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FINAL REPORT

USAID PROJECT: 519-0307
TECHNICAL ASSISTANCE TO THE AGRARIAN REFORM
COOPERATIVES AND DECREE 207 BENEFICIARIES

Presented to:

UNITED STATES AGENCY FOR INTERNATIONAL
DEVELOPMENT/EL SALVADOR

and

CENTRAL RESERVE BANK OF EL SALVADOR

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EXECUTIVE SUMMARY

The technical assistance provided by Arizona State University to the Agrarian Reform Sector Financing Project (AID Project 519-0307) ends December 31, 1992. This final report summarizes the activities under the project, which itself is scheduled to end July 31, 1992. Included is a description of the activity under the project's main components, the obstacles encountered and steps taken to address these obstacles, and a detailed set of recommendations for the administration of the project after 1992.

SUMMARY OF ACTIVITY IN PROJECT'S MAIN COMPONENTS

The project had three main components: (a) a rediscount line domiciled in the Central Bank for ₡300 million (₡230 million or US\$46 million provided by AID and ₡70 million provided by GOES), (b) a training program for bank employees, and (c) policy studies and seminars on credit.

Rediscount line The principal objective of the rediscount line is to cover the short, medium, and long-term credit needs of agrarian reform beneficiaries, giving special attention to financing investment projects (medium and long-term), and nontraditional export crops.

At the end of October 1992, the project had granted a cumulative total of ₡663.1 million, of which ₡492.4 million had been disbursed, ₡375.9 million had been repaid leaving an outstanding balance of ₡116.5 million.

Of the total amount granted, ₡618.0 million went to 244 different Phase I cooperatives. The difference of ₡45.0 million was granted to Phase III beneficiaries.

At the end of October 1992 only nine of the 4,915 loans to Decree 207 beneficiaries were for investment. Among the Phase I cooperatives, 28.78% of the 1,428 loans granted and 21% of the amount were for investment.

Investment lending by purpose for Phase I cooperatives has the following distribution. Crop plantations have received nearly one-half (46.4%) of the amount granted, mainly for establishing new or renovating old coffee plantations; more than one-fourth (28.6%) of was to finance machinery and equipment; 12.9% to livestock activities, mostly dual-purpose cattle; some 9.3% to finance agroindustry coffee processing mills, and another 2.8% was directed to infrastructure. With regards to the annual production loans made to Phase I cooperatives, shows that 31.4% of their number and 64.6% of their volume were for coffee.

Among loans made to 207 beneficiaries, 64.1% of number of loans and 52.1% of volume of annual production loans were for corn.

Two banks, the BFA with ¢193.7 million and Banco Salvadoreño with ¢100.3 million, dominate lending, together accounting for about 44.3% of the total cumulative amount lent.

Among cooperatives, the Banco de Fomento Agropecuario dominated lending with 25.2% of the loan volume and 44.8% of the total number of loans contracted. The next most active banks are the Banco Salvadoreño, Banco Hipotecario, and Agrícola Comercial which accounted for 15.5%, 15.2%, and 13.0%, respectively, of the total cooperative portfolio. Five banks had very low levels of participation.

Lending to Decree 207 beneficiaries is dominated by the BFA, accounting for 84.8% of the loan volume and, 99.6% of the total number of loans.

The amount of loans granted, although significant, has not reached a volume sufficient to utilize all the assigned resources, if one takes into account the unsatisfied "demand" for loans foreseen in 1991. The amount of credit contracted by the banks at the BCR using the Project's resources rose from ¢54.8 million in 1987, the first year of the program, to ¢166.0 million in 1991, and ¢156.9 million through October 1992. However, contracted credits were not totally disbursed. For instance, of the ¢166.0 million contracted by the banks with the BCR in 1991, only ¢118.3 million was used.

The delinquency rate is good. Of the total outstanding portfolio between banks and reform sector users, 13.1% was delinquent as of June 30, 1992, 20.5% production loans and 2.90% investment loans. Delinquency is concentrated in three banks: Banco de Fomento Agropecuario, Banco Hipotecario and Capitalizador. The percent recovered of the cumulative amount due is a preferred measure of performance. Of the total amount of ¢428.3 million disbursed by banks, ¢343.9 million came due as of June 30, 1992, of which ¢331.1 was recovered, equivalent to a recuperation rate of 96.28%. The percent of recuperation is 96.12% for production loans and 97.34% for investment loans.

The total accumulated value of production generated over the previous five agricultural cycles -- that is, the impact on production of credit granted using project resources -- is \$90.3 million dollars. This production increase is due largely to credits provided for traditional export crops (\$50.3 million) and crops for domestic consumption (\$27.3 million). Credits for production, as opposed to investment credits, accounted for over 86% of the total accumulated impact on production over the life of the project.

The credit granted by the project generated 16,6 million man-days of employment over its life. The bulk of this employment increase was generated by credits to traditional export crops. Credits to these crops accounted for over 53% of the accumulated man-days. Production credits were responsible for over 78% of the total increase in man-days.

Training

For each of the six years of the project 177 events were held with 7,578 participants.

Eleven students received Master's Degree abroad.

The University also purchased approximately \$120,000 in computer and related equipment for the El Salvadoran Banker's Association (ABANSA) training facilities.

Policy Studies and Seminars

Seven studies and twelve working papers were completed related to: productive projects, areas of credit, and computer systems. All were used to make important decisions.

REVIEW OF THE MAJOR OBSTACLES CONFRONTED BY THE PROJECT AND EFFORTS TO OVERCOME THEM

A major conclusion that follows from a review of the data on the use of the rediscount line presented in section II.A (and contained in numerous prior quarterly reports) is that the amount of loans granted, although significant, has not reached a volume sufficient to utilize all the assigned resources. This inability to use fully the project resources is due to a number of obstacles confronted by the project.

Obstacles Confronted by the Project

The most important obstacle was a flaw in the project's design. The project did not provide the means to address the lack of credit worthiness of the reform sector clientele. This discouraged the private bank's from lending to the reform sector, except short term loans for well established traditional crops like coffee, since they remained liable for paying back the rediscounted credit to the BCR. Without question, this has been the most important obstacle confronting the project.

During the first three and a half years of the Project, the BFA was excluded, due to the failure to meet obligations under other AID projects. However, the BFA is the reform sector's major lender.

It was established that loans granted from project funds could not substitute for resources the BCR was already making available to the reform sector. Reform sector credit use in 1985 was established as the base amount.

The absence of real guaranties acceptable to the commercial banks serves to increase bank's risk and affects the availability of new high-risk loans.

The privatization of the banks, particularly during the transition period, created greater caution in the granting of loans to the reform sector.

Steps Taken to Overcome the Obstacles

The BCR and AID worked in close coordination and collaboration in taking steps to overcome the aforementioned obstacles. The principal steps taken include:

AID authorized the incorporation of the BFA into the project.

At the request of the BCR and on the basis of BCR analysis done in consultation with ASU, AID eliminated the "additionality" requirement.

An Agricultural Loan Guarantee Fund designed by ASU consultants, was created at the end of 1990.

THE FUTURE OF THE PROJECT

A document recently developed by Pedro Negrón and Alfonso Zuniga ("Current State of the Agrarian Reform Sector Financing Project") develops a projection of the future use of project resources through 1997. This projection reveals that it is possible to obtain a full utilization of the AID Project 519-0307 resources during the next three years. But, in order to achieve this increase it is necessary to strengthen the creditworthiness condition of the cooperatives and the small, individual farmers.

The document draws the following conclusions:

- o The rediscount line for the reform sector within the BCR ensures the availability of more than ₡400.0 million which is more than sufficient to meet the credit needs of a weak sector which normally would not be attended to by private commercial banks.

- o Nevertheless, the credit resources with the BCR have a high underutilization rate and it is not anticipated that this situation will improve in the short-run for two reasons: (a) the continued weak financial and administrative capacity of a high number of

reform sector cooperatives, (b) the banks must assume the total risk with the BCR of contracted credits. The Guarantee Fund is a useful instrument, but it only covers 70% of the loan amount and does not cover interest, which leaves the banks with a high exposure.

o The current policy of parcelizing those cooperatives that desire to do so does not contribute to an increase in the use of formal credit due to the fact that the new, small producers are not creditworthy in the eyes of the private banks and many of them have a history of defaulting with the BFA which limits their access to new credits. A similar situation exists with the beneficiaries of the Land Bank.

o The BCR has demonstrated an interest in seeing that these small producers are attended to in an integrated fashion with credits and training designed to convert them into small rural entrepreneurs. This should receive attention particularly in 1993 and in subsequent years.

o The BFA will be under tremendous pressure to provide credit to the thousands of small farmers who are in reality not creditworthy, at least initially. A more integrated focus is necessary. The concept and methodology of administered credit is an adequate alternative that has been applied successfully in the region. It consists of a package of credit and necessary technical assistance which is applied in a coordinated fashion at the farmer's level, even though each service is provided by a separate institution. With some modifications, it could be applied to the new clientele of the reform sector and beneficiaries of the Peace Accords. The methodology is also applicable to the rising numbers of cooperatives with limited financial and administrative capacity that are assigned to the BFA.

In summary, it's possible to state that two large subsectors have emerged: one formed by the cooperatives that are creditworthy in the eyes of the commercial banks and the other comprised of a large number of cooperatives with great limitations and the vast bulk of small farmers beneficiaries of the Peace Accords and New Options Program for whom the primary formal credit source is the BFA.

RECOMMENDATIONS

Specific recommendations for the future administration of the project are listed below, followed by those for the computer information systems developed by ASU for the project.

Future Administration of the Project

1. Maintain the rediscount line in the BCR for a period of seven years beginning January 1, 1993. This will guarantee that sufficient credit resources are available to meet the credit needs of the reform sector, especially as that demand rises with an increase in the creditworthiness condition of the reform sector.
2. Use the financial intermediation rate (BCR-private banks) with major flexibility to offer banks a spread adequate to cover the risks in lending to the reform sector and sufficiently attractive for this lending to be profitable for private banks.
3. Convert the Guarantee Fund, created principally to support the use of credit resources of the 0307 Project, into a more effective and attractive instrument so that banks are more willing to finance (i) projects that require medium and long-term credit and (ii) nontraditional export crops which have a higher level of risk. For these cases, it is recommended that the maximum guarantee be raised from 70% to 90% of the loan amount.
4. Make all productive credits eligible for rediscounting under the line, including those for sugar cane, citrus and others.
5. Use part of the interest generated under the rediscount line to finance the following measures which are necessary to attain the projected increase in the demand for credit:
 - (1) Create a Creditworthiness Strengthening Program directed at increasing the capacity of the new beneficiaries to use credit effectively and to correct identified deficiencies in the cooperatives and to make them able to receive new production credits. It is recommended that \$10 million be set aside annually for this program over the next five years starting in 1993.
 - (2) Offer support to the BFA in order to put it in a position to attend to the credit needs of the new beneficiaries of the Land Bank and the New Options Program, while at the same time protecting the financial integrity of the institution. The support should consist of the following:
 - (a) Recognizing an intermediation rate no less than 8% for the use of AID 519-0307 Project resources, which would permit the bank to cover its administrative costs and to pay the 2% commission to guarantee the credit with the Guarantee Fund.

- (b) Permit the BFA to rediscount credits using AID 519-0307 Project resources without any limitations on the total amount.
 - (c) Give priority to the BFA's use of the proposed \$10 million annually to strengthen the creditworthiness condition through a broad program for the cooperatives and the small farmers assigned to the bank.
- (3) Maintain a small unit in the BCR, USCRA (Unidad de Seguimiento al Credito para la Reforma Agraria) with the following functions:
- (a) Monitoring the use of AID Project 519-0307 credit resources, with the charge of attaining their full utilization by applying the recommendations presented in this report.
 - (b) Determining the impact of credit on the reform sector using UTFRA's methodology with any necessary modifications.
 - (c) Participating in the annual formulation and evaluation of the Action Plan for the Creditworthiness Strengthening Program.
 - (d) Representing the BCR in SETEFE's Consultation Committee proposed below.

These measures will be financed with a portion of the income generated by interest payments during the period, which will still leave \$68.7 million in interest payments to be capitalized, with the effect of increasing project resources to \$443.7 million by 1997. The BFA's use of project resources will rise significantly: rediscounts with the BCR will rise from \$49.1 million in 1992 to \$239.0 million in 1997 and the portfolio rises from \$49.8 million to \$267.6 million. The total portfolio in the BCR rises from \$98.5 million to \$422.2 million.

6. Establish an operating mechanism to administer the Creditworthiness Strengthening Program.

The mechanism should consist of the following:

- (1) Designate SETEFE so that it may receive and administer the funds for the Creditworthiness Strengthening Program applying its norms and procedures, and supported by a

Consultation Committee with representation from the BCR, AID, Agricultural Committee of ABANSA, BFA, ISTA and MAG/CENTA.

The Committee's principal functions will be:

- (a) Participate in the formulation and evaluation of the Action Plan for the Creditworthiness Strengthening Program.
 - (b) Serving as the interinstitutional coordination vehicle for those actions necessary to implement the program effectively.
- (2) Designate the BFA and ABANSA as the two executing entities for the Creditworthiness Strengthening Program: ABANSA (through the Agricultural Committee comprised of the Chiefs of the Agricultural Departments within the banks) to cover the cooperatives assigned to the commercial banks and the BFA to attend to the cooperatives assigned to it as well as the beneficiaries of the Land Bank and ISTA's New Options program. The BFA will need to restructure the existing unit for cooperatives and ABANSA should contract with one or two persons to formulate and administer the action plan within the Program. The costs will be included in the action plan financed by SETEFE.
- (3) The BFA and ABANSA will develop and submit annual action plans to SETEFE for review, approval and assignment of funds which altogether will comprise the Strengthening Program. SETEFE will submit both action plans to the Consultation Committee for observations and recommendations.

Production cooperatives and small, individual farmers will be treated separately under the Creditworthiness Strengthening Program. For the production cooperatives, the program will give special attention to correcting identified deficiencies in their administration through training and short-term technical assistance, and to the promotion, identification, formulation and implementation of investment projects so as to permit them to attain their productive potential. For the small individual farmers, special attention will be given to ensure their access to credit, technical assistance for production and training in the formation of small enterprises. The BFA will have the principal role in this area and it should sign an agreement with MAG/CENTA/ISTA offering logistical support, principally to CENTA, and contract with one or more local firms for training courses on small enterprise formation.

