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

PERU

PROJECT PAPER

EXPORT TRADE AND DEVELOPMENT

AMENDMENT NUMBER 1

AID/LAC/P-781
CR-688

PROJECT NUMBER: 527-0349

UNCLASSIFIED

1

AGENCY FOR INTERNATIONAL DEVELOPMENT PROJECT DATA SHEET		1. TRANSACTION CODE <input checked="" type="checkbox"/> A = Add <input type="checkbox"/> C = Change <input type="checkbox"/> D = Delete	Amendment Number ONE	DOCUMENT CODE 3
2. COUNTRY/ENTITY PERU		3. PROJECT NUMBER 527-0349		
4. BUREAU/OFFICE LAC		5. PROJECT TITLE (maximum 40 characters) Export Trade and Development		

6. PROJECT ASSISTANCE COMPLETION DATE (PACD) MM DD YY 03/31/97	7. ESTIMATED DATE OF OBLIGATION (Under "B" below, enter 1, 2, 3, or 4) A. Initial FY 91 B. Quarter 4 C. Final FY 95
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A. FUNDING SOURCE	FIRST FY 91			LIFE OF PROJECT		
	E. FX	C. L/C	D. Total	E. FX	F. L/C	G. Total
AID Appropriated Total	4,000	500	4,500	16,700	2,800	19,500
(Grant)	(4,000)	(500)	(4,500)	(16,700)	(2,800)	(19,500)
(Loan)	()	()	()	()	()	()
Other U.S. 1.						
Other U.S. 2.						
Host Country						
Other Donor(s)	600		600	3,000	105	3,105
TOTALS	4,600	500	5,100	19,700	2,905	22,605

A. APPROPRIATION	B. ACTIVITY CODE	C. ACTIVITY CODE		D. OBLIGATIONS TO DATE		E. AMOUNT APPROVED THIS ACTION		F. LIFE OF PROJECT	
		1. Grant	2. Loan	1. Grant	2. Loan	1. Grant	2. Loan	1. Grant	2. Loan
(1) ESF	PEB1			4,500	--	--	--	19,500	--
(2)									
(3)									
(4)									
TOTALS				4,500	--	--	--	19,500	--

10. SECONDARY TECHNICAL CODES (maximum 3 codes of 3 positions each)	11. SECONDARY ACTIVITY CODE PETI* - PEEM - EDPE
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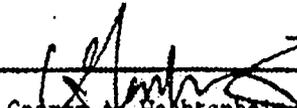
12. SPECIAL INTEREST CODES (maximum 7 codes of 4 positions each)					
A. Code	NAR	TIP*	RUR	TWN	CIT
B. Amount	19,500	19,500	7,800	3,900	7,800

13. PROJECT PURPOSE (maximum 400 characters)

The purpose of the project is to generate employment and to increase Peru's exports, primarily non-traditional exports.

14. SCHEDULED EVALUATIONS	15. SOURCE/ORIGIN OF GOODS AND SERVICES
Interim MM YY MM YY Final MM YY 03/94 03/95 02/97	<input checked="" type="checkbox"/> 000 <input type="checkbox"/> 941 <input type="checkbox"/> Local <input checked="" type="checkbox"/> Other (Specify) Peru

16. AMENDMENTS/NATURE OF CHANGE PROPOSED (This is page 1 of a _____ page PP Amendment.)
 Amendment No. One makes the following changes: name and project purpose change, beneficiary base expansion, addition of complementary project activities and studies and budget revisions to reflect these changes.
 Mission Controller has reviewed and concurs with the methods of implementation and financing included herein.

17. APPROVED BY	Signature  George A. Wachtenheim	18. DATE DOCUMENT RECEIVED IN AID/W. OR FOR AID/W DOCUMENTS, DATE OF DISTRIBUTION MM DD YY 3/15/93
	Title Mission Director	

PROJECT AUTHORIZATION
Amendment One

Name of Country: Peru
Name of Project: Export Trade and Development
Number of Project: 527-0349

A. Pursuant to Section 531 of the Foreign Assistance Act of 1961, as amended, the Investment and Export Promotion Project for Peru was authorized on September 30, 1991, (the "Authorization"). The Authorization is hereby amended as follows:

