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

HONDURAS

PROJECT PAPER

EXPORT DEVELOPMENT AND SERVICES

AMENDMENT NUMBER 5

AID/LAC/P-882
CR-189, 854

PROJECT NUMBER: 522-0207
LOAN NUMBERS : 522-T-049
522-T-049A
522-W-050

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AGENCY FOR INTERNATIONAL DEVELOPMENT

PROJECT DATA SHEET

1. TRANSACTION CODE

A = Add
 C = Change
 D = Delete

Amendment Number
5

DOCUMENT CODE
3

COUNTRY/ENTITY

Honduras

3. PROJECT NUMBER

522-0207

4. BUREAU/OFFICE

LAC

05

5. PROJECT TITLE (maximum 40 characters)

Export Development and Services

6. PROJECT ASSISTANCE COMPLETION DATE (PACD)

MM DD YY
01 8 21 9 9 4

7. ESTIMATED DATE OF OBLIGATION

(Under "B." below, enter 1, 2, 3, or 4)

A. Initial FY 84

B. Quarter 4

C. Final FY 94

8. COSTS (\$000 OR EQUIVALENT \$) =

A. FUNDING SOURCE	FIRST FY 84			LIFE OF PROJECT		
	B. FX	C. L/C	D. Total	E. FX	F. L/C	G. Total
AD Appropriated Total						
(Grant)	500	50	550	12,778	2,503	15,281
(Loan)	8,500	1,000	9,500	10,513	2,438	12,951
Other						
U.S.						
Host Country		1,500	1,500	- 0 -	40,618	40,618
Other Donors)						
TOTALS	9,000	2,550	11,550	23,291	45,559	68,850

9. SCHEDULE OF AID FUNDING (\$000)

A. APPROPRIATION	B. PRIMARY PURPOSE CODE	C. PRIMARY TECH 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) SDA				5,461	7,150	1,400	-	7,461	7,150
(2) ARDN				3,870	5,801	1,500	-	6,270	5,801
(3) ES				1,550				1,550	
(4)									
TOTALS				10,881	12,951	2,900	-	15,281	12,951

10. SECONDARY TECHNICAL CODES (maximum 6 codes of 3 positions each)

11. SECONDARY PURPOSE CODE

12. SPECIAL CONCERNS CODES (maximum 7 codes of 4 positions each)

A. Code

B. Amount

13. PROJECT PURPOSE (maximum 480 characters)

To increase non-traditional exports.

14. SCHEDULED EVALUATIONS

Interim MM YY MM YY Final MM YY
1 2 9 3

15. SOURCE/ORIGIN OF GOODS AND SERVICES

Grant Loan Grant & Loan
 000 941 Local Other (Specify)

16. AMENDMENTS/NATURE OF CHANGE PROPOSED (This is page 1 of 1 page PP Amendment)

17. APPROVED BY

Signature
Marshall D. Brown

Title
Mission Director
USAID/Honduras

Date Signed
MM DD YY
01 01 92

18. DATE DOCUMENT RECEIVED IN AID/W, OR FOR AID/W DOCUMENTS, DATE OF DISTRIBUTION

MM DD YY

W

PROJECT AUTHORIZATION
(Amendment No. 5)

Name of Country:	Honduras
Name of Project:	Export Development and Services
Number of Project:	522-0207
Number of Loan:	522-T-049 522-T-049A 522-W-050

1. Background/Purpose of Amendment: The Export Development and Services Project was originally authorized on August 30, 1994, with a Life of Project (LOP) funding of \$22,000,000 and last amended on September 27, 1991 with a current Life of Project funding of \$23,832,163. The purpose of this Amendment No. 5 to the Project Authorization is to add additional funds to the Life of Project Funding and to extend the Project Assistance Completion Date.

2. Additional Funding: Pursuant to Sections 103, 106, and 531 of the Foreign Assistance Act of 1961, as amended, I hereby authorize an additional FOUR MILLION FOUR HUNDRED THOUSAND DOLLARS (\$4,400,000) in grant funds for the Export Development Services Project for the Republic of Honduras. Such Project shall now have a total Life of Project funding of \$28,232,163, consisting of TWELVE MILLION NINE HUNDRED FIFTY ONE THOUSAND ONE HUNDRED SIXTY SIX DOLLARS (\$12,951,166) in Loan Funds ("Loan") and FIFTEEN MILLION TWO HUNDRED EIGHTY THOUSAND NINE HUNDRED NINETY SEVEN DOLLARS (\$15,280,997) in Grant Funds ("Grant"). Such funds shall be obligated over a ten year period from the date of the authorization subject to the availability of funds in accordance with the AID OYB/allotment process, to help in financing foreign exchange and local currency costs for the Project.

3. PACD Extension: The Project Assistance Completion Date ("PACD") is hereby extended from September 30, 1992 to August 29, 1994. The total Life of Project shall now be ten years from the date of initial authorization.

4. Buy America: Non-U.S. procurement is authorized under this amendment in accordance with the Agency Buy America guidance up to an aggregate amount of EIGHT HUNDRED FORTY-ONE THOUSAND AND ONE HUNDRED UNITED STATES DOLLARS (\$841,100), or such other amount as A.I.D. may agree in writing. Of this amount, an estimated \$602,000 will be third country procurement for professional services, and an estimated \$239,100 will be local procurement for professional services and printing materials.

None of the currently planned local or third country procurement requires a waiver under the Buy America guidance. If, however, during implementation of the project, a local or third country procurement transaction is proposed that requires a waiver under the Buy America guidance, such waiver will be obtained before proceeding with the procurement.

5. Other Terms and Conditions: Except as otherwise amended, all other terms and conditions of the original Project Authorization, as previously amended, shall remain in full force and effect.



Marshal D. Brown
Mission Director
USAID/Honduras

Sept 9, 1992
Date

EXPORT DEVELOPMENT and SERVICES
AID Project No. 522-0207
Project Paper Amendment No. 1

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II.	FIDE/FPX Consolidated Budget
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IV.	FPX Detailed Budget
V.	Buy America
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I. Summary

The purpose of this two-year project amendment is to provide additional time and financing to deepen the growth of Honduran nontraditional exports and private investment. During the period of this amendment, the project will continue to work with the Honduran Federation of Agricultural and Agro-Industrial Producers (FPX) and the Foundation for Investment and Development of Exports (FIDE).

The amendment will consist of two components. The first, to be implemented through FPX, is directed at increasing nontraditional agricultural exports through the development of new products and markets as well as increasing private investment. The second, implemented by FIDE, concentrates on attracting foreign investment and promoting Honduran investment and production in export industries.

This amendment will support: 1) an additional \$16.0 million in private sector investment in export manufacturing; an additional \$15.4 million investment in FPX assisted nontraditional agricultural exports (NTAEs); an additional \$68 million per year in positive foreign exchange flows from EPZ/FTZ manufacturers and an additional \$23.1 million in foreign exchange generations from FPX assisted NTAE projects. Enterprises assisted during this amendment are expected to create 3,000 direct new NTAE jobs and 10,000 jobs in producing manufactured goods for export. The percentage of women employed in NTAE projects is expected to exceed 30% and to be greater than 85% in the manufacturing sector.