An alternative to avoid having the BFA assume responsibility for administering the part of the Creditworthiness Strengthening Program for their clientele is that SETEFE act as an implementing unit with the direct collaboration of USCRA in the BCR. SETEFE would develop the Action Plan, solicit bids and administer the interinstitutional agreements and contracts with the private firms necessary to administer the Strengthening program. The BFA would participate in the program through its representative in SETEFE's Consultation Committee.

Computer Information System

The computer information system for monitoring the use of AID Project 519-0307 credit resources has served as the base for administering the project. To maintain the information up-to-date, the computer system requires that information be supplied periodically by the banks. This has required an intense effort on the part of the technical assistance provided by ASU.

The following should be the functions of the computer monitoring system:

1. Maintain the BCR-intermediary bank component as it is, to be used as the primary source of information on the use of AID Project 519-0307 credit resources.
2. Consolidate the intermediary bank-final user component with the SISAR (the system for monitoring the use of credit from all banking system resources, not just those rediscounted under the line). This should be done for two reasons: (a) to monitor the use of project funds at the intermediary bank-final user level, and (b) to obtain periodic information on the total flow of credit to the reform sector from all sources in the financial system.
3. Discontinue the component for evaluating and monitoring the formulation and contracting of projects.
4. Maintain without any change the component for assessing the impact of credit.
5. Keep the existing computer equipment and the computer technician.
6. Assign to the chief of USCRA the function and responsibility of supervising and maintaining the monitoring system.

I. INTRODUCTION

The Agrarian Reform Sector Financing Project (AID Project 519-0307) is scheduled to end July 31, 1993 and the technical assistance provided by Arizona State University ends December 31, 1992. This report provides a summary of project activities through October 31, 1992, included in this summary is a description of the activity under the project's main components, the obstacles encountered and steps taken to address these obstacles, and a detailed set of recommendations for the administration of the project after 1992.

The report has the following organization. Section II provides background and summarizes the activity through October 31, 1992 in each of the project's main components: (a) a rediscount line domiciled in the Central Bank for ₡300 million (₡230 million or US\$46 million provided by AID and ₡70 million provided by GOES), (b) a training program for banks employees, and (c) policy studies and seminars on credit. Section III lists the major obstacles encountered by the project and describes the steps taken to overcome these obstacles. Section IV summarizes the key points of a document developed by Pedro Negrón and Alfonso Zuniga that develops detailed recommendations for the administration of the project after December 31, 1992. The recommendations are based on a projection of the future use of resources for credit through 1997. These recommendations and those from another document (reproduced in appendix B) on the computer information system are contained in Section VI.

II. SUMMARY OF ACTIVITY IN PROJECT'S MAIN COMPONENTS

AID Project 519-0307 was established on July 31, 1986, at an estimated cost of US\$67 million. The project's purpose was to satisfy the credit needs of the agrarian reform sector. To meet the project's estimated cost, AID donated US\$50 million and the Government of El Salvador (GOES) US\$17.0 million. The project was originally scheduled to end June 30, 1991, but was extended to July 31, 1992, in order to provide an opportunity to fully utilize all the assigned resources.

The US\$50.0 million from AID was used in the following form:

- o US\$45.7 million for the rediscount line in the BCR.
- o US\$3.9 million to finance the training and policy studies component (including the study abroad for Masters' degrees, short-term in- and out-of-country training courses, credit policy studies) and the technical assistance for the project through an AID contract with Arizona State University.

- o US\$0.4 million for AID's administration of the project and two external evaluations.

Due to the devaluation of the Colon, the BCR received ¢89.8 million in excess of the ¢230.0 million originally expected. The net amount to be received is estimated as ¢282.5 million, after discounting ¢40.0 million which was transferred to GOES for the National Reconstruction Program and adding in ¢2.8 million equivalent to the US\$0.4 million still with AID.

The US\$17.0 million in counterpart funds, equivalent to ¢80.0 million, was used as follows:

- o ¢82.4 million for the rediscount line.
- o ¢4.1 million for training.
- o ¢1.5 million to support UTFRA's budget.

Through September 30, 1992, the BCR had received ¢62.0 million of the ¢82.4 million for the rediscount line and the remaining amount was being processed by SETEFE and AID. Similarly, of the ¢4.1 million for training, ¢1.5 million had been received and the other ¢2.6 million was being processed by SETEFE and AID. The latter is destined for training for beneficiaries of ISTA's New Options program and the Land Bank and for strengthening the creditworthiness of reform sector cooperatives.

This section of the report provides a summary through October 31, 1992, of project activities under each of the project's main components. More recent information is unavailable, particularly from the banks. The tables containing statistical data are located in appendix A. The tables have been placed in the appendix for several reasons. A large number of the tables refer to activity over the previous quarter, which is not useful for this report since there has been little change since the previous report one month ago. However, all tables have been updated and included in the appendix to facilitate comparisons with quarterly reports over the life the project.

A. REDISCOUNT LINE

The principal objective of the rediscount line is to cover the short, medium, and long-term credit needs of agrarian reform beneficiaries, giving special attention to financing investment projects (medium and long-term), and nontraditional export crops.

Volume of Credit Achieved: Loan Amounts, Disbursements and Repayments

The cumulative amount of credits granted by the BCR using project resources is listed below. (The trends in these data over the life of the project are summarized in Table XII contained in appendix A.) At the end of October 1992, the project had granted a cumulative total of ₡663.1 million, of which ₡492.4 million had been disbursed. At the same time, ₡375.9 million had been repaid leaving an outstanding balance of ₡116.5 million.

Of the total amount granted, ₡618.0 million went to 244 different Phase I cooperatives. The difference of ₡45.0 million was granted to Phase III beneficiaries.

Volume of credits granted by the BCR under AID Project 519-0307 as of October 30, 1992 (₡ million).

Activity	Phase I	Phase III	Total
Granted Amount	618.0	45.0	663.1
Amount Disbursed	458.1	34.3	492.4
Amount Repaid	346.6	29.3	375.9
Outstanding Balance	111.5	5.1	116.5

Distribution of Rediscounts by Term and Purpose

Listed below is the cumulative distribution of loans disaggregated by production (short-term) and investment (intermediate and long-term) purpose. (The trends in these data are presented in Table XIV in appendix A.) At the end of October 1992 only nine of the 4,915 loans to Decree 207 beneficiaries were for investment. Among the Phase I cooperatives, 28.78% of the 1,428 loans and 21% of the amount granted of loans were for investment. The data show that annual production credit dominates lending.

Amounts Disbursed by the BCR for Production and Investment Loans under AID Project 519-0307 as of October 30, 1992 (₡ million).

	Phase I	Decree 207
Number of Loans	1,428	4,915
Percent Investment	28.8	0.2
Percent Production	71.2	98.8
Amount Granted	₡617 million	₡45.1 million
Percent Investment	21.0	4.0
Percent Production	79.0	96.0

A further breakdown of the data presented above is contained in Tables XV, XVI, and XVIII in appendix A. The first two apply to Phase I cooperatives and the last one to Decree 207 beneficiaries.

Table XV shows the cumulative distribution of investment lending by purpose for Phase I cooperatives. Crop plantations have received nearly one-half (46.4%) of the rediscounts, mainly for establishing new or renovating old coffee plantations; more than one-fourth (28.6%) of the rediscounts have been to finance machinery and equipment. Another 12.9% of the investment credits has gone to livestock activities, mostly dual-purpose cattle; some 9.3% to finance agroindustry coffee processing mills, and another 2.8% was directed to infrastructure. With regards to the annual production loans made to Phase I cooperatives, Table XVI shows that, 31.4% of their number and 64.6% of their volume were for coffee.

As shown in Table XVIII, 64.1% of number of loans and 52.1% of volume of annual production loans made to Decree 207 beneficiaries were for corn. Although only .2% of number of loans were for coffee, the nine loans accounted for 16.1% of the volume of annual production loans.

Distribution Across Participating Banks

The cumulative distribution of loans to Phase I cooperatives and Decree 207 beneficiaries across banks is presented in Table XVII of appendix A. Two banks, the BFA with \$193.7 million and Banco Salvadoreño with \$100.3 million, dominate lending, together accounting for about 44.3% of the total cumulative amount lent. Among cooperatives, the Banco de Fomento Agropecuario dominated lending with 25.2% of the loan volume and 44.8% of the total number of loans contracted. The next most active banks are the Banco Salvadoreño, Banco Hipotecario, and Agrícola Comercial which accounted for 15.5%, 15.2%, and 13.0%, respectively, of the total cooperative portfolio. Five banks had very low levels of participation.

Lending to Decree 207 beneficiaries is dominated by the BFA, accounting for 84.8% of the loan volume, followed by Banco Salvadoreño with 10.2% and Crédito Popular with 3.9%. BFA also accounted for 99.6% of the total number of loans.

Use of Rediscount Line Resources for Credit by the Banks

The amount of loans granted, although significant, has not reached a volume sufficient to utilize all the assigned resources, if one takes into account the unsatisfied "demand" for loans foreseen in 1991. The data listed below (derived from Table XIII of appendix A) shows that the amount of credit contracted by the

banks at the BCR using the Project's resources rose from ₡54.8 million in 1987, the first year of the program, to ₡166.0 million in 1991, and ₡156.9 million through October 1992. However, contracted credits were not totally disbursed. For instance, of the ₡166.0 million contracted by the banks with the BCR in 1991, only ₡118.3 million was used.

Annual Amounts of Credits Granted and Disbursed Under the Rediscount Line, 1987 through Jan/Oct 1992

	Amount Contracted (₡ 000s)	Amount Disbursed (₡ 000s)	Disbursed/ Contracted (%)
1987	54,812	43,071	78.6
1988	56,765	54,361	95.8
1989	78,089	57,096	73.1
1990	150,457	134,139	89.1
1991	166,045	118,372	71.3
1992 (Jan-Oct)	156,886	75,990	48.4

Status of Loans Between Banks and Borrowers: Status as of June 30, 1992

Data on the delinquency status by participating banks are presented in Table IX of appendix A as of June 30, 1992. The delinquency rate is good. Of the total outstanding portfolio, 13.1% is delinquent; 20.5% (Table X) production loans and 2.9% (Table XI) investment loans.

The percent recovered of the cumulative amount due is a preferred measure of performance. Of the total amount of ₡428.3 million disbursed by banks, ₡343.9 million came due as of June 30, 1992, of which ₡331.1 was recovered, equivalent to a recuperation rate of 96.28% that is excellent for this type of lending (see Table IX in appendix A). Tables X and IX in appendix A show that the percent of recuperation is 96.12% for production loans and 97.34% for investment loans.

Impact of Credit

Under sections 2 and 3 of Table XIX in appendix A is an estimate of the impact on production and employment of credit granted using project resources. The first column shows the impact during 1991-92 agricultural cycle and the second is the accumulated impact over the life of the project.

The total accumulated value of production generated over the

The total accumulated value of production generated over the previous five agricultural cycles (87/88, 88/89, 89/90, 90/91, and 91/92) is \$90.3 million dollars. This production increase is distributed among the following crops: \$50.3 million in traditional export crops, \$27.3 million in crops used for consumption, \$7.2 million in import-substitution crops and \$5.5 million among non-traditional export crops. Credits for production, as opposed to investment credits, generated the bulk of the production increase. The former accounted for over 86% of the total accumulated impact on production over the life of the project. Again, among production credits, those for traditional export crops predominated, followed by those for consumption crops.

The credit granted by the project generated 16.6 million man-days of employment over its life. The bulk of this employment increase was generated by credits to traditional export crops. Credits to these crops accounted for over 53% of the accumulated man-days. Production credits were responsible for over 78% of the total increase in man-days.

B. TRAINING

The objective of the training component was to strengthen the credit delivery system by providing training to credit agents and other bank personnel. This component was divided into four sub-components: (1) short-term in-country training of both bank personnel connected with the project and cooperative management and member officers, the largest of the four; (2) short-term out-of-country training visits to neighboring countries for specific purposes; (3) Master's degree training originally targeted for 20 participants; and (4) the purchase and supply by ASU of selected computer and other equipment for the Bankers Association (ABANSA) training center.

Later, the training component was broadened to cover the credit-users, i.e. coop members, even though they were not provided for in the original project design. Courses and seminars were provided for a variety of purposes: to address coop members' deficiencies in management and accounting, to teach them how to formulate integrated utilization plans, and on specific projects. These activities have also contributed to the well-being of CLUSA/TECHNOSERVE, DIVAGRO, and UTFRA/ISIC.

The information below summarizes the work accomplished, in terms of events and participants, for each of the six years of the project's life.

Training accomplished under AID Project 519-0307, 1987 - 1990

Event	1987	1988	1989	1990	1991	Total
Short courses - in country	1	6	10	12	5	34
Bank technicians	30	79	226	231	63	629
Coop members	--	168	130	265	81	644
Others	--	--	--	75	65	140
Short courses - abroad	--	4	4	3	1	12
Banking technicians	--	13	16	14	2	45
Coop members	--	--	17	24	-	41
Others	--	--	3	10	-	13
Lectures & Seminars	1	1	1	100	27	130
Banking Technicians	--	--	30	246	455	731
Coop members	30	80	--	3457	437	4004
Others	--	--	34	437	760	1331

The 11 students that received Master's Degree abroad and their respective institution are listed below:

Name	Area of Study	University	Bank
Moises A. Orellana	Business Admin.	Inst.Tec.Mex	BCR
José Saul Quijada	Business Admin.	Inst.Tec.Mex	BCR
Rogelio Orellana	Business Admin.	Inst.Tec.Mex	BFA
José Roberto Sanchez	Business Admin.	Inst.Tec.Mex	Cuscatlan
José Villatoro	Agriculture	Inst.Tec.Mex	BCR
Benjamin Gary	Agriculture	Inst.Tec.Mex	BCR
Oscar Quintanilla	Infor. Systems	Inst.Tec.Mex	BCR
Jose Mauricio Gomez	Economics	ASU	BCR
José Genarro Serrano	Economics	ASU	BCR
Carolina Chavez	Computer Science	ASU	Capitaliz
Jorge Mejia	Computer Science	ASU	Capitaliz

The University also purchased approximately \$120,000 in computer and related equipment for the El Salvadoran Banker's Association (ABANSA) training facilities and for UTFRA. Although these purchases are \$6,000 short of the amount designated for ABANSA in ASU's contract, USAID requested that the funds be rebudgeted.

C. POLICY STUDIES AND SEMINARS

The objective of this component was to complete policy studies that could positively affect the use of credit in the reform sector. The studies were to be followed by seminars to discuss the proposed new policy options.