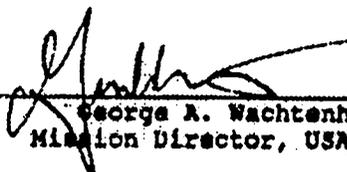
1. Section 1 of the Authorization is deleted in its entirety and the following is substituted in lieu thereof:

"1. Pursuant to Part II, Chapter 4, Section 531 of the Foreign Assistance Act of 1961, as amended, I hereby authorize the Export Trade and Development Project ("Project") for Peru, involving planned obligations of not to exceed Nineteen Million Five Hundred Thousand United States Dollars (US\$19,500,000) in grant funds ("Grant") over a five year period from the date of authorization, subject to the availability of funds in accordance with the A.I.D. OYB/allotment process, to help in financing foreign exchange and local currency costs for the Project. The planned life of the Project is sixty six months from the date of initial obligation."

2. Section 2 of the Authorization is deleted in its entirety and the following is substituted in lieu thereof:

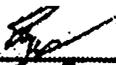
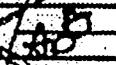
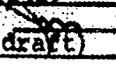
"2. The project consists of the provision of technical assistance to non-traditional exporters in agriculture and industry and the enhancement of the export promotion services capability of the Association of Exporters (ADEX) and other export promotion organizations to provide sustained export services after the end of the Project. The Project will consist of two components: an export promotion services component to help identify export enterprises with the potential to increase their exports rapidly and a component to provide technical assistance to those export enterprises identified for Project support."

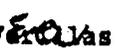
B. Except as modified herein, the Authorization remains in full force and effect.



George A. Wachtenheim
Mission Director, USAID/Peru

Date: 3/15/93

Clearances: A/PDP:Wegan 
OER:RGoldman 
OER:ADavis 
CONT:PKramer 
RLA:JBorns (draft)

Drafter: PDP:ECV  las:glp

PROJECT PAPER SUPPLEMENT
Export Trade and Development (ETD) Project No.527-0349
(formerly Investment and Export Promotion Project)

I. BACKGROUND

The Investment and Export Promotion (IEP) Project was authorized on September 30, 1991 approving \$19,500,000 in Grant funds with a planned life of project of five and one half years through March 31, 1997. The Project consists of the provision of technical assistance to non-traditional exporters in agriculture and industry and the enhancement of the export promotion services capability of the Association of Exporters (ADEX) and other export promotion organizations to provide sustained export services after the end of the Project.

The Project Paper describes three Project components: (a) an export promotion services component to help identify export enterprises with the potential to increase their exports rapidly; (b) a component to provide technical assistance to those export enterprises identified for Project support; and (c) a local currency credit line component to meet the lending needs of non-traditional exporters. Grant agreements were signed on September 30, 1991 with ADEX and the International Executive Services Corps (IESC) for \$18.5 million and \$1.0 million, respectively.

Unfortunately, a series of events in 1992 delayed the timely provision of the Project's main activity, technical assistance (TDYs), and retarded the achievement of project goals. These events were (a) the disbandment of the Peruvian Congress on April 5, 1992; (b) the spate of bombings in Lima during July 1992; and (c) the delays in receiving Section 599 guidance.

The first event placed IEP in a holding pattern under which just a minimum of project implementation activities were undertaken six months after the two Grants were signed. On April 6, 1992, AA/LAC Michel specifically instructed the Mission to suspend the RFP process for the IEP Institutional Contractor until further notice. The second series of events placed in question the security of project personnel and, more importantly in terms of the Project, the timely provision of expatriate TA. Almost all of the Project's activities are premised on the provision of timely expatriate technical experts to conduct seminars and visit non-traditional export enterprises. During the latter half of calendar year 1992, the Project went through periods when consultants were prohibited from visiting Peru or were severely restricted in terms of number. The latter is still the case. Country clearance is required for all official visitors and the number of visitors is restricted.

Finally, when the political situation in Peru might have allowed a return to normal operations, Section 599 of the FAA was passed, and all "Trade and Investment" projects had to be specifically reviewed for conformance to the Act. The Mission reviewed IEP to ensure that the Project was not engaged in any activities that were likely to result in the loss of U.S. jobs or would contribute to the violation of internationally recognized workers rights. AID/Washington accepted our findings, and finally allowed the Mission to restart the RFP process in January 1993.