The estimated total cost of this amendment is \$4.4 million in Grant funds. In addition, the Government of Honduras (GOH) will contribute the local currency equivalent of \$3.76 million over the two-year life of this amendment.

II. Background and Problem

To attract investment and sell effectively in overseas markets, one must have a competitive product and up-to-date information on market structure, pricing and competition. Both FIDE and FPX, and to some extent the GOH, have data bases that provide the most up-to-date information on such things as prices of various products, the names of companies producing these products, sales volumes, specific lines, import regulations, tariff schedules, statistics of U.S. imports and market trend information.

Over the last seven years, FIDE has assisted companies, principally in wood products and apparel manufacturing, to improve plant management, product quality and to lower costs. In agriculture, FPX is providing technical assistance to increase the production of certain crops, particularly nontraditionals. However, dissemination to potential producers is extremely limited. For some products like shrimp and cacao, FPX works directly with the industry. While effective, this intensive approach is very expensive. Such strategies are feasible only for products with a known, significant export potential and where an exportable base already exists to share the costs. In such cases, after a short

demonstration period, the producers themselves must be willing to finance this technical assistance. For potential products with no export base, FPX is collaborating with the Honduran Foundation for Agricultural Research (FHIA) in product development and demonstrating product viability and profitability to potential producers and investors.

The lack of strong, well focussed institutions that can lead export and investment policy and market development while mobilizing and allocating financial resources limits sustainable export growth. The GOH has placed much of the responsibility for the promotion of investment opportunities and domestic exports with the private sector, primarily with FPX and FIDE. Both institutions, created by the private sector under the EDS project, have firmly established themselves. Manufacturing and agricultural industries have come to rely on them for technology transfer, marketing and information.

Most investment and export promotion is in the realm of "public good". While FIDE and FPX count on support from private sector sources, this does not and is not expected to cover their promotion costs. Having been financed by AID and the GOH since 1985, FIDE and FPX today are seeking ways to sustain their activities through and beyond the project. Their choices are clear. If they wish to reduce their dependence on donations, they must expand private sector support through fees for services, membership dues, or obtain long-term sources of income, either from GOH commitments or through their own investments. The GOH has been unwilling to make long-term financing commitments to either organization. The alternative, investments in businesses or endowment funds will require significantly more time to develop. In the short term, without continued GOH and donor financing, both organizations and their activities will either disappear or be altered radically.

III. Relationship to AID and Country Strategy

This project will deepen support through the design and implementation of policy reforms required for the disbursement of ESF funds under the Mission's Structural Adjustment Program (SAP). The project contributes directly to the Mission's goal of broad-based, sustainable economic growth through its supports to two of the Mission's Strategic Objectives: *1) Increased agricultural investment, production and exports; and 2) Increased private investment, production and trade.* The activities financed by this amendment will also support two Central American Strategy initiatives: *1) Strengthen private sector organizations promoting trade and investment and cooperate with other U.S. Government trade and investment promotion efforts; and 2) Stimulate agricultural production and trade through removal of macroeconomic and sectoral policy constraints; promoting technology improvements; reducing tenure insecurity; and promoting agribusiness and trade linkages with US and neighboring markets.*

IV. Objectives

The overall purpose of this project is to increase nontraditional exports. This amendment will provide an additional two years of financial and institutional support to FPX and FIDE.

The following conditions will exist at the end of the project as a result of the implementation of the activities programmed in this amendment:

- An additional \$16.0 million in private sector investment in export manufacturing.
- An additional \$15.4 million investment in FPX assisted nontraditional agricultural exports.
- An additional \$68 million per year in positive foreign exchange flows from EPZ/FTZ transfers.
- An additional \$23.1 million in foreign exchange generations from FPX assisted NTAE projects.
- 3,000 direct new jobs in nontraditional agricultural exports
- 10,000 direct, new jobs in producing manufactured goods for export.

V. Detailed Project Description

The amendment will continue to provide financing to two of the EDS Project's original four components. The first component will increase nontraditional agricultural exports through the development of new products and markets as well as increasing private investment. The second component will attract foreign investment and promote Honduran investment and production in export industries. Support to the other two components, the Ministry of Economy and the Credit Lines, will continue without additional funding. Specifically, this amendment will continue to provide support to FPX and FIDE as described below.

A. Nontraditional Agricultural Export Development (FPX):

Over the next two years, FPX's program will achieve the following targets:

**Table 1
Nontraditional Agricultural Export Targets**

Output	Unit	Current Value	Year 1	Year 2	Total
<i>Nontraditional Export Products</i>	No. of Products Targeted by FPX	1	2	2	5.00
<i>Value of Exports</i>	US\$ (Millions)				
FPX Assisted		14.1	11.0	12.0	37.10
Total for NTAE		48.7	25.0	27.0	100.70
<i>New Jobs Created</i>	No. of Jobs				
FPX Assisted		8,100	1,500	1,500	11,100.00
Total NTAE		31,000	3,000	4,000	38,000.00

New Investment in Export Businesses	US\$ Equivalent (Millions)				
FPX Assisted		33.0	7.0	8.4	48.40
Total NTAE		65,000	14,755	15,150	94,905.00

In the next two years, FPX will target its assistance and promotion efforts on the following products: cultivated shrimp, melon, mango, cacao, fish, ginger and processed foods. FPX expects to achieve major growth in the shrimp, fish and melon industries. Each industry presents specific challenges to achieving the goals. In addition to the above primary products, FPX also will begin to encourage the production and export of new products. Specifically, it plans to help producers begin exporting asparagus, blackberry, raspberry, tabasco chile and onions.

To achieve these goals, FPX will provide producers and exporters with technical assistance and training in the production, post harvest management and marketing of specific products. FPX will expand its efforts to promote Honduran products in Central American, the U.S. and Europe. FPX also will expand its product development support. Its efforts will be geared to overcoming constraints with existing Honduran exports and introducing the production of new exportable products. These activities are designed to cement the gains achieved in previous years and seek more efficient production technologies for existing and new export products.

FPX plans to introduce at least four new exportable products over the next two years. This year, it will contract with FHIA to conduct semi-commercial production trials with blackberry, raspberry, asparagus and onion. In addition to these fresh products, FPX also will focus attention on promoting value-added processing of fruits and vegetables. In the next two years, it will help expand and improve production and export of dried fruits and vegetables, processed fruit concentrates and frozen vegetables.

Finally, FPX will continue to develop income sources to insure its long range financial self-sufficiency, FPX will have four businesses operational by mid 1993. It plans to begin feasibility studies for another six businesses during the next year, and have at least two more businesses operational by the end of 1994.