Seven studies and twelve working papers were completed related to: productive projects, areas of credit, and computer systems. All were used to make important decisions. The principle studies

are:

1. "The Credit Delivery System" by Dr. Carlos Cuevas.
2. Transactions Costs of El Salvador Financial System which was sub-divided in three components, each leading to a separate document:
 - a. "Bank-level Transaction Costs" by Dr. Carlos Cuevas.
 - b. "Depositors' Transaction Costs" by Dr. Carlos Cuevas.
 - c. "Credit-users Transaction Costs" by Dr. Jerry Ladman.
3. "Factors that Limit the Flow of Credit to Decree 207 Beneficiaries" by Dr. Jerry Ladman.
4. "Impact of Credit Provided by AID Project 519-0307 on Production and Employment Generation" by Dr. Arnoldo Camacho.
5. "Mechanisms to Reduce the Banks' Financial Risk" by Robert LaPort.
6. "Creation of a Guarantee Fund for Users of Credit under AID Project 519-0307" by Carl Ludvik and Bruce Heatly.
7. "Development of the Agricultural Guarantee Fund Program for the Small Farmer and the Reform Sector" by Ing. Pedro Negrón Ramos and Lic. Carlos Pocasangre.

Among the other works are:

1. "Inventory of Agroindustries in El Salvador" by Dr. Jerry Ladman and Lic. Maria Lidia Urias.
2. "Analysis of Credit Agent Functions in the Credit Agents Program for the Beneficiaries of El Salvador's Agrarian Reform Sector" by Dr. Jerry Ladman and Ing. Pedro Negrón Ramos.
3. "Design of a Computer System for Formulating Agricultural Investment Projects" by Kronos, S.A.
4. "Analysis of the Current State of Coffee Plantations in El Salvador's Reform Sector" by Ing. Pedro Negrón Ramos.
5. Three Feasibility Studies for Salt-water Shrimp Projects by RPI International and Hawaii Acquaculture for three cooperatives: San Arturo, La Calzada, and El Peñon.
6. "The State of Repayments and Defaults for Loans using the Agrarian Reform Rediscount Line funded by AID Project 519-0307" by Ing. Pedro Negrón Ramos and Lic. Alfonso Zúniga.

7. Computer design of three systems: (1) A system to monitor Project 519-0307 credits at the rediscount level at the BCR and between the intermediary banks and their users (by Guillermo Jiménez), (2) a system to monitor the entire reform sector portfolio (by Guillermo Jiménez), (3) an operations system for the Loan Guarantee Fund (by Paul Wever and Carlos Fernández).
8. "Study of the Impact of AID Project 519-0307 and Recommendations for its Extension" by Ing. Pedro Negrón Ramos and Lic. Alfonso Zúniga.
9. "Present Situation of the AID Project 519-0307 and Recommendations for its Administration after December 31, 1992" by Ing. Pedro Negrón Ramos and Lic. Alfonso Zúniga.
10. "Computer Informations System for Monitoring the Use of Credit Resources for AID Project 519-0307: Present Situation and Recommendations for its Administration after December 31, 1992" by Ing. Pedro Negrón Ramos and Lic. Alfonso Zúniga.

II REVIEW OF THE MAJOR OBSTACLES CONFRONTED BY THE PROJECT AND EFFORTS TO OVERCOME THEM

A major conclusion that follows from a review of the data on the use of the rediscount line presented in section II.A (and contained in numerous prior quarterly reports) is that the amount of loans granted, although significant, has not reached a volume sufficient to utilize all the assigned resources. This inability to use fully the project resources is due to a number of obstacles confronted through out the life of the project. These obstacles are described below in section A and the response on the part of the technical assistance to overcome them is detailed in section B. (See the quarterly reports for more detailed information on each of the items discussed below.)

A. OBSTACLES CONFRONTED BY THE PROJECT

1. The most important obstacle was a flaw in the project's design. The project did not provide the means to address the lack of credit worthiness of the reform sector clientele. This was due to the fact that several AID projects were working to address this limitation at the time the project was designed. The Project was to focus instead on improving the delivery of resources through the financial institutions. However, these other AID projects came to an end in 1987 and most of the reform sector remained uncreditworthy. This discouraged the private bank's from lending to the reform sector since they remained liable for paying back the rediscounted credit to the BCR. To protect themselves, the banks choose to evaluate credit requests according to the payment records of the requesting cooperatives, independent of the viability of the projects. Without question, this has been the most important obstacle confronting the project.

2. During the first three and a half years of the Project, the Banco de Fomento Agropecuario (BFA) was excluded, due to the failure to meet obligations under other AID projects. However, the BFA is the reform sector's major lender. It is responsible for more than half of the Phase I Cooperatives and is the only bank that attends to the credit needs of the small producers created under Phase III.

3. Initially, it was established that only investment projects would be funded, and later, that special attention should be given to funding nontraditional exports. These are the two project categories for which it is most difficult to obtain loans due to the size of the investments involved, their high risk, and the lack of experience on the part of the banks and the cooperatives with these types of projects.

4. With the exception of a fund limited to coffee and nontraditional exports, short-term production loans were initially excluded. It was felt there were special credit lines at BCR sufficient to cover such demands.

5. The project was implemented utilizing the "Credit Agents Program" of the BCR, which reimbursed banks for the costs agents working on reform sector loans. Despite this, all the positions for loan officers anticipated by the program were not created, and, the program was allowed to expire after the initiation of the project. Even though at the request of the Central Bank, a new strategy was put in place to progressively reduce the economic contribution of the banks, uncertainty set in and the initial momentum for the program was lost. The banks began to use the loan officers to negotiate traditional production loans, reducing the time necessary for identification and formulation of investment projects.

6. It was established that loans granted from Project funds could not substitute for resources the BCR was already making available to the reform sector. Reform sector credit use in 1985 was established as the base amount.

7. The absence of real guaranties acceptable to the commercial banks serves to increase bank's risk and affects the availability of new high-risk loans.

8. The disparity between interest rates charged to and received by banks is not sufficient to compensate for the risk of granting loans to the reform sector.

9. The privatization of the banks, particularly during the transition period, created greater caution in the granting of loans to the reform sector.

B. STEPS TAKEN TO OVERCOME THE OBSTACLES

The Central Bank and AID have worked in close coordination and collaboration in taking steps to overcome the aforementioned obstacles. The principal steps taken include:

1. On July 27, 1990, AID authorized the incorporation of the BFA into the project. Initially, funds amounting to US\$5 million were made available. As of the end of December 1990, BFA had rediscounted almost all of the US\$5 million, including some 3,000 loans for the beneficiaries of Decree 207.

2. On September 4, 1990, at the request of the Central Bank, based on a analysis made by ASU, AID eliminated the "additionality" requirement. The analysis demonstrated that elimination of the

additionality requirement would permit: (a) utilization of project funds to cover all the reform sector credit demand, (b) acceleration of the use of project resources without altering the original objectives, (c) free resources up to satisfy the non-reform sector's credit demand, and (d) not accelerate the rate of inflation. This step made it possible for the bank to increase credits granted with project resources in 1990 by 45.6% over the previous year.

3. During 1990, as part of the Financial Rehabilitation Program for Reform Sector Cooperatives, the GOES bought reform sector cooperatives' delinquent loans and those credits in effect for cooperatives classified as "D" and "E". This purchase amounted to ₺435 million which had the effect of reducing banks financial burden. This improved the position of the cooperatives vis-a-vis the banks, although it did not necessarily mean that the banks were more disposed to grant new loans.

4. As a part of the Financial Rehabilitation Program, an Agricultural Loan Guarantee Fund was created at the end of 1990. The Guarantee Fund was to complement the guaranties offered by the cooperatives and provide an incentive for banks to increase their credits to the reform sector, especially medium and long-term loans.

5. To promote investment projects, the managed credit methodology was introduced to ensure that credit and technical assistance were planned and reached producers in an adequate, well-coordinated, and opportune fashion. To illustrate, this methodology was applied to coffee renovation with excellent results.

6. To deal with the cooperatives administrative problems, UTFRA offered courses in farm administration and accounting and in the development of financial accounts. In addition, UTFRA encouraged banks to make some loans conditional on cooperatives hiring of managers trained in business administration. Cooperatives were also selected to participate in Technoserve's technical and administrative assistance program.

IV. THE FUTURE OF THE PROJECT

A document recently developed by Pedro Negrón and Alfonso Zuniga ("Current State of the Agrarian Reform Sector Financing Project") develops a projection of the future use of project resources through 1997. The projections are based partly on a series of current developments that will bear on the future use of resources and on their effective utilization. These developments are summarized below in section A. The document also draws a set of conclusions that should have a bearing on the future administration of the project. These conclusions are reproduced below in section B.

A. FUTURE USE OF REDISCOUNT LINE RESOURCES FOR CREDIT

The document first develops a projection of the amounts to be disbursed by the banks to the reform sector from 1993 through 1997. This projection reveals that there will be an underutilization of the credit resources available under the rediscount line that fluctuates from 64% in 1993 to 32% in 1997. (It is of interest to note that the interests payments capitalized during this period are not included in the estimated amount of available resources.)

The authors of the document note, however, that two events are not included in the above projection. Yet, these events are soon to generate a significant increased demand for credit. The events are the provision of lands under the peace accords and the parcelization of a number of Phase I cooperatives under the the "New Options" land tenancy law for reform sector cooperatives. According to the peace accords, the Land Bank will finance the purchase of agriculture land for 47,500 beneficiaries (15,000 former FAS soldiers, 7,500 former guerrillas, and 25,000 land tenants). Additionally, ISTA intends to distribute between 20,000 to 25,000 land parcels for agriculture.

To estimate the additional demand for credit by this new clientele it is important to note that past experience with the Land Bank and ISTA's New Options shows that more than half of the beneficiaries do not receive credit from the BFA for various reasons. Included among these reasons are default on earlier credits, lack of experience using formal credit, and the lack of a program to teach this new clientele how to become acceptable for credit from formal financial institutions. Moreover, neither the Land Bank or ISTA have this function or the means to carry it out. Consequently, this group's effective demand for credit will be smaller than their potential demand. Taking this into account by assuming that only 60% of the estimated demand is attended to, it is possible to obtain a full utilization of the AID Project 519-0307 resources during the next three years. But, in order to achieve this increase it is necessary to strengthen the creditworthiness condition of the cooperatives and the small, individual farmers.

Recent Changes in the Administration of the Project

The authors of the report also note that recent changes in the administration of the project by the BCR have negatively impacted on the flow of credit to the reform sector. And, that these changes will continue to have an impact on the future use of resources. As noted in III.A.9 above, the BCR is in the process of privatizing the commercial banks and redefining its role within this new system. The new functions for the BCR are to be those more in line with a traditional central bank, including creating a multisectoral second floor bank focussed largely on rediscounting credits with financial intermediaries. This implies that it will move away from administrating programs that contain activities such as the promotion and formulation of projects and training of users. As a reflection of this new policy, UTFRA's functions during 1992 have been reduced dramatically. UTFRA personnels' project promotion activity was suspended and their activities were limited to supervision of credits to determine if the banks have correctly applied the norms and procedures established by the BCR with respect to the interest rates charged users, the disbursement of credits, and the use of repayments to service the banks' loans with the BCR. UTFRA personnel are also required to make visits to the users of credit under certain conditions. In addition, a new director for UTFRA has not been named since the resignation of the previous director in April. Lastly, the BCR's "second floor" bank will absorb the medium- and long-term credit offered by the BCR. Since 0307 Project includes short-term, as well as medium- and long-term credits, it will be necessary to take steps to ensure that those credits continue to be granted with the greatest efficiency possible.

B. CONCLUSIONS

The document draws the following conclusions:

o The rediscount line for the reform sector within the BCR guarantees the integrity of the AID Project 519-0307 credit resources. It ensures the availability of more than C400.0 million which is more than sufficient to meet the credit needs of a weak sector which normally would not be attended to by private commercial banks.

o Nevertheless, the credit resources with the BCR have a high underutilization rate and it is not anticipated that this situation will improve in the short-run for two reasons: (a) the continued weak financial and administrative capacity of a high number of reform sector cooperatives, (b) the banks must assume the total risk with the BCR of contracted credits. The Guarantee Fund is a useful instrument, but it only covers 70% of the loan amount and does not cover interest, which leaves the banks with a high exposure. The guarantee fund has been used primarily for short-term credits which banks normally grant. The Guarantee Fund was created for the purpose of encouraging banks to finance the new

productive projects which were being promoted and had been studied by their own credit agents and UTFRA personnel. The elimination of the new project promotion, identification, formulation and implementation function was a sharp blow to the efforts to take advantage of the project's credit resources.

o The current policy of parcelizing those cooperatives that desire to do so does not contribute to an increase in the use of formal credit due to the fact that the new, small producers are not creditworthy in the eyes of the private banks and many of them have a history of defaulting with the BFA which limits their access to new credits. A similar situation exists with the beneficiaries of the Land Bank.

o The BCR has demonstrated an interest in seeing that these small producers are attended to in an integrated fashion with credits and training designed to convert them into small rural entrepreneurs. This should receive attention particularly in 1993 and in subsequent years.

o The BFA will be under tremendous pressure to provide credit to the thousands of small farmers who are in reality not creditworthy, at least initially. A more integrated focus is necessary. The concept and methodology of administered credit is an adequate alternative that has been applied successfully in the region. ASU/STC introduced this methodology in the case of coffee renovation plantations, where it was applied with the coordination of UTFRA/ISIC/BANKS. It consists of a package of credit and necessary technical assistance which is applied in a coordinated fashion at the farmer's level, even though each service is provided by a separate institution. With some modifications, it could be applied to the new clientele of the reform sector and beneficiaries of the Peace Accords. The methodology is also applicable to the rising numbers of cooperatives with limited financial and administrative capacity that are assigned to the BFA.

In summary, it's possible to state that two large subsectors have emerged: one formed by the cooperatives that are creditworthy in the eyes of the commercial banks and the other comprised of a large number of cooperatives with great limitations and the vast bulk of small farmers beneficiaries of the Peace Accords and New Options Program for whom the primary formal credit source is the BFA. Attending to this problematic clientele, while at the same time protecting the BFA, is the great challenge.

V. RECOMMENDATIONS

During the last quarter of the project, Pedro Negrón and Alfonso Zuniga elaborated two documents pertaining to the future administration of the project. The first document was summarized in the previous section. It pertained to the use of the credit resources under the rediscount line and to the administration of the project after December 31, 1992. Its specific recommendations are reproduced below. The second document pertained to the computer information systems developed by ASU for the project and it too contained a series of recommendations on their future use. They are listed below in the subsequent section.