The events of April 5, 1992 and the delay in receiving Section 599 guidance resulted in postponing the procurement of the services of an Institutional Contractor (IC) as envisioned under the PP. The IC's role is to strengthen the export promotion services capabilities of ADEX and other appropriate organizations over time, both through the demonstration effect of their own work and through direct skills transfer to their staffs. The deadline for IC proposals is now March 29, 1993. Despite all these problems, eleven project seminars to promote an array of non-traditional exports and related services were implemented by ADEX during CY 1992. The Project is having an impact, if not yet on the scale anticipated in our original plans.

II. DISCUSSION

The Mission's strategic objectives under the Counternarcotics Initiative have not changed. USAID is assisting the GOP and the productive private sector to: stabilize the economy through macroeconomic adjustments; reorient and open the economy for increased foreign exchange earnings so that coca can be replaced by non-traditional exports and efficient import substitution; promote economic growth to create employment; and strengthen Peruvian institutions in order to promote democracy, implement judicial reforms and guarantee basic human rights.

The goal of IEP is to support a rapid and sustainable private sector-led reactivation that generates foreign exchange, employment and boosts productivity. The purpose of the Project is to generate employment and to increase Peru's non-traditional exports and investment in export activities.

The changes outlined below will not alter our strategic objectives. In fact, they will enhance the opening up of the economy to increase productive and licit economic activity and generate employment. They, and ongoing project activities, also allow the Mission to actively facilitate two-way trade and support U.S. exports of goods and services to Peru. In sum, the principal purpose of the PP supplement is to allow the Project to undertake additional activities in private enterprise development while remaining consistent with our strategic objectives.

A. Revisions:

1. Investment: The PP called for the Ministry of Economy and Finance (MEF) to enter into a local currency agreement with the Central Reserve Bank (BCR) for the establishment of a \$50.0 million local currency export credit line. However, this will not materialize.

The credit line was to have been a host country contribution (HCC) tied to the FY 1991 (and later years) Economic Stabilization and Recovery Program (ESRP), a balance of payments cash transfer program. After ESRP was designed, AID/W guidance on such programs was revised to eliminate the requirement for local currency "generation" under cash transfers in which the dollars are intended for payment on external public sector debt (BOP). On advice from AA/LAC, ESRP was revised to reduce HCC requirements to the equivalent of \$20 million for the \$50 million grant (\$4.5 million for the Mission OE Trust Fund, \$500,000 for the MEF special unit, and \$15 million for Selva Coastal road rehabilitation). By the time the first tranche of ESRP was ready for disbursement, the GOP had begun a Rights Accumulation Program (RAP) with the IMF which required strict budgetary austerity. The credit line was an item which was unlikely to gain acceptance under the RAP terms. Government - financed credit programs had all come under IMF review for reform or elimination, the Ministry of Economy and Finance stated strong reluctance to establish the credit line and some technical studies questioned the appropriateness of such a credit line. Therefore, the USAID determined it should be dropped.

It is important that the elimination of this third component of the Project be formalized for the record. The Project's title should also be changed to reflect this. Revision No.2, which follows, proposes this. Finally, the Project purpose should also be amended dropping the reference to investment. The purpose would read as follows:

The purpose of the Project is to generate employment and to increase Peru's exports, primarily non-traditional exports.

The Mission also intends to amend the logical framework of the Project at a later date to reflect the above changes. However, this will be undertaken once the Project's data base is established by the Institutional Contractor. End of Project Status (EOPS) indicators will also be revised at that time.

2. Project Title: Investment is no longer a Project component. The revisions proposed in item three below, expanding the beneficiary base of the Project, also support a broader Project title. It is recommended that IEP be renamed to the Export Trade and Development Project (ETD). AID/Washington will be

advised of this change in order that documentation circulated within AID and outside the Agency accurately reflect this change.

3. Broadening the Beneficiary Base: The primary focus of the Project, the promotion of non-traditional exports, remains the principal purpose of the Project. The PP adequately provides the rationale for this. However, the PP also specifically states that the Upper Hualлага Valley (UHV) will receive assistance under the Project as part of the effort to strengthen the legitimate economy of this region. This is further underscored in terms of the origin of Project funds -- NSD-18.