B. Investment and Development of Manufactured Exports (FIDE)

This component will aim to increase private investment, expand and diversify manufactured exports and maximize productive employment in the sectors of greatest potential. Export processing zones (EPZs) will remain a significant tool for achieving these objectives. In addition, the project will target specific export and foreign exchange earning sectors for development based on the potential for growth, the cost and benefit to the economy, including employment, and the ability to have a measurable impact. Under this component, the number of exporters is expected to increase. The following outputs are planned:

Table 2
Investment and Manufactured Exports Targets

Output	Indicators	Year 1	Year 2	Total
1. Institutional Strengthening	Number of companies assisted by FIDE	-	-	-
	• Domestic	-	-	-
	• Foreign			
2. Exports	Number of companies assisted by FIDE that are exporting:			
	• Domestic	7	10	17
	-- with previous experience	-	-	-
	-- without previous experience	-	-	-
	• Foreign	15	18	33
3. Employment	Employment Generated	2,500	2,650	5,150
	• EPZs	-	-	-
	• Non-EPZs	-	-	-
4. Investment	Number of new investments:	18	24	42
	• EPZs	-	-	-
	• Non-EPZs	-	-	-
	• Domestic	-	-	-
	• Foreign	-	-	-
	-- US	-	-	-
	-- Non-US	-	-	-
	Value of New Investments (US\$000)	8,330	9,520	17,850
	• EPZs	-	-	-
	• Non-EPZs	-	-	-
	• Domestic	-	-	-
	• Foreign	-	-	-
	-- US	-	-	-
	-- Non-US	-	-	-

To accomplish these goals, FIDE will continue its growth as the manufacturing sector's leading investment promotion and export development institution. The project will support FIDE's efforts to increase the number and quality of nontraditional manufactured exports from Honduras in areas in which Honduras has a comparative advantage. The two principal means for achieving this are: a) identifying and linking Honduran suppliers and foreign manufacturers who wish to form joint ventures; and b) identifying and assisting local companies and investors who wish to develop or expand an export manufacturing operation.

FIDE will utilize its IDG offices to identify and link investors interested in forming joint ventures with Honduran suppliers and will sponsor participation in trade fairs in other countries as a means to develop exports. The project also will support FIDE's efforts in policy and legislative formulation if these efforts address constraints impeding the growth of the sectors supported by the project.

1. FIDE Program Activities

To accomplish these goals, FIDE will implement a program which include the following activities:

a) Overseas Promotion Program

FIDE's investment program will continue to concentrate on firms in industries which are facing strong global competitive pressures and which find they must enter into production sharing arrangements abroad for part of their operation in order to maintain their competitive position. FIDE will also seek to attract firms which are looking to expand production using lower cost, off-shore labor in areas such as electronics assembly, wire harness assembly, and furniture manufacturing.

b.) Improvement in the Foreign Investment Climate

Recognizing that FIDE's program will have minimal impact unless the country's business climate is competitive in international terms, FIDE will work to create a manufacturing environment which will be attractive to international producers. Specifically, it will participate in efforts of the GOH and COHEP to design an improved legal and regulatory framework for foreign investment in Honduras. These efforts will take into account the perspective offered by FIAS in its recent review of the investment climate of Honduras. FIDE will continue its day-to-day contacts with policy-makers and governmental officials at the operating level to resolve bottlenecks on behalf of individual companies, both foreign and domestic.

c) Development of other Manufactured Exports

In an effort to expand manufacturing exports in products areas outside of exports processing, FIDE will contract technical assistance for workshops and seminars to provide marketing and technical assistance to participating companies. FIDE will also continue to make available various data bases and information services to assist Honduran companies wishing to export.

VI. Financial Plan

This amendment to the EDS Project is for \$4.4 million (see summary financial plan below). The GOH will provide the equivalent of \$4.94 million in local currency generated under the PL-480, Title III program.

Table 3
SUMMARY FINANCIAL PLAN
(US\$000)

Activity	Year 1	Year 2	Total
I. FIDE			
1. Advertising	140,000	140,200	280,200
2. Technical Assistance	100,000	100,000	200,000
3. Salaries and Benefits	215,500	228,700	444,200
4. Office Overhead & Prom. Materials	166,400	174,600	341,000
5. Trade Shows and Other Events	70,700	74,500	145,200
6. Presentation in US & Other Countries	68,800	73,100	141,900
7. Data Bases/Other Info. Sources	16,600	17,300	33,900
8. Training	40,000	40,000	80,000
9. Commodities	81,000	117,600	198,600
10. Evaluation	75,000	0	75,000
11. AID Project Management	30,000	30,000	60,000
Total FIDE	1,004,000	996,000	2,000,000
II. FPX			
1. Technical Assistance	804,404	583,596	1,388,000
2. International Travel	130,736	104,264	235,000
3. Equipment Purchases	328,860	158,140	487,000
4. Export Promotion	136,000	54,000	190,000
5. Evaluation/Audit	100,000	0	100,000
Total FPX	1,500,000	900,000	2,400,000
Total FIDE & FPX	2,504,000	1,896,000	4,400,000

VII. Implementation Arrangements

A. Obligating Instruments

This amendment will be executed through an amendment to the existing Handbook 3 Bilateral Agreement with the Government of Honduras. Under the overall HB3 Agreement, the Mission will award a direct Handbook 13 Grant to FIDE. A similar HB13 Grant may be considered for FPX following an evaluation of FPX's operations and program next year.

B. Implementing Organizations and Arrangements

1. **FPX/FIDE:** USAID will continue to manage the FPX and FIDE components under a Handbook 3 Agreement with the GOH. The GOH has designated the Ministry of Economy (MOE) to be the implementing institution, which, in turn, has designated FPX and FIDE to be the project's implementing agencies. The Ministry of Economy reviews and approves detailed, annual operating plan for each institution. Thereafter, FPX and FIDE work directly with USAID on contracting and other implementing issues. They provide USAID and the MOE with quarterly reports of its progress in achieving its planned annual objectives. USAID plans to revise implementation responsibilities during the coming months by: 1) awarding a HB13 Grant directly to FIDE, and 2) to consider awarding a similar grant to FPX following an evaluation of its operations and program next year.

2. **GOH:** FPX and FIDE will submit their annual operating plans to the GOH for review and approval. The Ministry of Economy is charged with overseeing each organization's operations. The Ministry of Finance will provide local currency counterpart funds to each organization in a timely manner based on the approved annual operating plans and each organization's financial self-sufficiency plan.

3. USAID Project Monitoring Responsibilities

The Mission's Office of Agriculture and Rural Development will continue to be responsible for monitoring the implementation of the FPX project component and the Office of Private Sector Programs for the FIDE component.