A. FUTURE ADMINISTRATION OF THE PROJECT

The specific recommendations from the document elaborated by Pedro Negrón and Alfonso Zuniga are:

1. Maintain the rediscount line in the BCR for a period of seven years beginning January 1, 1993. This will guarantee that sufficient credit resources are available to meet the credit needs of the reform sector, including the beneficiaries of the Peace Accords.
2. Use the financial intermediation rate (BCR-private banks) with major flexibility to offer banks a differential adequate to cover the risks in lending to the reform sector and sufficiently attractive for this lending to be profitable for private banks.
3. Convert the Guarantee Fund, created principally to support the use of credit resources of the 0307 Project, into a more effective and attractive instrument so that banks are more willing to finance (i) projects that require medium and long-term credit and (ii) nontraditional export crops which have a higher level of risk. For these cases, it is recommended that the maximum guarantee be raised from 70% to 90% of the loan amount.
4. Make all productive credits eligible for rediscounting under the line, including those for sugar cane, citrus and others.
5. Use part of the interest generated under the rediscount line to finance the following measures which are necessary to attain the projected increase in the demand for credit:
 - (1) Create a Creditworthiness Strengthening Program directed at increasing the capacity of the new beneficiaries to use credit effectively and to correct identified deficiencies in the cooperatives and to make them able to receive new production credits. It is recommended that \$10 million be set aside annually for this program over

the next five years starting in 1993. The rediscount line already has sufficient resources to meet the projected credit demand for the next few years and continuing to capitalize the line with the interest generated without an increase in effective demand does not have a good justification.

- (2) Offer support to the BFA in order to put it in a position to attend to the credit needs of the new beneficiaries of the Land Bank and the New Options Program, while at the same time protecting the financial integrity of the institution. The support should consist of the following:
 - (a) Recognizing an intermediation rate no less than 8% for the use of AID 519-0307 Project resources, which would permit the bank to cover its administrative costs and to pay the 2% commission to guarantee the credit with the Guarantee Fund.
 - (b) Permit the BFA to rediscount credits using AID 519-0307 Project resources without any limitations on the total amount.
 - (c) Give priority to the BFA's use of the proposed \$10 million annually to strengthen the creditworthiness condition through a broad program for the cooperatives and the small farmers assigned to the bank.

- (3) Maintain a small unit in the BCR, USCRA (Unidad de Seguimiento al Credito para la Reforma Agraria) with the following functions:
 - (a) Monitoring the use of AID Project 519-0307 credit resources, with the charge of attaining their full utilization by applying the recommendations presented in this report. The computer information system designed for UTFRA (BCR-banks and banks-users) should be employed for monitoring credit use.
 - (b) Determining the impact of credit on the reform sector using UTFRA's methodology with any necessary modifications.
 - (c) Participating in the annual formulation and evaluation of the Action Plan for the Creditworthiness Strengthening Program.
 - (d) Representing the BCR in SETEFE's Consultation Committee proposed below.

These measures will be financed with part of the interest income generated during the period under the rediscount line. Even after financing these measures, C68.7 million in interest will still be capitalized, with the effect of increasing Project resources to C443.7 million by 1997. The participation of the BFA increases significantly: rediscounts with the BCR rise from C49.1 million in 1992 to C239.0 million in 1997 and the portfolio's income rises from C49.8 million to C267.6 million. The total balance in the BCR rises from C98.5 million to C422.2 million.

6. Establish an operating mechanism to administer the Creditworthiness Strengthening Program.

The mechanism should consist of the following:

- (1) Designate SETEFE so that it may receive and administer the funds for the Creditworthiness Strengthening Program applying its norms and procedures, and supported by a Consultation Committee with representation from the BCR, AID, Agricultural Committee of ABANSA, BFA, ISTA and MAG/CENTA.

The Committee's principal functions will be:

- (a) Participate in the formulation and evaluation of the Action Plan for the Creditworthiness Strengthening Program.
 - (b) Serving as the interinstitutional coordination vehicle for those actions necessary to implement the program effectively.
- (2) Designate the BFA and ABANSA as the two executing entities for the Creditworthiness Strengthening Program: ABANSA (through the Agricultural Committee comprised of the Chiefs of the Agricultural Departments within the banks) to cover the cooperatives assigned to the commercial banks and the BFA to attend to the cooperatives assigned to it as well as the beneficiaries of the Land Bank and ISTA's New Options Program. The BFA will need to restructure the existing unit for cooperatives and ABANSA should contract with one or two persons to formulate and administer the action plan within the Program. The costs will be included in the action plan financed by SETEFE.
 - (3) The BFA and ABANSA will develop and submit annual action plans to SETEFE for review, approval and assignment of funds which altogether will comprise the Strengthening Program. SETEFE will submit both action plans to the Consultation Committee for observations and recommendations.

For the Creditworthiness Strengthening Program the clientele is divided into two categories: production cooperatives and small, individual farmers.

For the production cooperatives, the program will have the following components:

1. Correct identified deficiencies in their administration through training and short-term technical assistance. The goal is to make them eligible to receive new credits necessary to attain their productive potential.
2. Promote, identify, formulate and implement investment projects.

For the small individual farmers, the components of the program are:

1. Technical assistance for crops and other products which could be offered through short courses, field trips and other means applying such methodologies as Objectives Directed Education (Educacion Dirigida a Objetivos) and Administered Credit (Credito Administrado).
2. Conservation of resources in order to avoid the deterioration of the soil in the small farms.
3. Create among the beneficiaries a recognition that they are small rural entrepreneurs who should protect their parcel and make it produce in order to comply with the debt obligations by using the credit productively and generating a surplus for him and his family.
4. Organizational structures in order to obtain economies of scale in the purchase of inputs and the sale of products, and also to facilitate the access to and administration of credit.

To implement these program, two principal strategies are proposed:

- (1) The BFA will sign an agreement with ISTA and MAG/CENTA to offer the credit and training services in a coordinated manner to the beneficiaries of the New Options Program and the Land Bank. Program funds could be used for logistical support to ensure the effective participation of these institutions, particularly CENTA.
- (2) Contract with one or more private consulting firm to offer (i) courses in entrepreneurial development for the small farmer; (ii) training to the cooperatives that continue to operate collectively to help them identify, formulate and implement productive projects, and to diagnose and correct identified deficiencies among these cooperatives which make their access

to credit difficult; and (iii) courses to the credit agents who work in the reform sector. ABANSA will make a similar contract for the cooperatives assigned to commercial banks.

An alternative to avoid having the BFA assume responsibility for administering the part of the Creditworthiness Strengthening Program for their clientele is that SETEFE act as an implementing unit with the direct collaboration of USCRA in the BCR. SETEFE would develop the Action Plan, solicit bids and administer the interinstitutional agreements and contracts with the private firms necessary to administer the Strengthening program. The BFA would participate in the program through its representative in SETEFE's Consultation Committee.

B. COMPUTER INFORMATION SYSTEM

The computer information system for monitoring the use of AID Project 519-0307 credit resources has served as the base for administering the project. This system was designed by ASU. As a result, UTFRA has an up-to-date record of each credit that is rediscounted with project funds. Each record also contains information on the BCR-intermediary bank and intermediary bank-final user. The information on each credit serves as the basis for (a) documenting quickly and in a confidential fashion the requests for disbursements of funds from the BCR to AID that are charged to the donated funds, and from SETEFE that are charged to the counterpart funds from the GOES; (b) supplying the information for the supervision of each bank's credit carried out by the BCR's credit department.

To maintain the information up-to-date, the computer system requires that information be supplied periodically by the banks. This has required an intense effort on the part of the technical assistance provided by ASU.

After completing the disbursement of funds to the BCR at the end of 1992 and discontinuing UTFRA's credit promotion activities, it has been recommended that the BCR's functions be reduced and, as a consequence, so too the functions of the computer monitoring system. The specific recommendations are:

1. Maintain the BCR-intermediary bank component as it is, to be used as the primary source of information on the use of AID Project 519-0307 credit resources.
2. Consolidate the intermediary bank-final user component with the SISAR (the system for monitoring the use of credit from all banking system resources, not just those rediscounted under the line). This should be done for two reasons: (a) to monitor the use of project funds at the intermediary bank-final user level, and (b) to obtain periodic information on the total flow of credit to the reform sector from all sources in the financial system.

3. Discontinue the component for evaluating and monitoring the formulation and contracting of projects.
4. Maintain without any change the component for assessing the impact of credit.
5. Keep the existing computer equipment and the computer technician.
6. Assign to the chief of USCRA the function and responsibility of supervising and maintaining the monitoring system.

APPENDIX A

STATISTICAL TABLES

APPENDIX B

SISTEMA DE SEGUIMIENTO AL USO DE LOS RECURSOS
DE CREDITO DEL PROYECTO AID 519-0307

Situacion Actual y Recomendaciones Para su
Administracion a Partir de 1993

APPENDIX A

TABLE I. AGRICULTURAL PROJECTS FORMULATED BY IICA
AS OF DECEMBER 1990

(EN COLONES)

BANK / COOPERATIVE	PURPOSE	No. COOP.	No. PROJ.	ESTIMATED AMOUNT	STATUS OF PROJECT			
					NO VIABLE	REJ.BY COOP.	REJ.BY BANK	CONTRACTED
HOJA DE SAL	CATTLE SLAUGHTERING	1	1	786.0	786.0			
EL REFUGIO	COFFE ROASTING AND GRINDING	1	1	262.4	262.4			
CAPITALIZADOR	FEED PLANT	1	1	2,876.5			2,876.5	
EL TRANSITO	MILK PRODUCTS	1	1	2,098.0	2,098.0			
COMERCIO	IRRIGATION	1	1	159.6	159.6			
PASATIEMPO	MARKETING FACILITIES	1	1	1,620.3	1,620.3			
PASATIEMPO	MARKETING FACILITIES	1	1	1,420.4	1,420.4			
SANTA CRUZ TAZULATI	MILK PRODUCTS	1	1	2,277.7			2,277.7	
AMATE CAMPO	IRRIGATION	1	1	1,795.8			1,795.8	
CREDITO POPULAR	FEED PLANT	1	1	812.5				812.5
EL TERCIO	COFFE ROASTING AND GRINDING	1	1	786.4		786.4		
EL TERCIO	COFFE ROASTING AND GRINDING	1	1	279.0		279.0		
EL TERCIO	MILK PRODUCTS	1	1	1,851.6		1,851.6		
CUSCATLAN	FEED PLANT	1	1	741.8			741.8	
AGUA FRIA	CATTLE SLAUGHTERING	1	1	1,024.0				
FLORENCIA	COFFE PROCESSING	1	1	1,108.0	1,108.0			
SANTA CLARA No.2	GRAINS WAREHOUSING	1	1	897.6	897.6			
SANTA CLARA No.2	FEED PLANT	1	1	268.1				
HIPOTECARIO	MARINE SHRIMP PRODUCTION	1	1	3,460.6	3,460.6			
EL EDEN	FRESH WATER SHRIMP PROD.	1	1	652.8	652.8			
FINANCIERO	RICE PROCESSING	1	1	1,138.4	1,138.4			
SOCIEDAD SAGU	COFFE PROCESSING	1	1	730.6	730.6			
DESARROLLO E INVERSION	RICE PROCESSING	1	1	379.8	379.8			
TUTULTEPEQUE	FABRICA DE CONCENTRADOS	1	1	262.7	262.7			
FOMENTO AGROPPECUARIO	MILK PRODUCTS	1	1	626.0	626.0			
TALCUALUYA	FEED PLANT	1	1	632.6	632.6			
EL JOBAL	MARINE SHRIMP PRODUCTION	1	1	6,000.0	6,000.0			
SAN FRANCISCO GUAJOYO	FEED PLANT	1	1	736.1	736.1			
EL NILO 2	RICE PROCESSING	1	1	276.1	276.1			
LAS QUEBRADAS		1	1					
MIRAVALLE		1	1					
EL NILO 1		1	1					
EL NILO 1		1	1					
ESCUINTLA		1	1					
ESCUINTLA		1	1					
SAN ANTONIO SILVA		1	1					
SAN RAFAEL PORVENIR		1	1					
TOTALS				35,961.4	23,516.1	3,941.0	7,691.8	812.5

TABLA I.WQ1

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(Value in Colones)

COOPERATIVES	PRODUCTION LOANS	INVESTMENT LOANS	TOTAL
NUMBER OF COOPERATIVES RECEIVING LOANS	9	19	28
NUMBER OF LOANS GRANTED	17	29	46
AMOUNT GRANTED	3,444,480.00	3,667,143.00	7,111,623.00
AMOUNT DISBURSED	2,149,228.93	3,025,975.10	5,175,204.03
AMOUNT REPAID	.00	.00	.00
NUMBER OF BANKS MAKING LOANS	3	3	4
<hr/>			
DECREE 207 BENEFICIARIES			
NUMBER OF LOANS GRANTED	0	1	1
AMOUNT GRANTED	.00	109,375.00	109,375.00
AMOUNT DISBURSED	.00	77,875.00	77,875.00
AMOUNT REPAID	.00	.00	.00
NUMBER OF BANKS MAKING LOANS	0	1	1
<hr/>			
TOTAL			
NUMBER OF LOANS GRANTED	17	30	47
AMOUNT GRANTED	3,444,480.00	3,776,518.00	7,220,998.00
AMOUNT DISBURSED	2,149,228.93	3,103,850.10	5,253,079.03
AMOUNT REPAID	.00	.00	.00
NUMBER OF BANKS MAKING LOANS	3	3	4
<hr/>			
* The figures below show the actual amount disbursed during the quarter for credits contracted both in this quarter and in previous quarters. These quantities more closely indicate the quarterly activity in the rediscount line. For more details see table XIII.			
TOTAL AMOUNT DISBURSED			
PHASE I COOPERATIVES	11,221,728.78	3,328,815.76	14,550,544.54
DECREE 207 BENEFICIARIES	0.00	77,875.00	77,875.00
TOTAL	11,221,728.78	3,406,690.76	14,628,419.54

TABLE III. PURPOSE OF LOANS GRANTED BY BCR
 UNDER REDISCOUNT LINE AID 519-0307
 FROM 01/10/92 TO 31/10/92

(Value in Millions Colones)

