in Asia and the Pacific by mobilizing U.S. environmental technology, expertise and financial resources. US-AEP is supported by a U.S. Agency for International Development program under the guidance of the US-AEP Working Group of the inter-agency Trade Promotion Coordinating Committee. Tropical Research & Development, Inc. (TR&D) is the technical support contractor to A.I.D. US-AEP, 1133 20th Street, NW, Washington D.C. 20036.  
Telephone: (202) 835-0333 Fax: (202) 835-0366



## National Association of State Development Agencies

750 First Street, N.E., Suite 710  
Washington, D.C. 20002

MILES FRIEDMAN  
Executive Director

(202) 898-1302  
FAX: (202) 898-1312

### US-AEP/NASDA ENVIRONMENTAL/ENERGY TECHNOLOGY FUND

The US-Asia Environmental Partnership (US-AEP) launched the Environmental/Energy Technology Fund (the Fund) with funding from the US Agency for International Development (AID) provided to the National Association of State Development Agencies (NASDA) under an existing Cooperative Agreement. NASDA is a private, nonprofit trade association whose members include the cabinet-level economic development officials from state governments across the United States.

#### Purpose:

*The Environmental/Energy Technology Fund was established in September 1992 to draw US business in environmental and energy efficiency sectors to the markets of Asia, especially to the developing countries of the region. The objective is to generate business transactions and relationships, which contribute to economic development and help meet the environmental challenges facing the nations of Asia. The Fund can provide matching grants to US businesses through state development agencies, trade associations, chambers of commerce (including American Chambers in Asia) and other intermediary organizations to undertake innovative projects aimed directly at stimulating business activity in Asia in the environment and energy efficiency fields. In addition to the mutual commercial benefits, the technology transferred will have a positive impact on environmental conditions in Asia.*

#### The Program Offers:

**Financial Support** - The Fund can provide grants of \$10,000 to \$20,000 on a matching basis for qualified projects.

**Technical Assistance** - NASDA can provide advice and serve as liaison with the US-AEP network during the design and implementation of project proposals.

#### Eligibility:

The US-AEP/NASDA Environmental/Energy Technology Fund is available to US companies through business development organizations that, in general, are not-for-profit and have a demonstrated track record in international trade and investment activity. Examples include state and local economic development agencies, cities, trade associations, industry groups, chambers of commerce, universities and economic development corporations. Companies should work with such groups to obtain grants from the Fund.

## **To Qualify for Grant Awards, Project Proposals Must Provide Evidence That:**

- Specific business transactions or significant market breakthroughs are likely to result directly from the activities of the project. In addition to producing near-term commercial results, the project should help develop long-term business relationships.
- The environmental and energy efficient technologies involved are sound.
- The applicant and participating US firms are convinced of the business potential of the project and are committed to it. They must be willing, for example, to invest at least as much as they request from the Fund. (The grant awards will mainly be in the range of \$10,000 to \$20,000, but can be as much as \$30,000.)

The cost sharing, or matching ratio, requirements will vary according to the development status of the country in which the activity will be undertaken. Thus, while an equal match of resources will meet the minimum target for a grant involving a less developed Asian country, applicants with projects aimed at the advanced markets will be expected to contribute a much higher share of the total cost. The list of countries on the next page includes the ratio of resources required to match each grant dollar from the Fund.

In addition to their own resources, proposers are encouraged to seek funding from other private and public sources, including federal agencies such as the Small Business Administration.

## **Additional Weight Will Be Accorded Proposals That:**

- Tackle problems and target specific commercial opportunities, not merely explore the market.
- Involve primarily small and mid-sized firms.
- Have a high probability of producing significant commercial results within six months.
- Originate from first-time applicants.
- Focus on the less developed nations of Asia.
- Incorporate an integrated team of companies and plans for sustained follow-up.
- Demonstrate a high matching ratio and a large percentage of cash versus in-kind share of costs.

The Fund is a flexible instrument intended for new and innovative activities that meet the above criteria and that promise to contribute to the expansion of US-Asian business in the environmental and energy efficiency sectors. Grants from the Fund can be used to finance such expenses as: shipment of equipment for pilot demonstrations; per diem; airfare (for the project organizer); the costs of conducting technical and training workshops; translators; adaptation of technology at the Asian site.