C. Procurement Plan

Table 4
Procurement Plan

FPX PROCUREMENT	Source	Year 1	Year 2	Total (US\$)
1. Technical Assistance				
General Manager	US	70,000	115,000	185,000
Aquaculture Specialist	Panama	80,000	110,000	190,000
Shrimp Production Specialist	Panama	80,000	90,000	170,000
Cacao Specialist	Costa Rica	60,000	36,000	96,000
Short-Term Technical Assistance	US	282,750	277,500	560,250
Short-Term Technical Assistance	Various	94,250	92,500	186,750
2. Commodities	US	310,650	152,000	462,650
	Honduras	16,350	8,000	24,350
3. International Travel	US	72,000	69,000	141,000
	Various	48,000	46,000	94,000

FPX PROCUREMENT (Cont.)	Source	Year 1	Year 2	Total (US\$)
4. Export Promotion	US	90,000	60,000	150,000
	CACM	30,000	10,000	40,000
5. Evaluation/Audit	US	0	60,000	60,000
	CACM	20,000	20,000	40,000
Total US Procurement		825,400	733,500	1,558,900
Total Non-US Procurement		428,600	412,500	841,100
Total FPX Procurement		1,254,000	1,146,000	2,400,000

FIDE PROCUREMENT	Source	Year 1	Year 2	TOTAL (US\$)
1. Computer Hardware	US	38,500	0	38,500
2. Office Equipment	US	0	117,600	117,600
3. Vehicles and Spares	US	42,500	0	42,500
4. Publications & Advertising	US	140,000	140,200	280,200
5. Technical Assistance	US	100,000	100,000	200,000
6. Evaluation	US	75,000	0	75,000
7. AID Project Management	US/CACM	30,000	30,000	60,000
8. Salaries, Benefits & Office Overhead	US	381,900	403,300	785,200
9. Shows, Presentations & Training	US	196,100	204,900	401,000
Total FIDE Procurement		1,004,000	996,000	2,000,000
Total FPX and FIDE		2,245,500	2,154,500	4,400,000

D. Buy America

This project has been designed in accordance with the Agency's Buy America guidance, State 410442 dated December 6, 1990. U.S. Procurement has been required whenever practicable. Local procurement for the project is planned only for those goods and/or services for which: 1) the Buy America guidance provides a specific exemption; 2) project objectives will be directly served; and/or 3) substantial cost savings will result. Annex V contains the implications related to the Buy America guidance.

E. Project Evaluation

A final project evaluation is planned for December 1993. USAID will use the results of the final evaluation to orient activities under the planned Investment and Export Development Project (No. 522-0312). The purpose of the final evaluation will be to measure project accomplishments, determine if the project's strategy remains sound, and determine the validity of FIDE's and FPX's financial self-sufficiency plans. Specifically, the evaluation will focus on the following questions:

1. What has been the impact of FIDE and FPX activities on the growth of new investment in Honduras and nontraditional exports from Honduras? What has been the secondary impact of these activities on employment and foreign exchange revenues? What has been the return on the investment to date?

2. Have FIDE and FPX met the objectives of the project? How has the project through these organizations contributed to the Mission's overall objectives of "Increased Private Investment, Production and Trade" and "Increased Agricultural Investment, Production and Exports"?

3. What services do FIDE and FPX provide? How much of the cost of these services do these organizations recover? Can these services become self-financing from fees?

4. What client groups do FIDE and FPX support and assist? How supportive are these groups of FIDE and FPX? Will these groups continue to support FIDE and FPX once outside financing ends?

5. To what degree have FIDE and FPX achieved complete financial self-sufficiency? What are the long-term prospects of their income sources?

F. Gender Considerations

The EDS project has significantly impacted women in Honduras. The construction of Export Processing Zones (EPZs) and the growth of nontraditional agricultural exports (NTAEs) have generated substantial employment opportunities for women. In the EPZs, approximately 85-90% of the jobs generated are occupied by women. In the NTAEs, over 30% of the jobs generated are held by women. In addition, well over half of the positions in FIDE and FPX are held by women. The project will track employment generated by women. It also will encourage other AID assisted organizations that work in health maintenance, family planning, rural finance, and education to continue efforts to design programs for women working in these industries.

VIII. Analytical Considerations

The Social Soundness, Administrative/Institutional, Economic and Environmental Analyses contained in the initial Project Paper remain valid.

PROJECT 522-0207
Detailed Financial Plan (LOP)
(\$000's)

Annex I
522-0207 PP Amendment No. 1
Page 1 of 4

No./Activ. Descripción de la Actividad y Costos Est. No./Activ. (Activity Description and Estimated Costs)	A. I. D.			Préstamo (Loan)	Total	Gdell (GOH)	Sector Privado :Private Sector)	TOTAL
	9/84-9/92	Donacion (Grant) 10/92-9/94	Total					
I. Política y Promoción de Exportación <i>(Export Policy and Promotion)</i>	412.0	0.0	412.0	464.0	876.0	1,948.0	0.0	2,824.0
A) Política (Policy)	242.0	0.0	242.0	0.0	242.0	1,052.0	0.0	1,294.0
1. Asesor Política de Exportación y Promoción (Export Policy & Promotion Advisor)	230.0	0.0	230.0	0.0	230.0	0.0	0.0	230.0
2. Consultores y Entrenamiento a Corto Plazo (Short-Term Consultants and Training)	12.0	0.0	12.0	0.0	12.0	0.0	0.0	12.0
3. Consejo Nac. de Prom. de Export. e Inversiones (CONAFEXI) (National Export & Investment Promotion Center)	0.0	0.0	0.0	0.0	0.0	490.0	0.0	490.0
4. Centro Único de Trámites de Exportaciones (CENTREX) (One Stop Export Documentation Center)	0.0	0.0	0.0	0.0	0.0	562.0	0.0	562.0
B) Promoción (Promotion)	170.0	0.0	170.0	464.0	634.0	896.0	0.0	1,530.0
1) Consultores y Entrenamiento a Corto Plazo (Short-Term Consultants and Training)	83.0	0.0	83.0	0.0	83.0	20.0	0.0	103.0
2) Reforzamiento de Representaciones Extranjeras (Strengthening of Overseas Representation)	0.0	0.0	0.0	0.0	0.0	224.0	0.0	224.0
3) Participaciones en Conferencias y Seminarios, etc. (Participation in Conferences, Seminars, etc)	48.0	0.0	48.0	0.0	48.0	0.0	0.0	48.0
4) Año Nacional de las Exportaciones (National Year of Exports)	0.0	0.0	0.0	325.0	325.0	0.0	0.0	325.0
5) Compra de Materiales Informativos (Purchase of Informational Materials)	8.0	0.0	8.0	10.0	18.0	0.0	0.0	18.0
6) Apoyo para Actividades Promocionales (Support for Promotional Activities)	31.0	0.0	31.0	129.0	160.0	652.0	0.0	812.0