It is not realistic, given such constraints as communications infrastructure in the UHV, to limit Project resources solely to the promotion of non-traditional exports in order to improve the economy in the coca-producing areas. While the Project will principally promote non-traditional exports in this geographic area (such as shrimp and lemon grass), it is recommended that the Project be accorded flexibility to also engage in the promotion of traditional and non-export crops and products with strong prospects. These are "exports" from the coca-producing zones which may or may not be exported from Peru and also have the potential to expand and increase employment and earnings assisting in the reactivation of the economy. These are items such as rice, corn, dairy and meat products, cocoa, coffee as well as agro-industries and small and medium-size businesses. The potential of small business to create jobs and promote economic growth, even in difficult economic situations, has been amply documented.

4. Complementary Project Activities: In order to maximize the impact of the Project, it must be flexible enough to incorporate other private sector initiatives that are deemed consistent with our strategic objectives. This, of course, assumes that the Mission and our counterparts have the prerequisite human and financial resources to adequately manage these programs.

For example, the Project personnel would be the Mission's backstop for regional and centrally funded resources for private enterprise programs offered by the LAC Bureau, PRE and R&D. LAC's Trade and Investment Development Project (TIDP) is an example. Through TIDP, the Mission has requested that LAC assist the Lima Chamber of Commerce (COC/L) in starting an arbitration center. This would significantly reduce the judicial caseload saving millions of dollars in commercial law suits and improve the image of Peru abroad since entrepreneurs would have an efficient mechanism of recourse to settle differences.

Other activities such as those market-linkage projects offered by Agricultural Cooperative Development International (ACDI) where technical assistance is offered to identify U.S. importers of non-traditional exports and those

envisioned under the proposed CONFIEP/ADEX project, Proyecto Empresarial Peruano (PEP), should be considered under ETD. The latter proposes a private sector-led 18-month study and analysis of Peru by geographic zones in order to identify and gauge potential in all sectors (agro-industry, energy, fishing, mining, forestry, tourism and handicrafts) for development. PEP could serve as an important strategic planning resource for ETD activities over the medium term.

The provision of short-term formal and non-formal training programs through ETD would further serve to promote the Project's overall objectives. Agencies such as APHIS could be tapped to train Peruvian quality control and inspection personnel in short-term APHIS-organized courses in the U.S. to promote quality exports. Entrepreneurs International, sponsored by AID and the U.S. Department of Commerce, arranges on-the-job training for entrepreneurs from developing countries with U.S. businesses. Training generally lasts for 2-12 weeks. Experience has shown that many U.S. firms have ended up training future customers, suppliers and business contacts and that trainees tend to have a better understanding of, and preference for, U.S. goods and services. Finally, during several field-trips UHV contacts such as the local Chambers of Commerce have expressed a need for seminars and short-term courses in basic business skills. The ability to draw up market studies and formulate business proposals for credit were two areas specifically identified. These courses are not available in the UHV and, if provided, would complement the efforts of USAID-sponsored alternative development projects such as the ongoing Upper Huallaga Area Development and proposed Selva Economic Revitalization Projects.

These training activities and other programs outlined above (TIDP, ACDI, PEP) were not specifically contemplated in the Project's budget but could significantly enhance the attainment of the Project's objectives. It is recommended that ETD be revised to allow for the Mission to incorporate these activities.

Although exports were explicitly targeted for support in the IEP Project Paper, the Mission will continue to review export promotion activities in terms of their applicability to restrictions such as the Bumpers Amendment. Regional Legal Advisor Stephen C. Allen's March 28, 1991 memorandum to USAID/Bolivia provides the most comprehensive guidance on Bumpers and supersedes GC/LAC Marta Velazquez' April 26, 1990 memorandum to the Mission which was referred to in the IEP Project Paper. Although the International Narcotics Act of 1990 (INCA 90) contains a waiver of restrictions applicable to Development Assistance and Economic Support Funds as of FY 1991 providing "notwithstanding" language in terms of Bumpers for coca-producing countries, the Mission has determined it prudent to take precautions consistent with AID Policy Determination 15 to ensure that Peruvian exports

assisted under the Project do not directly compete with exports of similar U.S. agricultural commodities to third countries and have a significant impact on U.S. exporters. The Mission will determine whether Peruvian exports assisted under this Project are considered "sensitive" and, if so, consult with the relevant USG authorities in order to make a final determination on whether the use of projects funds is appropriate.