PURPOSE	No. OF LOANS	PERCENT	AMOUNT GRANTED	PERCENT
INVESTMENT LOANS	30	100.0	3,776,518.00	100.0
PHASE I	29	96.7	3,667,143.00	97.1
MACHINERY AND EQUIPMENT	10	33.3	1,175,648.00	31.1
Purchase of new machinery and Repair of existing machinery				
INFRASTRUCTURE	2	6.7	67,420.00	1.8
CROPS	13	43.3	1,810,595.00	47.9
New coffee plantations	5		529,620.00	
Renovation of coffee plantations	1		340,000.00	
Replanting of coffee plantations	2		386,500.00	
Papaya	1		34,475.00	
Henequen	4		520,000.00	
LIVESTOCK	4	13.3	613,480.00	16.2
Egg production	2		213,600.00	
Dual purpose (Dairy/Beef)	2		399,880.00	
PHASE III	1	3.3	109,375.00	2.9
MACHINERY AND EQUIPMENT	0	0.0	0.00	0.0
Purchase of new machinery and Repair of existing machinery				
INFRASTRUCTURE	0	0.0	0.00	0.0
CROPS	1	3.3	109,375.00	2.9
Renovation of coffee plantations	1		109,375.00	
PRODUCTION LOANS	17	100.0	3,444,480.00	100.0
PHASE I	17	100.0	3,444,480.00	100.0
NON TRADITIONAL	2	11.8	171,600.00	5.0
Vigna	0		0.00	
Melon	0		0.00	
Henequen	0		0.00	
Coconut	0		0.00	
Kenaf	0		0.00	
Cocoa	2		171,600.00	
LOCAL CONSUMPTION	11	64.7	1,322,980.00	38.4
Beef Fattening	1		225,000.00	
Rice	4		457,780.00	
Beans	0		0.00	
Corn	5		466,600.00	
Sorghum	1		173,600.00	
Corn Seed	0		0.00	
TRADITIONAL FOR EXPORT	1	5.9	1,602,500.00	46.5
Coffee	1		1,602,500.00	
Cotton	0		0.00	
OTHER	3	17.6	347,400.00	10.1
Working Capital	0		0.00	
Machinery and Equipment	0		0.00	
Platain	0		0.00	
Sesame	3		347,400.00	
Marigold	0		0.00	
PHASE III	0	0.0	0.00	0.0
LOCAL CONSUMPTION	0	0.0	0.00	0.0
Rice	0		0.00	
Beans	0		0.00	
Corn	0		0.00	
Sorghum	0		0.00	
TRADITIONAL FOR EXPORT	0	0.0	0.00	0.0
Coffee	0		0.00	

LOANS TO COOPERATIVES	INVESTMENT LOANS		PRODUCTIONS LOANS		TOTAL	
	NUMBER	AMOUNT GRANTED	NUMBER	AMOUNT GRANTED	NUMBER	AMOUNT GRANTED
BANCO AGRICOLA	1	340,000.00	13	1,552,580.00	14	1,892,580.00
BANCO HIPOTECARIO	2	447,500.00	1	173,600.00	3	621,100.00
BANCO DE DESARROLLO			3	1,718,300.00	3	1,718,300.00
BANCO DE FOMENTO	26	2,879,643.00			26	2,879,643.00
TOTAL	29	3,667,143.00	17	3,444,480.00	46	7,111,623.00
<hr/>						
PRESTAMOS A BENEFICIARIOS DECRETO 207						
BANCO DE FOMENTO	1	109,375.00			1	109,375.00
TOTAL	30	3,776,518.00	17	3,444,480.00	47	7,220,998.00

(Value in Colones)

LOANS TO PHASE I COOPERATIVES	LOANS TO DECREE 207 BENEFICIARIES	TOTAL
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ANNUAL PRODUCTION LOANS

NUMBER OF COOPERATIVES WITH LOANS	40	0	40
NUMBER OF OUTSTANDING LOANS	212	20	232
AMOUNT GRANTED	120,127,769.09	7,100,000.00	127,227,769.09
AMOUNT DISBURSED	46,167,377.43	4,074,239.94	50,241,617.37
AMOUNT REPAID	37,472.92	0.00	37,472.92
OUTSTANDING BALANCE	46,129,904.51	4,074,239.94	50,204,144.45

INVESTMENT LOANS

NUMBER OF COOPERATIVES WITH LOANS	142	0	142
NUMBER OF OUTSTANDING LOANS	286	9	295
AMOUNT GRANTED	90,480,011.15	1,221,290.00	91,701,301.15
AMOUNT DISBURSED	78,894,657.59	1,122,650.00	80,017,307.59
AMOUNT REPAID	13,552,007.44	122,973.00	13,674,980.44
OUTSTANDING BALANCE	65,342,650.15	999,677.00	66,342,327.15

TOTAL

NUMBER OF COOPERATIVES WITH LOANS	182	0	182
NUMBER OF OUTSTANDING LOANS	498	29	527
AMOUNT GRANTED	210,607,780.24	8,321,290.00	218,929,070.24
AMOUNT DISBURSED	125,062,035.02	5,196,889.94	130,258,924.96
AMOUNT REPAID	13,589,480.36	122,973.00	13,712,453.36
OUTSTANDING BALANCE	111,472,554.66	5,073,916.94	116,546,471.60

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TABLE VI. UTFRA GOALS FOR CONTRACTING ANNUAL PRODUCTION AND INVESTMENT CREDITS DURING 1992

RESULTS AS OF SEPTEMBER 30, 1992 BY BANK

(€ 1,000)

BANK	ANNUAL PRODUCTION LOANS				INVESTMENT LOANS			
	ANNUAL PROGRAMMED		CONTRACTED		ANNUAL PROGRAMMED		CONTRACTED	
	NO.	€	NO.	€	NO.	€	NO.	€
AGRICOLA COMERCIAL	30	22,657.0	7	16,511.6	3	822.5	1	570.0
CAPITALIZADOR	0	0.0	0	0.0	0	0.0	0	0.0
COMERCIO	31	13,010.1	0	0.0	3	931.9	0	0.0
CREDITO POPULAR	0	0.0	0	0.0	0	0.0	0	0.0
CUSCATLAN	54	29,497.1	0	0.0	6	1,750.0	0	0.0
HIPOTECARIO	58	21,092.0	35	27,850.0	11	4,163.2	5	1,429.4
SALVADOREÑO	25	18,364.2	0	0.0	0	0.0	0	0.0
FINANCIERO	0	0.0	0	0.0	0	0.0	0	0.0
MERCANTIL	0	0.0	0	0.0	0	0.0	0	0.0
DESARROLLO	21	9,650.5	12	7,193.8	2	496.0	0	0.0
DE FOMENTO AGROPECUARIO	513	84,234.6	1,211	89,903.5	77	15,765.4	19	6,209.1
TOTAL	732	198,505.5	1,265	141,458.9	102	23,929.0	25	8,208.5

14/03/92

Tablevi.wkq

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TABLE VII. STATUS OF INVESTMENT PROJECTS IN FORMULATION
DURING 1992
AS OF SEPTEMBER 30, 1992 BY BANK

(€1,000)

BANK	FORMULATED		IN FORMULATION		NOT STARTED		DISCARDED		TOTAL	
	NO.	€	NO.	€	NO.	€	NO.	€	NO.	€
AGRICOLA COMERCIAL	4	1,816.0	0	0.0	2	550.0	0	0.0	6	2,366.0
CAPITALIZADOR	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
COMERCIO	4	1,076.8	0	0.0	3	1,331.3	0	0.0	7	2,408.1
CREDITO POPULAR	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
CUSCATLAN	5	6,367.1	0	0.0	3	1,600.0	0	0.0	8	7,967.1
HIPOTECARIO	7	3,150.7	0	0.0	8	3,297.5	0	0.0	15	6,448.2
SALVADOREÑO	0	0.0	0	0.0	1	200.0	0	0.0	1	200.0
FINANCIERO	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
MERCANTIL	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
DESARROLLO	3	1,967.3	0	0.0	2	708.3	0	0.0	5	2,675.6
FOMENTO AGROPECUARIO	45	7,673.3	0	0.0	49	16,370.3	4	1,248.6	98	25,292.2
TOTAL	68	22,051.2	0	0.0	68	24,057.4	4	1,248.6	140	47,357.2

20/10/92

table07.wkq

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TABLE VIII. STATUS OF INVESTMENT PROJECTS ALREADY FORMULATED
DURING 1992

AS OF SEPTEMBER 30, 1992 BY BANK

(€1,000)

BANK	1*		2*		3*		4*		5*		6*		7*	
	UNDER REVIEW BY UTFRA		RETURNED TO BANKS FOR CORRECTION		IN PROCESS OF APPROVAL BY BANKS		APPROVED BY BANKS		PROJECTS TURNED DOWN		CONTRACTED WITH BCR		TOTAL	
	NO.	€	NO.	€	NO.	€	NO.	€	NO.	€	NO.	€	NO.	€
ICOLA COMERCIAL	0	0.0	0	0.0	0	0.0	3	1,246.0	0	0.0	1	570.0	4	1,816.0
ITALIZADOR	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
ERCIO	0	0.0	0	0.0	0	0.0	4	1,076.8	0	0.0	0	0.0	4	1,076.8
DITO POPULAR	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
CATLAN	0	0.0	0	0.0	0	0.0	5	6,367.1	0	0.0	0	0.0	5	6,367.1
OTECARIO	0	0.0	0	0.0	0	0.0	1	100.0	0	0.0	5	1,429.4	6	1,529.4
VADOREÑO	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
ANCIERO	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
CANTIL	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
ARROLLO	0	0.0	0	0.0	0	0.0	3	1,967.3	0	0.0	0	0.0	3	1,967.3
SUB-TOTAL	0	0.0	0	0.0	0	0.0	16	10,757.2	0	0.0	6	1,999.4	22	12,756.6
ENTO AGROPECUARIO	0	0.0	0	0.0	0	0.0	27	3,085.5	0	0.0	19	6,209.1	46	9,294.6
TOTAL	0	0.0	0	0.0	0	0.0	43	13,842.7	0	0.0	25	8,208.5	68	22,051.2

TABLE IX. PERCENTAGE OF DELINQUENCY AND LOAN RECUPERATION OF PRODUCTION AND INVESTMENT LOANS
 BY BANK
 UNDER REDISCOUNT LINE AID 519-0307
 AS OF 06/30/92

(Value in Colons)

BANK (1)	DISBURSED (2)	REPAID (3)	DELINQUENCY (4)	PORTFOLIO (5)	PERCENTAGE DELINQUENCY (6) = (4) / (5)	PERCENTAGE RECUPERATION (7) = (3) / (3 + 4)
AGRICOLA COMERCIAL	53,517,126.13	42,711,070.28	341,203.19	10,806,055.85	3.16	99.21
CAPITALIZADOR	24,722,230.17	17,064,468.91	951,035.24	7,657,761.26	12.42	94.72
DE COMERCIO	23,975,781.25	17,813,064.95	149,322.26	6,162,716.30	2.42	99.17
DE CREDITO POPULAR	10,639,345.12	9,809,398.29	0.00	829,946.83	0.00	100.00
CUSCATLAN	70,715,112.54	66,384,372.12	0.00	4,330,740.42	0.00	100.00
HIPOTECARIO	39,440,793.97	35,795,009.91	1,583,954.76	3,645,784.06	43.45	95.76
SALVADOREÑO	87,416,843.96	53,480,713.49	346,515.30	33,936,130.47	1.02	99.36
FINANCIERO	0.00	0.00	0.00	0.00	0.00	0.00
MERCANTIL	10,646,442.00	7,786,715.41	0.00	2,859,726.59	0.00	100.00
DE DESARROLLO E INVERSION	20,873,368.68	16,814,840.43	0.00	4,058,528.25	0.00	100.00
DE FOMENTO AGROPECUARIO	86,389,263.58	63,418,699.58	9,425,394.89	22,970,564.00	41.03	87.06
T O T A L E S	428,336,307.40	331,078,353.37	12,797,425.64	97,257,954.03	13.16	96.28

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TABLE X. PERCENTAGE OF DELINQUENCY AND LOAN RECUPERATION OF PRODUCTION LOANS
 BY BANK
 UNDER REDISCOUNT LINE AID 519-0307
 AS OF 06/30/92

(Value in Colons)

BANK (1)	DISBURSED (2)	REPAID (3)	DELINQUENCY (4)	PORTFOLIO (5)	PERCENTAGE DELINQUENCY (6) = (4) / (5)	PERCENTAGE RECUPERATION (7) = (3) / (3 + 4)
AGRICOLA COMERCIAL	44,365,710.33	39,221,619.47	341,203.19	5,144,090.86	6.63	99.14
CAPITALIZADOR	15,466,416.83	10,766,614.78	951,035.24	4,699,802.05	20.24	91.88
DE COMERCIO	16,630,079.32	15,107,663.36	0.00	1,522,415.96	0.00	100.00
DE CREDITO POPULAR	8,812,145.36	8,812,145.31	0.00	0.05	0.00	100.00
CUSCATLAN	59,853,697.41	57,556,888.74	0.00	2,296,808.67	0.00	100.00
HIPOTECARIO	33,350,637.35	31,251,703.71	1,583,954.76	2,098,933.64	75.46	95.18
SALVADOREÑO	66,943,110.01	43,793,723.98	0.00	23,149,386.03	0.00	100.00
FINANCIERO	0.00	0.00	0.00	0.00	0.00	0.00
MERCANTIL	7,281,132.42	4,645,015.73	0.00	2,636,116.69	0.00	100.00
DE DESARROLLO E INVERSION	16,078,022.11	14,065,032.82	0.00	2,012,989.29	0.00	100.00
DE FOMENTO AGROPECUARIO	75,492,516.76	62,533,279.86	8,735,039.79	12,959,236.90	67.40	87.74
T O T A L E S	344,273,467.90	287,753,687.76	11,611,232.98	56,519,780.14	20.54	96.12

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TABLE XI. PERCENTAGE OF DELINQUENCY AND LOAN RECUPERATION OF INVESTMENT LOANS
 BY BANK
 UNDER REDISCOUNT LINE AID 519-0307
 AS OF 06/30/92

(Value in Colons)

BANK (1)	DISBURSED (2)	REPAID (3)	DELINQUENCY (4)	PORTFOLIO (5)	PERCENTAGE DELINQUENCY (6) = (4) / (5)	PERCENTAGE RECUPERATION (7) = (3) / (3 + 4)
AGRICOLA COMERCIAL	9,151,415.80	3,489,450.81	0.00	5,661,964.99	0.00	100.00
CAPITALIZADOR	9,255,813.34	6,297,854.13	0.00	2,957,959.21	0.00	100.00
DE COMERCIO	7,345,701.93	2,705,401.59	149,322.26	4,640,300.34	3.22	94.77
DE CREDITO POPULAR	1,827,199.76	997,252.98	0.00	829,946.78	0.00	100.00
CUSCATLAN	10,861,415.13	8,827,483.38	0.00	2,033,931.75	0.00	100.00
HIPOTECARIO	6,090,156.62	4,543,306.20	0.00	1,546,850.42	0.00	100.00
SALVADOREÑO	20,473,733.95	9,686,989.51	346,515.30	10,786,744.44	3.21	96.55
FINANCIERO	0.00	0.00	0.00	0.00	0.00	0.00
MERCANTIL	3,365,309.58	3,141,699.68	0.00	223,609.90	0.00	100.00
DE DESARROLLO E INVERSION	4,795,346.57	2,749,807.61	0.00	2,045,538.96	0.00	100.00
DE FOMENTO AGROPECUARIO	10,896,746.82	885,419.72	690,355.10	10,011,327.10	6.90	56.19
T O T A L E S	84,062,839.50	43,324,665.61	1,186,192.66	40,738,173.89	2.91	97.34