No./Activ. Descripción de la Actividad y Costos Est. No./Activ. (Activity Description and Estimated Costs)	A. I. D.				Gdell (GOH)	Sector Privado (Private Sector)	TOTAL	
	9/84-9/92	Donacion (Grant) 10/92-9/94	Total	Prestamo (Loan)				Total
II. Desarrollo de Exportaciones: <i>(Export Development)</i>	8,861.0	4,400.0	13,261.0	3,891.0	17,152.0	19,670.0	3,350.0	40,172.0
A) Exportaciones Manufacturadas (Manufactured Exports) FIDE	4,721.0	2,000.0	6,721.0	1,695.0	8,416.0	9,195.0	3,100.0	20,711.0
1. Desarrollo de Exportaciones Manufacturadas <i>(Manufactured Export Development)</i>	2,013.0	820.7	2,833.7	1,695.0	4,528.7	9,195.0	0.0	13,723.7
a. Especialistas en Industrias (Industry Specialists)	798.0	0.0	798.0	0.0	798.0	0.0	0.0	798.0
b. Asesores en Estrategias y Politicas (Policy & Strategy Advisors)	624.0	335.0	959.0	0.0	959.0	0.0	0.0	959.0
c. Representacion Nacional (National Representation)	0.0	0.0	0.0	1,071.0	1,071.0	0.0	0.0	1,071.0
d. Representacion Regional (Regional Representation)	48.0	0.0	48.0	624.0	672.0	0.0	0.0	672.0
e. Manejo del Sistema de Informacion de la ICC (CBI Information System Usage)	49.0	0.0	49.0	0.0	49.0	0.0	0.0	49.0
f. Equipo de FIDE (FIDE Equipment)	180.0	198.6	378.6	0.0	378.6	0.0	0.0	378.6
g. Conferencias Empresariales (Business Conferences)	314.0	287.1	601.1	0.0	601.1	0.0	0.0	601.1
h. Gastos Operacionales Locales de FIDE (FIDE Local Operating Expenses)	0.0	0.0	0.0	0.0	0.0	9,195.0	0.0	9,195.0
2. Exportaciones de Produc. de Mano de Obra Intensiva y Prom. <i>(Labor-Intensive Exports)</i>	2,708.0	1,179.3	3,887.3	0.0	3,887.3	0.0	3,100.0	6,987.3
a. Asesor Industrial de Mano de Obra Intensiva y Promocion (Labor Intensive and Promotion Advisor)	2,708.0	1,179.3	3,887.3	0.0	3,887.3	0.0	0.0	3,887.3
b. Capitalizacion de Compania Administrativa (Management Company Capitalization)	0.0	0.0	0.0	0.0	0.0	0.0	600.0	600.0
c. Parques Industriales	0.0	0.0	0.0	0.0	0.0	0.0	2,500.0	2,500.0

No./Activ. Descripción de la Actividad y Costos Est. No./Activ. (Activity Description and Estimated Costs)	A. I. D.				GdeH (GOH)	Sector Privado (Private Sector)	TOTAL	
	9/84-9/92	Donación (Grant) 10/92-9/94	Total	Préstamo (Loan)				Total
B. Exportaciones de Productos Agrícolas FPX (Agricultural Exports)	4,140.0	2,400.0	6,540.0	2,196.0	8,736.0	10,475.0	250.0	19,461.0
1. Desarrollo de Exportaciones de Productos Agrícolas (Agricultural Export Development)	3,330.0	1,457.0	4,787.0	430.0	5,217.0	5,975.0	250.0	11,442.0
a. Asesor para FEPROEXAAH (FEPROEXAAH Advisor)	1,248.0	185.0	1,433.0	0.0	1,433.0	0.0	0.0	1,433.0
b. Asesor de Mercado (Marketing Advisor)	144.0	0.0	144.0	0.0	144.0	0.0	0.0	144.0
c. Desarrollo de Sistemas de Nuevos Productos (New Product System Development)	737.0	360.0	1,097.0	0.0	1,097.0	0.0	0.0	1,097.0
d. Capacitación fuera de Honduras (Training outside Honduras)	4.0	0.0	4.0	0.0	4.0	0.0	0.0	4.0
e. Equipo (Equipment)	467.0	487.0	954.0	430.0	1,384.0	0.0	0.0	1,384.0
f. Viajes Internacionales (International Travel)	514.0	235.0	749.0	0.0	749.0	0.0	0.0	749.0
g. Misiones Empresariales (Business Missions)	54.0	0.0	54.0	0.0	54.0	0.0	0.0	54.0
h. Gastos locales de FEPROEXAAH (FEPROEXAAH Local Expenditure)	0.0	0.0	0.0	0.0	0.0	5,975.0	250.0	6,225.0
i. Promoción de Productos al Exterior (Overseas Promotion of Products)	162.0	190.0	352.0	0.0	352.0	0.0	0.0	352.0
2. Sistema de Desarrollo de Cacao (Cocoa Development System)	236.0	96.0	332.0	623.0	955.0	750.0	0.0	1,705.0
a. Especialista (Specialist)	236.0	96.0	332.0	623.0	955.0	0.0	0.0	955.0
b. Gastos locales de APROHCACAO (APROHCACAO Local Expenses)	0.0	0.0	0.0	0.0	0.0	750.0	0.0	750.0
3. Sistema de Desarrollo de Vegetales (Vegetable Development System)	115.0	0.0	115.0	814.0	929.0	3,000.0	0.0	3,929.0
a. Especialista (Specialist)	0.0	0.0	0.0	814.0	814.0	0.0	0.0	814.0
b. Gastos locales de AIIFAH (AIIFA local expenses)	0.0	0.0	0.0	0.0	0.0	750.0	0.0	750.0
c. Sistema de Productos Vegetales/Finca de Demostración	115.0	0.0	115.0	0.0	115.0	2,250.0	0.0	2,365.0

No./Activ. Descripción de la Actividad y Costos Est. No./Activ. (Activity Description and Estimated Costs)	A. I. D.				GdeH (GOH)	Sector Privado (Private Sector)	TOTAL	
	9/84-9/92	Donacion (Grant) 10/92-9/94	Total	Prestamo (Loan)				Total
4. Sistema Adicional de Produccion (Additional System)	459.0	847.0	1,306.0	329.0	1,635.0	750.0	0.0	2,385.0
a. Especialista (Specialist)	0.0	0.0	0.0	215.0	215.0	0.0	0.0	215.0
b. Asesores a Corto Plazo (Short-Term Advisor)	400.0	747.0	1,147.0	114.0	1,261.0	0.0	0.0	1,261.0
c. Gastos Locales de Asociaciones Productivas Agricolas (Local Expenditures of the Agriculture Producer Association)	0.0	0.0	0.0	0.0	0.0	750.0	0.0	750.0
d. Imprevistos (Contingencies)	59.0	100.0	159.0	0.0	159.0	0.0	0.0	159.0
III. Servicios Financieros (Financial Services)	698.0	0.0	698.0	8,596.0	9,294.0	19,000.0	7,000.0	35,294.0
a. Fondos de Creditos en Dolares y Lempiras (Dollar and Lempira Credit Funds)	112.0	0.0	112.0	8,489.0	8,601.0	19,000.0	0.0	27,601.0
b. Asistencia Tecnica, Entrenamiento y Equipo (Technical Assistance, Training & Commodities)	586.0	0.0	586.0	107.0	693.0	0.0	0.0	693.0
c. Inversiones Privadas (Private Investment)	0.0	0.0	0.0	0.0	0.0	0.0	7,000.0	7,000.0
IV. AID Project Management	910.0	0.0	910.0	0.0	910.0	0.0	0.0	910.0
a. Asesor de la Banca (Banking Advisor)	306.0	0.0	306.0	0.0	306.0	0.0	0.0	306.0
b. Asesor del Sector Privado (Private Sector Advisor)	301.0	0.0	301.0	0.0	301.0	0.0	0.0	301.0
c. Oficial de Enlace de Agric. (Agric. Project Liason Officer)	303.0	0.0	303.0	0.0	303.0	0.0	0.0	303.0
TOTALS	10,881.0	4,400.0	15,281.0	12,951.0	28,232.0	40,618.0	10,350.0	79,200.0