5. Studies: Finally, it is recommended that a portion of ETD funds be devoted to the implementation of studies which recommend urgent GOP policy reforms, the revision of other GOP administrative procedures which facilitate trade, and strategic planning reports which promote private enterprise and non-traditional export activities. Although the Mission's Policy Analysis, Planning and Implementation Project (PAPI) has funds for some of these, they are very limited. ETD needs to internalize studies and policy reform directly related to its goals. Some of these studies, such as PEP, have been recommended by the multi-sectoral Export Sector Panel established under ETD. It is important that ETD have the flexibility to finance such studies following the determination that they are of a priority nature and are consistent with the goal and purpose of the Project. Studies proposed under the project will be discussed with PAPI personnel for their inputs and to ensure no duplication of effort.

III. STAFF WORKLOAD IMPLICATIONS AND IMPLEMENTATION STRATEGY

A. Staff Implications:

The incorporation of the above-mentioned activities and sub-projects will increase staff workload, primarily that of our counterparts. However, ADEX has shown during CY 1992 that even though it faced several serious constraints from circumstances beyond its control, it was able to accomplish a great deal. With a five-fold ADEX project staff increase slated this year, the additional responsibilities are manageable.

ADEX organized eleven different seminars to promote non-traditional exports in CY 1992. These events covered topics such as jewelry casting, packaging, pattern making techniques, phytosanitary measures, garlic, pulses, asparagus, coffee, jojoba, and onions. Five of these eleven seminars were held in multiple locales. In all, activities took place in nineteen different cities. This was accomplished by three full-time professional ADEX project staffers effectively utilizing visiting technical consultants. ADEX, during CY 1993, will increase its full-time project staff from three to nine professionals.

Furthermore, activities were accomplished without the collaborative services of the Project's IC for the reasons stated earlier. The IC should be in place before the end of FY 1993 with its professional complement of eight full-time members. In effect,

by the beginning of FY 1994, ADEX/IC project staff dedicated full time to ETD activities will increase from three to seventeen people, sufficient human resources to manage the additional activities described above and others which are deemed appropriate.

B. Implementation Strategy:

1. Broadening the Beneficiary Base: This will pose little if any additional burdens on ETD counterpart staff. In terms of implementing a seminar, it is just a matter of adding one or two strategic UHV cities to the other Peruvian locales for the ADEX seminar and budgeting for an additional two to four days for the visiting TA expert who will make the majority of the seminar presentations. For example, Tarapoto (San Martin) would be added by ADEX to cover the UHV for a shrimp cultivation seminar also to be staged in Tumbes and Arequipa. If security is a problem in the UHV, seminar participants would be invited to the nearest seminar sites outside the region.

The provision of direct TA services (when an expert visits Peru to consult with a group of specific private sector enterprises such as fish processors in Paíta and Chimbote) will be handled by the IC team, one of its principal responsibilities included in their direct contract with the Mission. This same mechanism (IC direct TA) would be used to assist agribusinesses and small/medium businesses in the UHV in addition to drawing upon local experts as needed. The IC's scope of work already mentions that the UHV is of particular importance to the Project and that special efforts will be conducted to implement promotional activities there.

Aside from providing the services of retired executives for direct TA to Peruvian firms, IESC has an "ABLE" study service. Using its computer data bank in the U.S., IESC can provide market studies (covering the U.S. and Europe) for nominal fees (\$1000-\$2000) within thirty days. The UHV-ETD emphasis should not adversely affect IESC's institutional capacity since it is anticipated that any workload increase will result in the more frequent use of IESC ABLE studies, easily organized by completing a few forms and the interested party transmitting them by fax to IESC/Lima to be forwarded to IESC U.S. headquarters for review and pricing.

2. Complementary Project Activities: Any increased use of AID centrally or regionally funded projects such as TIDP, in the case of COC/L's arbitration proposal, could impact on the workload of USAID's private sector division personnel. These will have to be studied on a case-by-case basis as they are developed. In the event an activity such as the COC/L arbitration center proposal cannot tap centrally/regionally funded projects, it can be incorporated as a subproject activity into ADEX's annual implementation plan. The PP states that ADEX should collaborate

with other business associations and ADEX has already expressed its willingness to do so.