## Grant Award Process:

NASDA and US-AEP want to make the application process as easy as possible. Once you have identified a market opportunity that seems to meet the objectives and criteria of the Fund, discuss it with NASDA. You may be asked to submit a one-page outline. NASDA is prepared to assist you in designing a focussed project proposal.

Formal proposals should be submitted by a recognized trade development multiplier organization, either as the direct organizer or on behalf of constituent companies. Proposal submissions should cover the points in the suggested format on the next page, but should not be lengthy nor elaborate. In most cases a total of five pages will be sufficient.

NASDA will screen and present the grant requests to a project review panel, which may be composed of representatives of such organizations as AID, the US Chamber of Commerce, the Environmental Protection Agency, trade associations, state trade agencies and the US Department of Commerce.

The panel will plan to meet the first week of every month. Written proposals should reach NASDA by mid-month in order to be considered at the next panel session.

Once the panel approves a grant, NASDA will send a letter of commitment and an agreement to the sponsoring organization. NASDA will provide reimbursement for the approved expenditures as soon as the vouchers and a brief final report are submitted.

## Asian Countries Presently in the US-AEP:

Bangladesh * (1:1)	Korea, Rep. of (3:1)	Papua New Guinea * (1:1)
Brunei (3:1)	Laos, PDR (1:1)	Philippines * (1:1)
Cambodia (1:1)	Malaysia * (2:1)	Singapore, Rep. of (3:1)
China, PR of (1:1)	Maldives (1:1)	Solomon Islands * (1:1)
Cook Islands (1:1)	Marshalls * (1:1)	Sri Lanka * (1:1)
Fiji * (1:1)	Mongolia * (1:1)	Taiwan (3:1)
Hong Kong (3:1)	Nepal * (1:1)	Tonga * (1:1)
India * (1:1)	Niue (1:1)	Vanuatu (1:1)
Indonesia * (2:1)	Pakistan * (1:1)	
Kiribati (1:1)		

\* Countries in which AID is active ( : ) ratio of applicant resources required for each grant dollar

## For Further Information:

Please address any questions concerning the Fund and submit proposals to:

Dan Waterman  
NASDA  
750 First St., N.E., Suite 710  
Washington, D.C. 20002  
TEL: 202/898-1302  
FAX: 202/898-1312

# **US-AEP/NASDA ENVIRONMENTAL/ENERGY TECHNOLOGY FUND**

## **Suggested Format for Proposals**

- 1. CONTEXT/INTRODUCTION**
  - a. Business opportunity and environmental/energy problem addressed by the proposed project
  - b. Is the project part of a larger overall strategy? If so, describe.
  
- 2. PROJECT DESCRIPTION:**
  - a. Objectives, strategy and key activities
  - b. Specific business results expected from the activities
  - c. Project start and completion dates
  
- 3. PARTICIPATING ORGANIZATIONS**
  - a. Brief description of the non profit intermediary and of each participating company
  - b. Brief description of the environmental/energy technologies involved in the project
  
- 4. EXPECTED OUTPUTS**
  - a. Specific accomplishments, including the dollar value of business transactions expected within six months
  - b. Longer-term benefits, including licensing and distribution arrangements, impact of transferred technology on the environmental situation
  
- 5. FOLLOW-UP ACTIVITIES**
  - a. Description of how the project will be sustained
  - b. Steps to ensure results are supported and measured
  
- 6. BUDGET**
  - a. Budget by major line item (i.e. salaries, overhead, travel, etc.)
  - b. Justification of funded activities (i.e. daily rates, per diem, length of trips, etc.)
  - c. Sources of funding - include dollar value contributed by others
  - d. Specific activities for which the money requested from the Fund will be used



A U.S.A.I.D.-funded consortium of World Wildlife Fund, The Nature Conservancy, and World Resources Institute

**BIODIVERSITY CONSERVATION NETWORK (BCN)  
OF THE  
UNITED STATES-ASIA ENVIRONMENTAL PARTNERSHIP (US-AEP)  
THE BIODIVERSITY CONSERVATION NETWORK GRANTS PROGRAM  
ANNOUNCEMENT**

The Biodiversity Support Program (BSP) announces the Biodiversity Conservation Network competitive grants program for Asia and the Pacific. The Biodiversity Conservation Network (BCN) is a new five-year program of the United States-Asia Environmental Partnership. The BCN is implemented by the BSP and funded by the Asia Bureau of the U.S. Agency for International Development (USAID). The primary goal of the BCN grants program is to support initiatives that enable people to conserve biodiversity while meeting their economic and social needs.