FIDE/FPX CONSOLIDATED BUDGET
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FIDE - 522-0207.01 COMPONENT (COMPONENTE)	FIDE/FPX	GOH GdeH	AID			TOTAL
			OBLIGATED (OBLIGADO)	UNOBLIGATED (NO OBLIGADO)	TOTAL AID	
I. Improve Investment Climate (Mejorar Clima de Inversión)	36.6	0.0	45.0	15.0	60.0	81.6
II. Foreign Investment Promotion (Promoción de Inversión Extranjero)	370.3	0.0	997.1	419.8	1,416.9	1,367.4
III. Export Development (Desarrollo de las Exportaciones)	366.0	0.0	96.1	39.2	135.3	462.1
IV. Administration (Administración)	727.9	0.0	261.8	126.0	387.8	989.7
V. Sustainability Fund (Fondo de Auto-suficiencia)	0.0	2,195.0	0.0	0.0	0.0	2,195.0
Total FIDE	1,500.80	2,195.00	1,400.00	600.0	2,000.0	5,095.80
FPX - 522-0207.02						
I. Technical Assistance (Asistencia Técnica)	0.0	0.0	804.4	583.6	1,388.0	804.4
II. Equipment (Equipo)	0.0	10.0	328.9	158.1	487.0	338.9
III. International Travel (Viajes Internacionales)	0.0	0.0	130.7	104.3	235.0	130.7
IV. Export Promotion (Promoción de las Exportaciones)	0.0	0.0	136.0	54.0	190.0	136.0
V. Evaluation/Audit (Evaluación/Auditoria)	0.0	0.0	100.0	0.0	100.0	100.0
VI. Sustainability Fund (Fondo de Auto-suficiencia)	10.0	1,465.0	0.0	0.0	0.0	1,475.0
VII. Investment Capital Fund (Fondo de Inversión de Capitales)	770.0	0.0	0.0	0.0	0.0	770.0
Total FPX	780.0	1,475.0	1,500.0	900.0	2,400.0	3,755.0
PROJECT TOTAL (TOTAL PROYECTO)	2,280.8	3,670.0	2,900.0	1,500.0	4,400.0	8,850.8

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	FIDE	GOH	AID	TOTAL	FIDE	GOH	AID	TOTAL	FIDE	GOH	AID	TOTAL
I. IMPROVE INVESTMENT CLIMATE												
1. Advertising	4.0	0.0	0.0	4.0	4.0	0.0	0.0	4.0	8.0	0.0	0.0	8.0
2. Technical Assistance	14.8	0.0	30.0	44.8	13.8	0.0	30.0	43.8	28.6	0.0	60.0	88.6
SUB-TOTAL	18.8	0.0	30.0	48.8	17.8	0.0	30.0	47.8	36.6	0.0	60.0	96.6
FOREIGN INVESTMENT PROMOTION												
1. Salaries and Benefits	122.2	0.0	215.5	337.7	123.3	0.0	228.7	352.0	245.5	0.0	444.2	689.7
2. Office Overhead and Promotional Mater	26.9	0.0	152.8	179.7	27.1	0.0	160.6	187.7	54.0	0.0	313.4	367.4
3. Trade Shows/Other events	17.3	0.0	55.3	72.6	16.8	0.0	58.5	75.3	34.1	0.0	113.8	147.9
4. Advertising	0.9	0.0	140.0	140.9	1.0	0.0	140.2	141.2	1.9	0.0	280.2	282.1
5. Presentations in USA and Other Count	17.0	0.0	67.3	84.3	13.2	0.0	71.5	84.7	30.2	0.0	138.8	169.0
6. Data Bases/Other Information Sources	0.2	0.0	13.0	13.2	0.2	0.0	13.5	13.7	0.4	0.0	26.5	26.9
7. Training	2.4	0.0	20.0	22.4	1.8	0.0	20.0	21.8	4.2	0.0	40.0	44.2
8. Technical Assistance	0.0	0.0	30.0	30.0	0.0	0.0	30.0	30.0	0.0	0.0	60.0	60.0
SUB-TOTAL	186.9	0.0	693.9	880.8	183.4	0.0	723.0	906.4	370.3	0.0	1,416.9	1,787.2
EXPORT DEVELOPMENT												
1. Salaries and Benefits	107.1	0.0	0.0	107.1	108.1	0.0	0.0	108.1	215.2	0.0	0.0	215.2
2. Office Overhead and Promotional Mater	3.2	0.0	0.0	3.2	3.3	0.0	0.0	3.3	6.5	0.0	0.0	6.5
3. Trade Shows/Other events	12.4	0.0	12.1	24.5	12.1	0.0	12.7	24.8	24.5	0.0	24.8	49.3
4. Advertising	8.6	0.0	0.0	8.6	8.7	0.0	0.0	8.7	17.3	0.0	0.0	17.3
5. Presentations in USA and Other Countr	0.5	0.0	1.5	2.0	0.4	0.0	1.6	2.0	0.9	0.0	3.1	4.0
6. Training	1.4	0.0	20.0	21.4	1.0	0.0	20.0	21.0	2.4	0.0	40.0	42.4
7. Commodities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
8. Technical Assistance	20.5	0.0	30.0	50.5	21.1	0.0	30.0	51.1	41.6	0.0	60.0	101.6
9. Bank Expenses	30.6	0.0	0.0	30.6	27.0	0.0	0.0	27.0	57.6	0.0	0.0	57.6
10. Data Bases/Other Information Sources	0.0	0.0	3.6	3.6	0.0	0.0	3.8	3.8	0.0	0.0	7.4	7.4
SUB-TOTAL	184.3	0.0	67.2	251.5	181.7	0.0	68.1	249.8	366.0	0.0	135.3	501.3

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	FIDE	GOH	AID	TOTAL	FIDE	GOH	AID	TOTAL	FIDE	GOH	AID	TOTAL
ADMINISTRATION												
1. Salaries and Benefits	145.0	0.0	0.0	145.0	146.4	0.0	0.0	146.4	291.4	0.0	0.0	291.4
2. Office Overhead and Promotional Mater	106.6	0.0	13.6	120.2	108.8	0.0	14.0	122.8	215.4	0.0	27.6	243.0
3. Trade Shows/Other events	10.1	0.0	3.3	13.4	9.9	0.0	3.3	13.2	20.0	0.0	6.6	26.6
4. Advertising	0.2	0.0	0.0	0.2	0.2	0.0	0.0	0.2	0.4	0.0	0.0	0.4
5. Presentations in USA and Other Countr	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
6. Training	2.6	0.0	0.0	2.6	2.0	0.0	0.0	2.0	4.6	0.0	0.0	4.6
7. Consolidation of Office-Commodities-Bu	145.7	0.0	0.0	145.7	46.1	0.0	117.6	163.7	191.8	0.0	117.6	309.4
8. Commodities	2.0	0.0	81.0	83.0	0.9	0.0	0.0	0.9	2.9	0.0	81.0	83.9
9. Technical Assistance	0.0	0.0	10.0	10.0	0.0	0.0	10.0	10.0	0.0	0.0	20.0	20.0
10. Data Bases/Other Information Sources	0.7	0.0	0.0	0.7	0.7	0.0	0.0	0.7	1.4	0.0	0.0	1.4
11. Evaluation	0.0	0.0	75.0	75.0	0.0	0.0	0.0	0.0	0.0	0.0	75.0	75.0
12. AID Project Management	0.0	0.0	30.0	30.0	0.0	0.0	30.0	30.0	0.0	0.0	60.0	60.0
SUB-TOTAL	412.9	0.0	212.9	625.8	315.0	0.0	174.9	489.9	727.9	0.0	387.8	1,115.7
SUSTAINABILITY FUND	0.0	600.0	0.0	600.0	0.0	1,595.0	0.0	1,595.0	0.0	2,195.0	0.0	2,195.0
TOTAL	802.9	600.0	1,004.0	2,406.9	697.9	1,595.0	996.0	3,288.9	1,500.8	2,195.0	2,000.0	5,695.8