ACDI activities are regarded as an ADEX subproject and this will minimize any administrative burdens on the Mission. In terms of PEP, should the Mission decide to devote resources to this study, the work in the initial information gathering phase will be the responsibility of ADEX and CONFIEP sectoral committees. The second phase of this study will be implemented by a private sector consultant firm whose services will be contracted by a multilateral donor to further refine and analyze proposed projects. In effect, ETD resources devoted to PEP represent seed money solely for the first phase of the study. The IC could assist ADEX in drawing up the contractual documentation needed to implement this study and participate in the selection of the firm.

An APHIS PASA was already described in detail in the PP. Headquartered at ADEX along with the IC, this PASA would be called upon to arrange any required short-term training with APHIS/Maryland headquarters. Likewise, the support services required by ADEX to make use of the U.S.-based Entrepreneurs International program would be minimal. ADEX responsibilities to support this activity involves selecting candidates for on-the-job training at U.S. businesses and providing some support costs to undertake the trip. Entrepreneurs International makes all U.S.-based arrangements directly with the firms providing the training. ADEX would have a larger subproject management role in terms of any short-term business courses held in the UHV by entities such as IPAE or the University of Piura and any competitively contracted studies required under the Project. In both instances, the IC would be called upon to assist ADEX draw up the terms of reference and help select the most responsive bid.

IV. REVISED BUDGET

Attachment A, the revised budget, not only shows changes in the PP supplement but also changes which occurred during project implementation.

A. The General Export Promotion Services budget component has been decreased by \$200,000. The budget line for the IC services has been decreased since the four-year contract has been reduced to three years, and the sectoral experts of the IC team will be contracted locally. These "savings" have been allocated for the following two new budget lines:

Export Promotion Activities-ADEX. A series of export promotion activities will be carried out by ADEX, such as management and marketing training for small/medium business, as well as TA for traditional and non-traditional export and non-export products for the coca producing regions (Upper Huallaga Valley); assistance for

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the participation in some fairs and trade missions abroad; participant training through the Entrepreneurs International program; sectoral and Export Sector Panel studies; exporter-importer linkage services; international and local travel for the ADEX team; and other export promotion activities.

Information and Documentation Center (CID)-ADEX. The Project will provide export information services and communications equipment sufficient to enable Peruvian exporters and producers to obtain up-to-date information on market conditions and opportunities for their products including prices, demand trends, identification of potential buyers, product specifications, quotas and entry requirements, among others. This includes the technicians to run the CID, training for the personnel of the Chambers of Commerce which will participate in the network, computers and communications equipment, trade publications, furniture and office equipment, software and information services, equipment maintenance services, studies and the contracting of the design of the CID.

B. The Technical Assistance budget component has only been increased by \$10,000 for Environmental Training. The APHIS Advisor budget line has been broadened to allow short-term advisory visits and short-term training in the U.S. For example, the ADEX Cooperative Agreement, in terms of APHIS, now reads as follows:

"APHIS Activities. The Project will finance the costs of an APHIS Inspector through a PASA who will provide a number of preclearance and inspection services to Project participants".

During 1993, short-term advisory visits by APHIS officers will take place preparing the arrival of the long-term APHIS inspector. Short-term APHIS-organized courses in the U.S. will be carried out to train Peruvian quality control and inspection personnel.

C. The Project Management budget component has been increased by \$190,000 to allow for additional ADEX personnel given increased management workload. The PSC Project Coordinator (PC) budget line item has been reduced by \$400,000 because this person has been contracted locally. This savings, in part, allows for additional funds for ADEX project administration. In addition, the amount of funds for evaluations was reduced by \$50,000 to \$100,000; a more realistic amount for external mid-term and final evaluations. Audits will continue on an annual basis.

In addition to the Project budget, Attachment A also provides the Project budget breakdown by implementation responsibility and by inputs.

V. METHOD OF IMPLEMENTATION AND FINANCING

While the amounts of some budget line items are decreased and ADEX implementation increased, the basic method of implementation and types of financing envisioned in the Project Paper remain unchanged.