Organizations eligible to apply for BCN grants include Asian, Pacific, U.S., or international non-governmental organizations (NGOs), communities, businesses, universities, government agencies, botanical gardens, zoos, museums, and similar organizations. BCN grants will be designed to improve the capacity of those organizations to support enterprise-based strategies that conserve biodiversity at specific sites in Asia and the Pacific. Collaborative projects between Asia/Pacific and U.S.-based entities are preferred.

Projects proposed for one or more of the following countries are eligible for grants:

Bangladesh	Kiribati	Papua New Guinea	Thailand
Brunei	Malaysia	The Philippines	Tonga
Cook Islands	Maldives	Singapore	Tuvalu
Fiji	Mongolia	The Solomon	Vanuatu
India	Nepal	Islands	Western Samoa
Indonesia	Niue	Sri Lanka	

To receive a copy of the Request for Proposals and Application Guidelines, please send your name, address, fax, and telephone numbers to:

Biodiversity Conservation Network  
Biodiversity Support Program  
c/o World Wildlife Fund  
1250 24th Street, N.W.  
Washington, D.C. 20037 U.S.A Fax: (202) 861-8324

(over)

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The BCN is based on the premise that people will act to conserve valuable biological resources in situations where communities and individuals are organized to take action, have a measure of control over the natural resource base, have sufficient information and knowledge, and believe that their social and economic well-being is dependent on sound, long-term resource management.

Proposals eligible for BCN grants must: describe plans for sound biological, socio-economic, and enterprise project components; link conservation of biodiversity and local economic development; address applied research needs for the conservation of biodiversity linked with economic and social development; embody the collaborative approach encouraged by the BCN program, including participatory design and implementation with intended beneficiaries; and address issues related to protection of intellectual property rights, as described in the BCN Ethical Guidelines, as appropriate.

Two types of BCN grants are offered: planning grants and implementation grants. Prospective applicants are encouraged to apply for planning grants, to provide sufficient opportunity for consultation among collaborating communities, governmental and non-governmental organizations, scientists, and enterprises as they develop a project proposal for an implementation grant. Implementation grants will be made for site-specific conservation and development activities in the Asia-Pacific region that integrate biological, socio-economic, and enterprise-oriented applied research and implementation. Projects supported by BCN grants must contain all three components.

Planning Grants: Amount: Up to \$50,000 for up to one year.  
Preproposal (optional): Accepted any time.  
Proposal due: Any time.  
Notification: Within 2-4 months of receipt of proposal.

Implementation Grants: Amount: \$25,000 to \$300,000 per year for up to 3 years.  
First Round<sup>1</sup>: Preproposal due (required): May 1, 1993  
Proposal due: July 1, 1993  
Awards announced: September 1, 1993  
Second Round: Preproposal due (required): June 1, 1993  
Proposal due: September 1, 1993  
Awards announced: December 1, 1993  
Third Round: Preproposal due (required): October 1, 1993  
Proposal due: February 1, 1994  
Awards announced: May 1, 1994

A preproposal is a preliminary grant application submitted for comment prior to the preparation of a proposal. Proposals for implementation grants will be invited based on preproposal review. It is expected that more planning grants than implementation grants will be awarded in the early stages of the grants program.

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<sup>1</sup> The BCN acknowledges that the first round deadlines may be unrealistic for applicants developing new proposals in response to this RFP. However, an early round is provided for those organizations that may have already developed proposals for other purposes, or for existing projects that may wish to add only one component. Approximately equal amounts of grant funds have been allocated to each round, and funds not awarded during earlier rounds will be carried over and added to allocations for subsequent rounds.

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