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	FIDE	GOH	AID	TOTAL	FIDE	GOH	AID	TOTAL	FIDE	GOH	AID	TOTAL
I. IMPROVE INVESTMENT CLIMATE												
1. Advertising	4.0	0.0	0.0	4.0	4.0	0.0	0.0	4.0	8.0	0.0	0.0	8.0
2. Technical Assistance	14.8	0.0	30.0	44.8	13.8	0.0	15.0	28.8	28.6	0.0	45.0	73.6
SUB-TOTAL	18.8	0.0	30.0	48.8	17.8	0.0	15.0	32.8	36.6	0.0	45.0	81.6
FOREIGN INVESTMENT PROMOTION												
1. Salaries and Benefits	122.2	0.0	215.5	337.7	123.3	0.0	115.4	238.7	245.5	0.0	330.9	576.4
2. Office Overhead and Promotional Mater	26.9	0.0	152.8	179.7	27.1	0.0	80.9	108.0	54.0	0.0	233.7	287.7
3. Trade Shows/Other events	17.3	0.0	55.3	72.6	16.8	0.0	29.5	46.3	34.1	0.0	84.8	118.9
4. Advertising	0.9	0.0	140.0	140.9	1.0	0.0	10.0	11.0	1.9	0.0	150.0	151.9
5. Presentations in USA and Other Count	17.0	0.0	67.3	84.3	13.2	0.0	35.9	49.1	30.2	0.0	103.2	133.4
6. Data Bases/Other Information Sources	0.2	0.0	13.0	13.2	0.2	0.0	6.8	7.0	0.4	0.0	19.8	20.2
7. Training	2.4	0.0	20.0	22.4	1.8	0.0	9.7	11.5	4.2	0.0	29.7	33.9
8. Technical Assistance	0.0	0.0	30.0	30.0	0.0	0.0	15.0	15.0	0.0	0.0	45.0	45.0
SUB-TOTAL	186.9	0.0	693.9	880.8	183.4	0.0	303.2	486.6	370.3	0.0	997.1	1,367.4
EXPORT DEVELOPMENT												
1. Salaries and Benefits	107.1	0.0	0.0	107.1	108.1	0.0	0.0	108.1	215.2	0.0	0.0	215.2
2. Office Overhead and Promotional Mater	3.2	0.0	0.0	3.2	3.3	0.0	0.0	3.3	6.5	0.0	0.0	6.5
3. Trade Shows/Other events	12.4	0.0	12.1	24.5	12.1	0.0	6.4	18.5	24.5	0.0	18.5	43.0
4. Advertising	8.6	0.0	0.0	8.6	8.7	0.0	0.0	8.7	17.3	0.0	0.0	17.3
5. Presentations in USA and Other Countri	0.5	0.0	1.5	2.0	0.4	0.0	1.0	1.4	0.9	0.0	2.5	3.4
6. Training	1.4	0.0	20.0	21.4	1.0	0.0	9.6	10.6	2.4	0.0	29.6	32.0
7. Commodities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
8. Technical Assistance	20.5	0.0	30.0	50.5	21.1	0.0	10.0	31.1	41.6	0.0	40.0	81.6
9. Bank Expenses	30.6	0.0	0.0	30.6	27.0	0.0	0.0	27.0	57.6	0.0	0.0	57.6
10. Data Bases/Other Information Sources	0.0	0.0	3.6	3.6	0.0	0.0	1.9	1.9	0.0	0.0	5.5	5.5
SUB-TOTAL	184.3	0.0	67.2	251.5	181.7	0.0	28.9	210.6	366.0	0.0	96.1	462.1

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	FIDE	GOH	AID	TOTAL	FIDE	GOH	AID	TOTAL	FIDE	GOH	AID	TOTAL
ADMINISTRATION												
1. Salaries and Benefits	145.0	0.0	0.0	145.0	146.4	0.0	0.0	146.4	291.4	0.0	0.0	291.4
2. Office Overhead and Promotional Mater	106.6	0.0	13.6	120.2	108.8	0.0	7.2	116.0	215.4	0.0	20.8	236.2
3. Trade Shows/Other events	10.1	0.0	3.3	13.4	9.9	0.0	1.7	11.6	20.0	0.0	5.0	25.0
4. Advertising	0.2	0.0	0.0	0.2	0.2	0.0	0.0	0.2	0.4	0.0	0.0	0.4
5. Presentations in USA and Other Countr	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
6. Training	2.6	0.0	0.0	2.6	2.0	0.0	0.0	2.0	4.6	0.0	0.0	4.6
7. Consolidation of Office-Commodities-Bu	145.7	0.0	0.0	145.7	46.1	0.0	0.0	46.1	191.8	0.0	0.0	191.8
8. Commodities	2.0	0.0	81.0	83.0	0.9	0.0	0.0	0.9	2.9	0.0	81.0	83.9
9. Technical Assistance	0.0	0.0	10.0	10.0	0.0	0.0	10.0	10.0	0.0	0.0	20.0	20.0
10. Data Bases/Other Information Sources	0.7	0.0	0.0	0.7	0.7	0.0	0.0	0.7	1.4	0.0	0.0	1.4
11. Evaluation	0.0	0.0	75.0	75.0	0.0	0.0	0.0	0.0	0.0	0.0	75.0	75.0
12. AID Project Management	0.0	0.0	30.0	30.0	0.0	0.0	30.0	30.0	0.0	0.0	60.0	60.0
SUB-TOTAL	412.9	0.0	212.9	625.8	315.0	0.0	48.9	363.9	727.9	0.0	261.8	989.7
SUSTAINABILITY FUND	0.0	600.0	0.0	445.0	0.0	1,595.0	0.0	1,595.0	0.0	2,195.0	0.0	2,195.0
TOTAL	802.9	600.0	1,004.0	2,251.9	697.9	1,595.0	396.0	2,688.9	1,500.8	2,195.0	1,400.0	5,095.8