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(Value in Colones)

AÑO : 1987

QUARTER	I	II	III	IV
<u>PHASE I COOPERATIVES</u>				
NUMBER COOPS. WITH LOANS	9	46	61	71
NUMBER OF LOANS	10	65	88	115
AMOUNT GRANTED	4,010,207.00	39,629,284.20	45,361,410.00	52,967,334.46
AMOUNT DISBURSED	101,297.00	8,655,261.95	19,312,435.77	41,979,286.32
AMOUNT REPAID	.00	.00	15,250.00	2,317,438.52
OUTSTANDING BALANCE	101,297.00	8,655,261.95	19,297,185.77	39,661,847.80
<u>DECREE 207 BENEFICIARIES</u>				
NUMBER OF BENEFICIARIES	0	391	391	391
NUMBER OF LOANS	0	5	5	5
AMOUNT GRANTED	.00	1,845,298.00	1,845,298.00	1,845,298.00
AMOUNT DISBURSED	.00	1,068,150.00	1,092,600.00	1,092,600.00
AMOUNT REPAID	.00	.00	.00	.00
OUTSTANDING BALANCE	.00	1,068,150.00	1,092,600.00	1,092,600.00
<u>TOTAL</u>				
NUMBER OF LOANS	10	70	93	120
AMOUNT GRANTED	4,010,207.00	41,474,582.20	47,206,708.00	54,812,632.46
AMOUNT DISBURSED	101,297.00	9,723,411.95	20,405,035.77	43,071,886.32
AMOUNT REPAID	.00	.00	15,250.00	2,317,438.52
OUTSTANDING BALANCE	101,297.00	9,723,411.95	20,389,785.77	40,754,447.80

(Value in Colones)

AÑO : 1988

C U A R T E R	I	II	III	IV
<u>PHASE I COOPERATIVES</u>				
NUMBER COOPS. WITH LOANS	77	84	93	97
NUMBER OF LOANS	129	164	195	212
AMOUNT GRANTED	59,527,403.99	89,407,707.99	106,898,339.99	109,595,935.99
AMOUNT DISBURSED	46,838,868.81	59,458,806.45	79,308,397.41	96,203,212.45
AMOUNT REPAID	11,356,296.21	31,206,220.12	31,800,693.62	33,034,513.65
OUTSTANDING BALANCE	35,482,572.60	28,252,586.33	47,507,703.79	63,168,698.80
<u>DECREE 207 BENEFICIARIES</u>				
NUMBER OF BENEFICIARIES	391	391	391	391
NUMBER OF LOANS	5	5	7	7
AMOUNT GRANTED	1,845,298.00	1,845,298.00	1,982,198.00	1,982,198.00
AMOUNT DISBURSED	1,092,600.00	1,092,600.00	1,195,275.00	1,229,500.00
AMOUNT REPAID	7,894.38	1,092,600.00	1,092,600.00	1,092,600.00
OUTSTANDING BALANCE	1,084,705.62	.00	102,675.00	136,900.00
<u>T O T A L</u>				
NUMBER OF LOANS	134	169	202	219
AMOUNT GRANTED	61,372,701.99	91,253,005.99	108,880,537.99	111,578,133.99
AMOUNT DISBURSED	47,931,468.81	60,551,406.45	80,503,672.41	97,432,712.45
AMOUNT REPAID	11,364,190.59	32,298,820.12	32,893,293.62	34,127,113.65
OUTSTANDING BALANCE	36,567,278.22	28,252,586.33	47,610,378.79	63,305,598.80

(Value in Colones)

AÑO : 1989

Q U A R T E R	I	II	III	IV
PHASE I COOPERATIVES				
NUMBER COOPS. WITH LOANS	98	99	111	112
NUMBER OF LOANS	217	269	331	348
AMOUNT GRANTED	112,740,053.99	143,983,315.99	181,148,043.67	184,820,045.67
AMOUNT DISBURSED	98,373,231.52	108,636,069.68	132,063,374.10	151,567,857.46
AMOUNT REPAID	33,812,017.64	65,680,864.56	67,451,631.61	68,706,656.98
OUTSTANDING BALANCE	64,561,213.88	42,955,205.12	64,611,742.49	82,861,200.48
DECREE 207 BENEFICIARIES				
NUMBER OF BENEFICIARIES	391	466	581	651
NUMBER OF LOANS	7	10	12	15
AMOUNT GRANTED	1,982,198.00	2,655,990.00	3,487,490.00	4,847,490.00
AMOUNT DISBURSED	1,229,500.00	1,833,917.00	1,911,948.25	2,961,348.25
AMOUNT REPAID	1,229,500.00	1,229,500.00	1,229,500.00	1,229,500.00
OUTSTANDING BALANCE	.00	604,417.00	682,448.25	1,731,848.25
T O T A L				
NUMBER OF LOANS	224	279	343	363
AMOUNT GRANTED	114,722,251.99	146,639,305.99	184,635,533.67	189,667,535.67
AMOUNT DISBURSED	99,602,731.52	110,469,986.68	133,975,322.35	154,529,205.71
AMOUNT REPAID	35,041,517.64	66,910,364.56	68,681,131.61	69,936,156.98
OUTSTANDING BALANCE	64,561,213.88	43,559,622.12	65,294,190.74	84,593,048.73

(Value in Colones)

AÑO : 1990

QUARTER	I	II	III	IV
PHASE I COOPERATIVES				
NUMBER COOPS. WITH LOANS	114	120	178	194
NUMBER OF LOANS	362	474	628	662
AMOUNT GRANTED	191,374,672.67	269,278,005.43	308,955,476.68	319,396,996.98
AMOUNT DISBURSED	170,217,640.60	187,165,422.44	211,468,827.40	269,140,254.89
AMOUNT REPAID	75,735,052.32	124,572,342.01	128,445,013.13	130,689,864.18
OUTSTANDING BALANCE	96,482,588.28	62,793,080.43	83,023,814.27	138,450,390.71
DECREE 207 BENEFICIARIES				
NUMBER OF BENEFICIARIES	651	651	3,661	3,661
NUMBER OF LOANS	16	16	2,670	2,670
AMOUNT GRANTED	4,981,890.00	4,981,890.00	19,032,897.50	20,727,897.50
AMOUNT DISBURSED	4,071,148.25	4,205,548.25	18,070,055.77	19,527,805.77
AMOUNT REPAID	1,281,531.25	3,542,281.25	3,542,281.25	3,542,281.25
OUTSTANDING BALANCE	2,789,617.00	663,267.00	14,527,774.52	15,985,524.52
TOTAL				
NUMBER OF LOANS	378	490	3,298	3,332
AMOUNT GRANTED	196,356,562.67	274,259,895.43	327,988,374.18	340,124,894.48
AMOUNT DISBURSED	174,288,788.85	191,370,970.69	229,538,883.17	288,668,060.66
AMOUNT REPAID	75,016,583.57	127,914,623.26	131,987,294.38	134,232,145.43
OUTSTANDING BALANCE	99,272,205.28	63,456,347.43	97,551,588.79	154,435,915.23

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(Value in Colones)

AÑO : 1991

QUARTER	I	II	III	IV
<u>PHASE I COOPERATIVES</u>				
NUMBER COOPS. WITH LOANS	195	221	230	241
NUMBER OF LOANS	682	885	949	990
AMOUNT GRANTED	328,508,623.98	417,704,339.98	439,492,656.98	469,964,417.98
AMOUNT DISBURSED	283,328,041.55	295,609,582.01	339,152,324.49	378,577,940.29
AMOUNT REPAID	148,609,656.85	227,693,752.47	234,661,536.48	260,510,125.27
OUTSTANDING BALANCE	134,718,384.70	67,915,829.54	104,490,788.01	118,067,815.02
<u>DECREE 207 BENEFICIARIES</u>				
NUMBER OF BENEFICIARIES	3,679	5,109	6,159	6,159
NUMBER OF LOANS	2,671	3,740	3,846	3,847
AMOUNT GRANTED	20,780,897.50	35,640,812.50	36,181,012.50	36,205,412.50
AMOUNT DISBURSED	20,004,555.77	25,466,371.97	28,439,418.98	28,463,818.98
AMOUNT REPAID	3,745,581.25	19,380,638.75	19,380,638.75	19,380,638.75
OUTSTANDING BALANCE	16,258,974.52	6,085,733.22	9,058,780.23	9,083,180.23
<u>TOTAL</u>				
NUMBER OF LOANS	3,353	4,625	4,795	4,857
AMOUNT GRANTED	349,289,523.48	453,345,152.48	475,673,669.48	506,169,830.48
AMOUNT DISBURSED	303,332,597.32	321,075,953.98	367,591,743.47	407,041,759.27
AMOUNT REPAID	152,355,238.10	247,074,391.22	254,042,175.23	279,890,764.02
OUTSTANDING BALANCE	150,977,359.22	74,001,562.76	113,549,568.24	127,150,995.25

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TABLE XIII. DISTRIBUTION OF CREDITS GRANTED AND DISBURSED
UNDER REDISCOUNT LINE AID 519-0307
BY PURPOSE AND QUARTER

QUARTER	A M O U N T G R A N T E D				A M O U N T D I S B U R S E D				
	C O L O N E S (¢)				C O L O N E S (¢)				
	TOTAL	PRODUCTION	INVESTMENT	%	TOTAL	PRODUCTION	INVESTMENT	%	
JAN-MAR/87	4,010,207.00	0.00	4,010,207.00	0.0	101,297.00	0.00	101,297.00	0.0	100.0
APR-JUN/87	37,464,375.20	32,710,320.20	4,754,055.00	87.3	9,622,114.95	6,890,201.45	2,731,913.50	71.6	28.4
JUL-SEP/87	5,732,125.80	1,598,800.00	4,133,325.80	27.9	10,681,623.82	6,522,947.44	4,158,676.38	61.1	38.9
OCT-DEC/87	7,605,924.46	400,000.00	7,205,924.46	5.3	22,666,850.55	17,475,611.14	5,191,239.41	77.1	22.9
JAN-MAR/88	6,560,069.53	608,100.00	5,951,969.53	9.3	4,859,582.49	945,968.57	3,913,613.92	19.5	80.5
APR-JUN/88	29,880,304.00	25,655,836.00	4,224,468.00	85.9	12,619,937.64	6,693,552.52	5,926,385.12	53.0	47.0
JUL-SEP/88	17,627,532.00	8,985,234.00	8,642,298.00	51.0	19,952,265.96	12,075,098.25	7,877,167.71	60.5	39.5
OCT-DEC/88	2,597,596.00	787,453.00	1,910,143.00	29.2	16,929,040.04	13,690,702.56	3,238,337.48	80.9	19.1
JAN-MAR/89	3,144,118.00	0.00	3,144,118.00	0.0	2,170,019.07	71,156.16	2,098,862.91	3.3	96.7
APR-JUN/89	31,917,054.00	25,482,751.00	6,434,303.00	79.8	10,867,255.16	4,847,733.02	6,019,522.14	44.6	55.4
JUL-SEP/89	37,996,227.68	26,302,116.93	11,694,110.75	69.2	23,505,335.64	14,661,608.34	8,843,727.30	62.4	37.6
OCT-DEC/89	5,032,002.00	4,810,002.00	222,000.00	95.6	20,553,883.36	18,339,768.40	2,214,114.96	89.2	10.8
JAN-MAR/90	6,689,027.00	3,357,427.00	3,331,600.00	50.2	19,759,583.14	16,154,618.99	3,604,964.15	81.8	18.2
APR-JUN/90	77,903,332.76	71,193,305.26	6,710,027.50	91.4	17,082,181.84	13,041,489.29	4,040,692.55	76.3	23.7
JUL-SEP/90	53,728,478.75	38,541,753.00	15,186,725.75	71.7	38,167,912.42	33,454,542.64	4,713,369.78	87.7	12.3
OCT-DEC/90	12,136,520.30	4,609,222.30	7,527,298.00	38.0	59,129,177.48	48,004,896.96	11,124,280.52	81.2	18.8
JAN-MAR/91	9,164,629.00	5,967,012.00	3,197,617.00	65.1	14,664,536.66	10,265,978.29	4,398,558.37	70.0	30.0
APR-JUN/91	104,055,629.00	98,666,624.00	5,389,005.00	94.8	17,743,356.66	15,706,550.89	2,036,805.77	88.5	11.5
JUL-SEP/91	22,328,517.00	12,074,935.00	10,253,582.00	54.1	46,515,789.49	35,050,376.68	11,465,412.81	75.4	24.6
OCT-DEC/91	30,496,161.00	24,814,501.00	5,681,660.00	81.4	39,450,015.80	32,926,737.73	6,523,278.07	83.5	16.5
JAN-MAR/92	19,331,980.39	18,017,898.39	1,314,082.00	93.2	24,344,010.71	22,342,391.75	2,001,618.96	91.8	8.2
APR-JUN/92	7,384,058.99	7,295,605.09	88,453.90	98.8	2,194,404.01	711,857.64	1,482,546.37	32.4	67.6
JUL-SEP/92	122,951,286.00	116,145,384.00	6,805,902.00	94.5	44,199,424.39	37,970,558.08	6,232,946.33	85.9	14.1
OCT-OCT/92	7,220,998.07	3,444,480.00	3,776,518.00	47.7	5,253,079.03	2,149,228.93	3,103,850.10	40.9	59.1
TOTAL	663,058,153.86	531,468,760.17	131,589,393.69	80.2	483,032,677.31	369,993,575.72	113,043,101.61	76.6	23.4

Tablexiii.wq

TABLE XIV. DISTRIBUTION OF CUMULATIVE REDISCOUNTS
 FOR ANNUAL PRODUCTION AND INVESTMENT PURPOSES
 BY SALVADORAN CENTRAL RESERVE BANK
 UNDER REDISCOUNT LINE AID 519-0307 AT END OF QUARTER