Attachment: (A) Revised Project Budget

Draft: OER: ADavis ^{AD}
Clearance:
OER/TI: EAlbareda (draft)
PDF: EKerst (draft)
RLA: JBorns (draft)
CONT: JMartin (draft)
OFA: HWing (draft)
DD: DBoyd: _____

PROJECT BUDGET
(\$000)

	PREVIOUS BUDGET	INCREASE (DECREASE)	REVISED BUDGET
0.1 GEN. EXPORT PROM. SERV.	11,585	(200)	11,385
IC SERVICES (01)	7,595	(4,141)	3,454
FURNITURE, ELECT.APPL/ POWER GEN. (01)	200	(100)	100
PROJECT OFF. SUPPORT (03)	2,050	(874)	1,176
SEMINARS AND WORKSHOPS/ADEX (04)	1,300	200	1,500
EQUIP.& COMM. SERV. (01,04)	292	(42)	250
VEHICLES	70	(18)	52
TRADE PUBLICATIONS (04)	78	22	100
EXPORT PROM. ACT./ADEX (04)	0	3,835	3,835
CENTER INFO.& DOC/ADEX (04)	0	918	918
0.2 TECHNICAL ASSISTANCE	5,595	10	5,605
IESC GRANT (05)	1,000	0	1,000
APHIS ACTIVITIES (06)	555	0	555
FIRM LEVEL TA (02)	3,250	0	3,250
ENVIRON.TRAINING (01)	290	10	300
PILOT ACTIVITIES (01)	500	0	500
0.3 PROJECT MANAGEMENT	2,320	190	2,510
ADMIN. COST/ADEX (04)	820	630	1,450
PSC-PROJ.COORDINATOR (07)	800	(400)	400
PSC-PRIV.SEC.LIAISON OF(07)	290	0	290
SECRETARY (07)	100	0	100
EQUIP. & SUPPLIES (07)	10	10	20
EVALUATIONS (08)	150	(50)	100
AUDITS & FINAN. REVIEW (09)	150	0	150
TOTAL	19,500	0	19,500

**PROJECT BUDGET BY IMPLEMENTATION RESPONSIBILITY
(\$000)**

	IMPLEMENTATION RESPONSIBILITY				TOTAL
	ADEX	IESC	I.C.	A.I.D.	
0.1 GEN. EXPORT PROM. SERV.	6,478	0	4,755	152	11,385
IC SERVICES (01)			3,454		3,454
FURNITURE, ELECT.APPL/ POWER GEN. (01)				100	100
PROJECT OFF. SUPPORT (03)			1,176		1,176
SEMINARS AND WORKSHOPS/ADEX (04)	1,500				1,500
EQUIP. & COMM. SERV. (01,04)	125		125		250
VEHICLES				52	52
TRADE PUBLICATIONS (04)	100				100
EXPORT PROM. ACT./ADEX (04)	3,835				3,835
CENTER INFO. & DOC/ADEX (04)	918				918
0.2 TECHNICAL ASSISTANCE	0	1,000	4,050	555	5,605
IESC GRANT (05)		1,000			1,000
APHIS ACTIVITIES (06)				555	555
FIRM LEVEL TA (02)			3,250		3,250
ENVIRON. TRAINING (01)			300		300
PILOT ACTIVITIES (01)			500		500
0.3 PROJECT MANAGEMENT	1,450	0	0	1,060	2,510
ADMIN. COST/ADEX (04)	1,450				1,450
PSC--PROJ.COORDINATOR (07)				400	400
PSC--PRIV.SEC.LIAISON OF(07)				290	290
SECRETARY (07)				100	100
EQUIP. & SUPPLIES (07)				20	20
EVALUATIONS (08)				100	100
AUDITS & FINAN. REVIEW (09)				150	150
TOTAL	7,928	1,000	8,805	1,787	19,500

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**PROJECT BUDGET BY INPUTS
(\$000)**

	INPUTS	PREVIOUS BUDGET	INCREASE (DECREASE)	REVISED BUDGET
0.1	I.C./OPERATIONS	8,709	(4,230)	4,479
0.2	I.C./SUBCONTRACTS	3,250	0	3,250
0.3	I.C./PROJECT OFFICE	2,050	(874)	1,176
0.4	ADEX	2,366	5,562	7,928
0.5	IESC GRANT	1,000	0	1,000
0.6	APHIS ACTIVITIES	555	0	555
0.7	PSC PROJECT COORDINATOR/ PSC PRIVATE SECTOR LIAISON OFFICER/ SECRETARY/EQUIPMENT & SUPPLIES/VEHICLES,ETC	1,270	(408)	862
0.8	EVALUATIONS	150	(50)	100
0.9	AUDITS/FINANCIAL REVIEW	150	0	150
	TOTAL	19,500	0	19,500