(Value in Colones)

YEAR : 1987

QUARTER	I	II	III	IV
LOANS TO COOPERATIVES				
NUMBER OF LOANS	10	65	88	115
% PRODUCTION	.00	50.77	42.05	33.04
% INVESTMENT	100.00	49.23	57.95	66.96
AMOUNT GRANTED	4,010,207.00	39,629,284.20	45,361,410.00	52,967,334.46
% PRODUCTION	.00	77.88	71.57	62.05
% INVESTMENT	100.00	22.12	28.43	37.95
LOANS TO DECREE 207 BENEFICIARIES				
NUMBER OF LOANS	0	5	5	5
% PRODUCTION	.00	100.00	100.00	100.00
% INVESTMENT	.00	.00	.00	.00
AMOUNT GRANTED	.00	1,845,298.00	1,845,298.00	1,845,298.00
% PRODUCTION	.00	100.00	100.00	100.00
% INVESTMENT	.00	.00	.00	.00

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TABLE XIV. DISTRIBUTION OF CUMULATIVE REDISCOUNTS
 FOR ANNUAL PRODUCTION AND INVESTMENT PURPOSES
 BY SALVADORAN CENTRAL RESERVE BANK
 UNDER REDISCOUNT LINE AID 519-0307 AT END OF QUARTER

(Value in Colones)

YEAR : 1988

Q U A R T E R	I	II	III	IV
LOANS TO COOPERATIVES				
NUMBER OF LOANS	129	164	195	212
% PRODUCTION	31.78	42.07	42.05	41.04
% INVESTMENT	68.22	57.93	57.95	58.96
AMOUNT GRANTED	59,527,403.99	89,407,707.99	106,898,339.99	109,595,935.99
% PRODUCTION	56.23	66.13	63.59	62.74
% INVESTMENT	43.77	33.87	36.41	37.26
LOANS TO DECREE 207 BENEFICIARIES				
NUMBER OF LOANS	5	5	7	7
% PRODUCTION	100.00	100.00	100.00	100.00
% INVESTMENT	.00	.00	.00	.00
AMOUNT GRANTED	1,845,298.00	1,845,298.00	1,982,198.00	1,982,198.00
% PRODUCTION	100.00	100.00	100.00	100.00
% INVESTMENT	.00	.00	.00	.00

TABLE XIV. DISTRIBUTION OF CUMULATIVE REDISCOUNTS
 FOR ANNUAL PRODUCTION AND INVESTMENT PURPOSES
 BY SALVADORAN CENTRAL RESERVE BANK
 UNDER REDISCOUNT LINE AID 519-0307 AT END OF QUARTER

(Value in Colones)

YEAR : 1989

QUARTER	I	II	III	IV
LOANS TO COOPERATIVES				
NUMBER OF LOANS	217	269	331	348
% PRODUCTION	40.09	45.35	47.43	49.14
% INVESTMENT	59.91	54.65	52.57	50.86
AMOUNT GRANTED	112,740,053.99	143,983,315.99	181,148,043.67	184,820,045.67
% PRODUCTION	60.99	65.41	66.05	66.60
% INVESTMENT	39.01	34.59	33.95	33.40
LOANS TO DECREE 207 BENEFICIARIES				
NUMBER OF LOANS	7	10	12	15
% PRODUCTION	100.00	90.00	91.67	93.33
% INVESTMENT	.00	10.00	8.33	6.67
AMOUNT GRANTED	1,982,198.00	2,655,990.00	3,487,490.00	4,847,490.00
% PRODUCTION	100.00	77.24	82.67	87.53
% INVESTMENT	.00	22.76	17.33	12.47

TABLE XIV. DISTRIBUTION OF CUMULATIVE REDISCOUNTS
 FOR ANNUAL PRODUCTION AND INVESTMENT PURPOSES
 BY SALVADORAN CENTRAL RESERVE BANK
 UNDER REDISCOUNT LINE AID 519-0307 AT END OF QUARTER

(Value in Colones)

YEAR : 1990

Q U A R T E R	I	II	III	IV
LOANS TO COOPERATIVES				
NUMBER OF LOANS	362	474	628	662
% PRODUCTION	49.45	56.96	59.71	58.16
% INVESTMENT	50.55	43.04	40.29	41.84
AMOUNT GRANTED	191,374,672.67	269,278,005.43	308,955,476.68	319,396,996.98
% PRODUCTION	66.08	73.40	71.90	70.46
% INVESTMENT	33.92	26.60	28.10	29.54
LOANS TO DECREEE 207 BENEFICIARIES				
NUMBER OF LOANS	16	16	2,670	2,670
% PRODUCTION	87.50	87.50	99.93	99.93
% INVESTMENT	12.50	12.50	.07	.07
AMOUNT GRANTED	4,981,890.00	4,981,890.00	19,032,897.50	20,727,897.50
% PRODUCTION	85.17	85.17	96.12	96.44
% INVESTMENT	14.83	14.83	3.88	3.56

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TABLE XIV. DISTRIBUTION OF CUMULATIVE REDISCOUNTS
 FOR ANNUAL PRODUCTION AND INVESTMENT PURPOSES
 BY SALVADORAN CENTRAL RESERVE BANK
 UNDER REDISCOUNT LINE AID 519-0307 AT END OF QUARTER

(Value in Colones)

YEAR : 1991

Q U A R T E R	I	II	III	IV
LOANS TO COOPERATIVES				
NUMBER OF LOANS	682	885	949	990
% PRODUCTION	57.92	66.10	64.28	63.94
% INVESTMENT	42.08	33.90	35.72	36.06
AMOUNT GRANTED	328,508,625.98	417,704,339.98	439,492,656.98	469,964,417.98
% PRODUCTION	70.32	75.46	74.46	74.92
% INVESTMENT	29.68	24.54	25.54	25.08
LOANS TO DECREE 207 BENEFICIARIES				
NUMBER OF LOANS	2,671	3,740	3,846	3,847
% PRODUCTION	99.89	99.84	99.79	99.77
% INVESTMENT	.11	.16	.21	.23
AMOUNT GRANTED	20,780,897.50	35,640,812.50	36,181,012.50	36,205,412.50
% PRODUCTION	96.19	96.77	95.32	95.26
% INVESTMENT	3.81	3.23	4.68	4.74

TABLE XIV. DISTRIBUTION OF CUMULATIVE REDISCOUNTS
 FOR ANNUAL PRODUCTION AND INVESTMENT PURPOSES
 BY SALVADORAN CENTRAL RESERVE BANK
 UNDER REDISCOUNT LINE AID 519-0307 AT END OF QUARTER

(Value in Colones)

YEAR : 1992

Q U A R T E R	I	II	III	IV
LOANS TO COOPERATIVES				
NUMBER OF LOANS	1,167	1,172	1,382	1,428
% PRODUCTION	69.15	69.20	72.35	71.22
% INVESTMENT	30.85	30.80	27.65	28.78
AMOUNT GRANTED	487,616,523.38	495,000,582.37	610,851,868.37	617,963,491.37
% PRODUCTION	75.55	75.90	79.00	79.00
% INVESTMENT	24.45	24.10	21.00	21.00
LOANS TO DECREE 207 BENEFICIARIES				
NUMBER OF LOANS	4,894	4,894	4,914	4,915
% PRODUCTION	99.82	99.82	99.81	99.81
% INVESTMENT	0.18	0.18	0.19	0.19
AMOUNT GRANTED	37,885,287.49	37,885,287.49	44,985,287.49	45,094,662.49
% PRODUCTION	95.47	95.47	96.00	96.00
% INVESTMENT	4.53	4.53	4.00	4.00

TABLE XV. PURPOSE OF REDISCOUNTED INVESTMENT LOANS MADE TO PHASE I COOPERATIVES
 UNDER REDISCOUNT LINES AID 519-0307
 CUMULATIVE AS OF OCTOBER 31, 1992

(Value in Millions Colones)

PURPOSE	REDISCOUNTS (c Millions)	PERCENT OF TOTAL
MACHINERY AND EQUIPMENT	31.9	28.6
Purchase of new machinery and repair of existing machinery		
INFRASTRUCTURE	3.2	2.8
LIVESTOCK	14.4	12.9
Dairy	2.9	
Beef	1.0	
Dual purpose (dairy/beef)	8.9	
Swine	0.2	
Poultry	1.1	
Bees	0.0	
Egg production	0.2	
CROPS	51.8	46.4
New coffee plantations	19.1	
Renovation of coffee plantations	24.3	
Repopulation of coffee plantations	0.3	
Citrus	1.1	
Bananas	2.8	
Cardamomo	0.5	
Henequen	2.3	
Cashue	1.1	
Coconut	0.3	
Papaya	0.0	
AGROINDUSTRY	10.4	9.3
Coffee processing	10.4	
Feed Plant	0.0	
TOTAL	111.6	100.0

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TABLE XVI. PURPOSE OF PRODUCTION LOANS GRANTED TO PHASE I
COOPERATIVES, UNDER REDISCOUNT LINE AID 519-0307

CUMULATIVE AS OF 10/31/92

(Value in Colones)

PURPOSE	NUMBER OF LOANS		GRANTED		DISBURSED		REPAID		OUTSTANDING	
	No.	%	€	%	€	%	€	%	€	%
COFFEE	318	31.4	315,520,371.87	64.6	257,673,552.08	74.4	235,608,640.30	78.5	22,064,911.78	47.8
HENEQUEN	8	0.8	4,239,758.00	0.9	2,199,578.73	0.6	1,872,350.82	0.6	327,227.91	0.7
KENAF	4	0.4	1,985,165.00	0.4	1,339,697.01	0.4	1,147,006.31	0.4	192,690.70	0.4
OKRA	19	1.9	3,559,653.80	0.7	2,702,647.28	0.8	2,702,647.28	0.9	0.00	0.0
WATERMELON	5	0.5	532,610.00	0.1	362,795.62	0.1	362,795.62	0.1	0.00	0.0
SESAME	56	5.5	4,904,991.81	1.0	3,283,534.85	0.9	3,097,021.11	1.0	186,513.74	0.4
PEANUTS	13	1.3	714,000.00	0.1	602,757.09	0.2	492,190.48	0.2	110,566.61	0.2
CITRUS	1	0.1	9,880.00	0.0	9,880.00	0.0	9,880.00	0.0	0.00	0.0
BEEF FATTENING	50	4.9	11,226,664.69	2.3	9,994,237.70	2.9	8,837,297.53	2.9	1,156,940.17	2.5
MANGO	1	0.1	6,884.00	0.0	4,719.00	0.0	4,719.00	0.0	0.00	0.0
COCONUT	8	0.8	741,166.00	0.2	424,562.86	0.1	424,562.86	0.1	0.00	0.0
WORKING CAPITAL	12	1.2	3,264,796.97	0.7	3,287,590.14	0.9	2,630,501.47	0.9	657,088.67	1.4
MACHINERY AND EQUIPMENT	17	1.7	3,708,649.13	0.8	3,460,139.23	1.0	2,628,143.13	0.9	831,996.10	1.8
VIGNA	19	1.9	1,889,742.08	0.4	1,198,046.21	0.3	1,198,046.21	0.4	0.00	0.0
PLANTAIN	7	0.7	2,817,388.47	0.6	2,192,318.06	0.6	1,477,636.31	0.5	714,681.75	1.5
SOYBEANS	11	1.1	1,576,406.65	0.3	870,863.67	0.3	870,863.67	0.3	0.00	0.0
MELON	10	1.0	4,201,676.00	0.9	2,966,278.22	0.9	2,966,278.22	1.0	0.00	0.0
CORN, CONSUMPTION	248	24.5	59,948,582.49	12.3	19,126,714.43	5.5	9,022,055.81	3.0	10,104,658.62	21.9
CORN SEED	8	0.8	3,570,830.00	0.7	3,359,128.23	1.0	2,743,455.41	0.9	615,672.82	1.3
SORGHUM	43	4.2	5,493,295.86	1.1	4,638,922.53	1.3	3,641,376.33	1.2	997,546.20	2.2
PROPERTY IMPROVEMENTS	2	0.2	50,000.00	0.0	25,000.00	0.0	25,000.00	0.0	0.00	0.0
COCOA	3	0.3	1,007,000.00	0.2	633,194.35	0.2	432,658.56	0.1	200,535.79	0.4
VEGETABLES (TOMATOE)	3	0.3	100,138.00	0.0	0.00	0.0	0.00	0.0	0.00	0.0
PEPINO	1	0.1	18,375.51	0.0	18,375.51	0.0	18,375.51	0.0	0.00	0.0
BEEHAVE	1	0.1	17,398.54	0.0	17,398.54	0.0	17,398.54	0.0	0.00	0.0
RICE	113	11.2	37,712,059.59	7.7	10,633,028.35	3.1	5,739,805.94	1.9	4,893,222.41	10.6
BEANS	20	2.0	896,924.90	0.2	618,242.34	0.2	618,242.34	0.2	0.00	0.0
COTTON	9	0.9	14,862,241.32	3.0	12,220,512.06	3.5	9,248,209.83	3.1	2,972,302.23	6.4
COFFEE PROCESSING	1	0.1	2,500,000.00	0.5	1,495,046.62	0.4	1,495,046.62	0.5	0.00	0.0
CASHUE	1	0.1	995,654.00	0.2	995,654.00	0.3	995,654.00	0.3	0.00	0.0
HARIGOLD	1	0.1	127,500.00	0.0	103,349.00	0.0	0.00	0.0	103,349.00	0.0
TOTAL	1013	100	488,199,804.68	100	346,457,763.71	100	300,327,859.21	100	46,129,904.50	100.0

BANK	NUMBER OF COOPERATIVES WITH LOANS		NUMBER OF LOANS WITH COOPERATIVES		AMOUNT OF LOANS GRANTED WITH COOPERATIVES		NUMBER OF LOANS TO DECREE 207 BENEFICIARIES		AMOUNT OF LOANS TO DECREE 207 BENEFICIARIES	
	No.	%	No.	%	(c)	%	No.	%	(c)	%
AGRICOLA COMERCIAL DE E. S.	17	6.9	116	8.1	80,614,548.80	13.0	0	0.0	0.00	0.0
CAPITALIZADOR	13	5.3	100	7.1	31,394,806.76	5.1	1	0.0	32,300.00	0.1
DE COMERCIO DE EL SALVADOR	14	5.7	60	4.2	27,106,655.00	4.4	2	0.0	186,500.00	0.4
DE CREDITO POPULAR, S. A.	8	3.3	23	1.6	12,058,980.00	2.0	3	0.1	1,747,498.00	3.9
CUSCATLAN S. A.	23	9.4	104	7.3	76,046,806.00	12.3	0	0.0	0.00	0.0
HIPOTECARIO DE EL SALVADOR	27	11.0	148	10.4	94,174,324.65	15.2	0	0.0	0.00	0.0
SALVADOREÑO	16	6.5	109	7.6	95,718,503.96	15.5	7	0.1	4,593,017.00	10.2
MERCANTIL	10	4.1	39	2.7	12,727,365.30	2.1	4	0.1	234,700.00	0.5
DE DESARROLLO E INVERSION	14	5.7	89	6.2	32,621,835.00	5.3	2	0.0	69,375.00	0.2
DE FOMENTO AGROPECUARIO	102	42.1	615	44.8	155,499,665.90	25.2	4,896	99.6	38,231,272.49	84.8
TOTALES	244	100.0	1,428	100.0	617,963,491.37	100.0	4,915	100.0	45,094,662.49	100.0

TABLE XVIII. PURPOSE OF PRODUCTION LOANS GRANTED TO DECREE 207
BENEFICIARIES, UNDER REDISCOUNT LINE AID 519-0307

CUMULATIVE AS OF 01/10/92

(Value in Colones)

PURPOSE	NUMBER OF LOANS	GRANTED		DISBURSED		REPAID		OUTSTANDING	
		¢	%	¢	%	¢	%	¢	%
COFFEE	9	6,987,144.99	16.1	122,303.20	0.4	122,303.20	0.4	0.00	0.0
RICE	293	2,393,389.73	5.5	2,393,389.73	7.3	2,393,389.73	8.4	0.00	0.0
BEANS	619	2,596,591.45	6.0	2,488,191.45	7.6	2,488,191.45	8.7	0.00	0.0
BEEF FATTENING	1	994,800.00	2.3	994,800.00	3.1	994,800.00	3.5	0.00	0.0
MELON	5	3,854,200.00	8.9	3,854,200.00	11.8	3,854,200.00	13.5	0.00	0.0
CORN SEED	1	70,100.00	0.2	70,100.00	0.2	70,100.00	0.2	0.00	0.0
SORGHUM	833	1,858,501.91	4.3	1,858,501.91	5.7	1,858,501.91	6.5	0.00	0.0
CORN, CONSUMPTION	3144	22,563,525.60	52.1	18,876,123.75	57.9	14,801,883.81	51.9	4,074,239.94	100.0
COTTON	1	1,950,701.81	4.5	1,950,701.81	6.0	1,950,701.81	6.8	0.00	0.0
TOTAL	4,906	43,268,955.49	100.0	32,608,311.85	100.0	28,534,071.91	100.0	4,074,239.94	100.0

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TABLE XIX. INDICADORES DE RESULTADOS BAJO LA LINEA 519-0307
 TERCER TRIMESTRE 1992 Y PROYECTADO CUARTO TRIMESTRE DE 1992
 CONSOLIDADO

INDICADORES	Programado Trimestre	Realizado	Realizado Acumulado	Programado Proximo Trimestre
	(1)	(2)	(3)	(4)
1. LINEA DE REDESCUENTO				
a. CREDITOS DE INVERSION FASE I Y III				
Coop. Fase I (#)	20	15	171	11
Numero de Creditos	26	21	382	14
Monto contratado (US\$ 000)	953.20	800.69	20,149.26	400.00
Monto Desembolsado (US\$ 000)	1,200.00	733.28	17,220.67	600.00
Beneficiarios fase III (#)	0	0	1,176	0
Numero de Creditos	0	0	9	0
Monto contratado (US\$ 000)	0.00	0.00	262.18	0.00
Monto Desembolsado (US\$ 000)	0.00	0.00	250.88	0.00
b. CREDITO DE AVIO FASE I Y III				
Cooperativas Fase I (#)	104	180	197	32
Numero de Creditos	137	193	1,000	43
Monto Contratado (US\$ 000)	10,841.30	12,828.86	68,635.30	1,500.00
Monto Desembolsado (US\$ 000)	6,600.00	3,987.32	48,053.75	2,100.00
Beneficiarios Fase III (#)	0	914	6,944	200
Numero de Creditos	0	20	4,905	50
Monto Contratado (US\$ 000)	0.00	835.29	5,596.03	100.00
Monto Desembolsado (US\$ 000)	0.00	479.32	4,172.74	400.00
c. TOTAL FASE I Y III				
Cooperativas Fase I (#)	124	195	241	43
Numero de Creditos	163	214	1,382	57
Monto Contratado (US\$ 000)	11,794.50	13,629.55	88,784.56	1,900.00
Monto Desembolsado (US\$ 000)	7,800.00	4,720.60	65,274.42	2,700.00
Beneficiarios Fase III (#)	0	914	8,120	200
Numero de Creditos	0	20	4,914	50
Monto Contratado (US\$ 000)	0.00	835.29	5,858.21	100.00
Monto Desembolsado (US\$ 000)	0.00	479.32	4,423.62	400.00
d. Gran Total				
Numero de Creditos	163	234 X	6,296 ✓	107
Monto contratado (US\$ 000)	11,794.50	14,464.84	94,642.77	2,000.00
Monto Desembolsado (US\$ 000)	7,800.00	5,199.92	69,698.04	3,100.00
2. Valor de la Produccion (US\$ 000)				
a. Inversion				
		4,641.94	12,522.14	
Exportacion no Tradicional		9.49	23.94	
Exportacion Tradicional		700.67	2,878.01	
Sustitucion de Importaciones		3,307.04	6,069.07	
Consumo		624.74	3,551.12	
b. Avio				
		21,014.53	77,806.94	
Exportacion no Tradicional		1,059.72	5,446.59	
Exportacion Tradicional		10,218.76	47,426.80	
Sustitucion de Importaciones		784.78	1,149.75	
Consumo		8,951.27	23,783.80	
c. Total				
		25,656.47	90,329.08	
Exportacion no Tradicional		1,059.21	5,470.63	
Exportacion Tradicional		10,919.43	50,304.71	
Sustitucion de Importaciones		4,091.82	7,218.82	
Consumo		9,576.01	27,334.92	

3. Empleo Generado

(miles Hombres / Dias)

a. Inversion	836.78	3,597.09
Exportacion no Tradicional	0.67	6.35
Exportacion Tradicional	294.27	1,124.52
Sustitucion de Importaciones	391.80	1,390.39
Consumo	150.04	1,075.83
b. Avio	3,216.17	12,989.48
Exportacion no Tradicional	344.63	1,148.59
Exportacion Tradicional	1,459.60	7,691.04
Sustitucion de Importaciones	79.34	132.90
Consumo	1,332.60	4,016.95
c. total	4,052.96	16,586.58
Exportacion no Tradicional	283.51	1,085.50
Exportacion Tradicional	1,583.03	8,833.94
Sustitucion de Importaciones	593.07	1,199.73
Consumo	1,593.35	5,467.41

4. Adiestramiento

Cursos corto plazo

-Numero	0	0	72	0
-Participantes	0	0	1,450	0
En el Exterior				
-Numero	0	0	12	0
-Participantes	0	0	99	0
Charlas y Seminarios				
-Numero	37	266	128	0
-Participantes	3,522	4,319	6,564	0
Programa de Maestria				
-Numero Participantes	0	0	12	0

5. Estudios de Politica Crediticia

Numero de Estudios	0	0	7	0
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Notas :

- 1) El numero de cooperativas acumulado (columna 3) es el numero neto de cooperativas ; no asi el numero d cooperativas citado en las columnas (1) , (2) y (4) .
- 2) Todas las cantidades en Dolares en las columnas (1) , (2) y (4) , estan calculadas al tipo de cambi 8.50 = 1.00 US\$.
- 3) Los montos desembolsados incluyen los correspondientes a creditos contratados en el trimestre y en periodos anteriores .
- 4) El valor de la produccion y Empleo generado citado en la columna (2) , se refieren al ciclo agricola 9
- 5) El valor de la produccion y empleo generado citados en la columna (3) , corresponde a los ciclos del 8 al 91/92

TABLE XIX A. INDICADORES DE RESULTADOS BAJO LA LINEA 519-0307
 TERCER TRIMESTRE 1992 Y PROYECTADO CUARTO TRIMESTRE DE 1992
 BANCA COMERCIAL

INDICADORES	Programado Trimestre (1)	Realizado (2)	Realizado Acumulado (3)	Programado Proximo Trimestre (4)
1. Línea de Redescuento				
a. Créditos Inversión				
Coop. Fase I (Número)	5	3	110	3
Número de Créditos	7	4	257	4
Monto contratado (US\$ 000)	250.30	134.21	15,805.38 ✓	100.00
Monto Desembolsado (US\$ 000)	200.00	197.44	13,466.69	100.00
Benefic. fase III (Número)	0	0	90	0
Número de Créditos	0	0	2	0
Monto contratado (US\$ 000)	0.00	0.00	140.00	0.00
Monto Desembolsado (US\$ 000)	0.00	0.00	137.30	0.00
b. CREDITO DE AVIO				
Cooperativas Fase I (numero)	8	25	131	4
Número de Créditos	12	38	514	6
Monto Contratado (US\$ 000)	1,500.00	4,593.57	54,580.35 ✓	500.00
Monto Desembolsado (US\$ 000)	1,600.00	2,771.25	40,250.36	600.00
Beneficiarios Fase III(numero)	0	0	561	0
Número de Créditos	0	0	17	0
Monto Contratado (US\$ 000)	0.00	0.00	1,005.20	0.00
Monto Desembolsado (US\$000)	0.00	0.00	795.19	0.00
c. Total Fase I y III				
Cooperativas fase I (numero)	13	28	241	7
Número de créditos	19	42	771	10
Monto contratado(US\$ 000)	1,750.30	4,727.78	70,385.73	600.00
Monto Desembolsado (US\$ 000)	1,800.00	2,968.69	53,717.05	700.00
Beneficiarios Fase III(numero)	0	0	651	0
Número de Créditos	0	0	19	0
Monto Contratado (US\$ 000)	0.00	0.00	1,145.20	0.00
Monto Desembolsado (US\$ 000)	0.00	0.00	932.49	0.00
d. Gran Total				
Número de Créditos	19	42	790	10
Monto Contratado (US\$ 000)	1,750.30	4,727.78	71,530.93 ✓	600.00
Monto Desembolsado (US\$ 000)	1,800.00	2,968.69	54,649.54	700.00

Notas :

- 1) EL NUMERO DE COOPERATIVAS ACUMULADO (COLUMNA 3) ES EL NUMERO NETO DE COOPERATIVAS; NO ASI EL NUMERO DE COOPERATIVAS CITADO EN LAS COLUMNAS (1), (2), Y (4).
- 2) TODAS LAS CANTIDADES EN DOLARES EN LAS COLUMNAS (1), (2) Y (4), ESTAN CALCULADAS AL TIPO DE CAMBIO DE e8.50 = 1.00 U.S.\$.
- 3) LOS MONTOS DESEMBOLSADOS INCLUYEN LOS CORRESPONDIENTES A CREDITOS CONTRATADOS EN EL TRIMESTRE Y EN PERIODOS ANTERIORES.

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TABLE XIX B. INDICADORES DE RESULTADOS BAJO LA LINEA 519-0307
 TERCER TRIMESTRE 1992 Y PROYECTADO CUARTO TRIMESTRE DE 1992
 BANCA DE FOMENTO AGROPECUARIO

INDICADORES	Programado	Realizado	Realizado	Programado
	Trimestre		Acumulado	Proximo Trimestre
	(1)	(2)	(3)	(4)
1. LINEA DE REDESCUENTO				
a. CREDITOS DE INVERSION FASE I Y III				
Coop. Fase I (Numero)	15	12	61	8
Numero de Creditos	19	17	125	10
Monto contratado (US\$ 000)	702.90	666.48	4,343.89	300.00
Monto Desembolsado (US\$ 000)	1,000.00	535.84	3,753.98	500.00
Benefic. fase III (Numero)	0	0	1,086	0
Numero de Creditos	0	0	7	0
Monto contratado (US\$ 000)	0.00	0.00	122.18	0.00
Monto Desembolsado (US\$ 000)	0.00	0.00	113.58	0.00
b. CREDITO DE AVIO FASE I Y III				
Cooperativas Fase I (numero)	96	155	80	28
Numero de Creditos	125	155	486	37
Monto Contratado (US\$ 000)	9,341.30	8,235.29	14,054.95	1,000.00
Monto Desembolsado (US\$ 000)	5,000.00	1,216.07	7,803.39	1,500.00
Beneficiarios Fase III(numero)	0	914	6,036	200
Numero de Creditos	0	20	4,888	50
Monto Contratado (US\$ 000)	0.00	835.29	4,590.83	100.00
Monto Desembolsado (US\$000)	0.00	479.32	3,377.55	400.00
c. TOTAL FASE I Y III				
Cooperativas fase I (numero)	111	167	141	36
Numero de creditos	144	172	611	47
Monto contratado(US\$ 000)	10,044.20	8,901.77	18,398.84	1,300.00
Monto Desembolsado (US\$ 000)	6,000.00	1,751.91	11,557.37	2,000.00
Beneficiarios Fase III(numero)	0	914	7,122	200
Numero de Creditos	0	20	4,895	50
Monto Contratado (US\$ 000)	0.00	835.29	4,713.01	100.00
Monto Desembolsado (US\$ 000)	0.00	479.32	3,491.13	400.00
d. GRAN TOTAL				
Numero de Creditos	144	192	5,506	97
Monto Contratado (US\$ 000)	10,044.20	9,737.06	23,111.85	1,400.00
Monto Desembolsado (US\$ 000)	6,000.00	2,231.23	15,048.50	2,400.00

Notas :

- 1) EL NUMERO DE COOPERATIVAS ACUMULADO (COLUMNA 3) ES EL NUMERO NETO DE COOPERATIVAS; NO ASI EL NUMERO DE COOPERATIVAS CITADO EN LAS COLUMNAS (1), (2), Y (4).
- 2) TODAS LAS CANTIDADES EN DOLARES EN LAS COLUMNAS (1), (2) Y (4), ESTAN CALCULADAS AL TIPO DE CAMBIO DE e8.50 = 1.00 U.S.\$.
- 3) LOS MONTOS DESEMBOLSADOS INCLUYEN LOS CORRESPONDIENTES A CREDITOS CONTRATADOS EN EL TRIMESTRE Y EN PERIODOS ANTERIORES.
- 4) EL NUMERO DE BENEFICIARIOS DE LA FASE III COLUMNA (2), ES ESTIMADO

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