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PE No.	Description	Amount Obligated 6/30/92	Amount Committed 6/30/92	Amount Expended 6/30/92	Available for Programming 6/30/92	Programmin New Funds FY92	Programmin New Funds FY93	Total Programming New Funds	New Activity Description
II	AGRICULTURAL EXPORTS	6,000,482	5,896,486	5,298,796	103,996	1,500,000	900,000	2,400,000	
B.1.a	FPX Advisor	1,176,387	1,128,623	1,055,785	47,764	804,404	583,596	1,388,000	Technical Assistance
B.1.b	Marketing Advisor	144,062	144,062	144,062	0				
B.1.c	New Commodity Sys. Developm.	626,140	595,445	469,728	30,695				Technical Assistance
B.1.d	Training Outside Honduras	3,471	3,471	3,471	0				
B.1.e	Equipment (Grant)	493,518	480,140	339,130	13,378	328,860	158,140	487,000	Equipment
B.1.e	Equipment (Loan)	429,915	429,915	429,915	0				
B.1.f	International Travel	471,925	471,925	424,170	0	130,736	104,264	235,000	International Travel
B.1.g	Business Missions	48,577	48,577	38,577	0				
B.1.i	Outside Promotion	161,035	150,300	143,656	10,735	136,000	54,000	190,000	Export Promotion
B.2	CACAO DEVELOPMENT								
B.2.a	Cacao Specialist (Grant)	212,005	211,883	196,630	122				Technical Assistance
B.2.a	Cacao Specialist (Loan)	623,252	623,252	623,252	0				
B.3	Vegetables Crop Dev. (Loan)	814,221	814,221	814,221	0				
B.3.d	FHIA/FEPRO Demonstration Fa	114,486	114,486	114,486	0				
B.4	ADDITIONAL SYSTEMS DEV								
B.4.a	Short Term Advisors (Loan)	277,561	277,018	277,018	543				
B.4.b	Short Term Advisor (Grant)	298,792	298,033	147,876	759				Technical Assistance
B.4.d	Contingencies	105,135	105,135	76,820	0	100,000	0	100,000	Evaluation/Audit
IV	AID PROJECT MANAGEMEN								
IV.D	Ag. Proj. Liaison Officer	232,272	232,272	231,216	0				
	TOTAL	6,232,754	6,128,758	5,530,012	103,996	1,500,000	900,000	2,400,000	

FPX DETAILED BUDGET
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PE No.	Description	Amount Obligated 6/30/92	Amount Committed 6/30/92	Amount Expended 6/30/92	Available for Programming 6/30/92	New Funds	Total Funds Available	Funds Needed 7/92 - 6/93	Funds Needed 7/93 - 6/94	Funds Remaining 12/93
II	AGRICULTURAL EXPORTS	6,000,482	5,896,486	5,298,796	103,996	2,400,000	2,503,996	1,350,000	1,146,000	7,996
B.1.a	FPX Advisor	1,176,387	1,128,623	1,055,785	47,764	185,000	232,764	115,000	115,000	2,764
B.1.b	Marketing Advisor	144,062	144,062	144,062	0	0	0	0	0	0
B.1.c	New Commodity Sys. Developm.	626,140	595,445	469,728	30,695	360,000	390,695	190,000	200,000	695
B.1.d	Training Outside Honduras	3,471	3,471	3,471	0	0	0	0	0	0
B.1.e	Equipment (Grant)	493,518	480,140	339,130	13,378	487,000	500,378	340,000	160,000	378
B.1.e	Equipment (Loan)	429,915	429,915	429,915	0	0	0	0	0	0
B.1.f	International Travel	471,925	471,925	424,170	0	235,000	235,000	120,000	115,000	0
B.1.g	Business Missions	48,577	48,577	38,577	0	0	0	0	0	0
B.1.i	Outside Promotion	161,035	150,300	143,656	10,735	190,000	200,735	130,000	70,000	735
B.2	CACAO DEVELOPMENT							0	0	0
B.2.a	Cacao Specialist (Grant)	212,005	211,853	196,630	122	96,000	96,122	60,000	36,000	122
B.2.a	Cacao Specialist (Loan)	623,252	623,252	623,252	0	0	0	0	0	0
B.3	Vegetables Crop Dev. (Loan)	814,221	814,221	814,221	0	0	0	0	0	0
B.3.d	FHLA/FEPRO Demonstration Far	114,486	114,486	114,486	0	0	0	0	0	0
B.4	ADDITIONAL SYSTEMS DEVEL									
B.4.a	Short Term Advisors (Loan)	277,561	277,018	277,018	543	0	543	0	0	543
B.4.b	Short Term Advisor (Grant)	298,792	298,033	147,876	759	747,000	747,759	375,000	370,000	2,759
B.4.d	Contingencies	105,135	105,135	76,820	0	100,000	100,000	20,000	80,000	0
IV	AID PROJECT MANAGEMENT									
IV.D	Ag. Proj. Liaison Officer	232,272	232,272	231,216	0	0	0	0	0	0
	TOTAL	6,232,754	6,128,758	5,530,012	103,996	2,400,000	2,503,996	1,350,000	1,146,000	7,996

Buy America

Of the planned \$4.4 million in this amendment, none of the currently planned local or third country procurement requires a waiver under the Buy America guidance. If, however, during implementation of the project, a transaction is proposed that requires a waiver under the Buy America guidance, such waiver will be obtained before proceeding with the transaction.

All additional inputs contemplated herein will be of US source and origin, with the following exceptions: 1) \$190,000 for the USAID-direct procurement of services of a Third Country National Personal Services Contractor (TCN-PSC) for aquaculture advisory services; 2) \$266,000 for the Host Country procurement of services of two TCN-PSCs in shrimp products and cacao advisory services; 3) \$186,750 for third country and Host Country procurement of short-term technical assistance; 4) \$24,350 for the Host Country procurement of commodities; 5) \$94,000 for the USAID-direct procurement of international travel; 6) \$40,000 for the local procurement of printed materials and local support for a cultivated shrimp symposium; and 7) \$40,000 for the local procurement of evaluation and audit services. None of the currently planned local and third country procurement requires a waiver under the Buy America guidance.

With regard to the contracting of Third Country National Personal Services Contractors (TCN- PSCs) the Buy America guidance (90 State 410442) does not apply to PSCs and stipulates that, "Except as stated herein, exiting source/origin policy remains in effect." Existing guidance in Handbook 1B exempts personal services contracts from the source/origin/nationality restrictions defined therein. The only other existing guidance which addresses this issue is Contract Information Bulletin (CIF) 88-16, dated May 19, 1988, which sets forth Agency policy on the hiring of TCN PSCs as follows: Third Country Nationals should be used when (a) qualified persons are not available in the Cooperating Country; or (b) limitation of time or other conditions prevent the training of persons in the Cooperating Country for the work; or (c) the requiring office concludes that program efficiency and policy objectives can be achieved only by using Third Country Nationals as a substitute for available and qualified U.S. citizens or persons from the Cooperating Country.

In this case, the Mission believes that it can justify the use of TCNs for the positions listed below.

In those transactions for which local procurement is authorized, CACM will be utilized in accordance with Handbook 3, Appendix 5D, and the LAC Central American

Strategy to encourage effective regional cooperation. It is anticipated that most local procurement will take place in Honduras, but procurement from CACM will take place as necessary to further project objectives.

All transactions will require U.S. source, origin, and nationality except for those listed below. These are permissible under Section 9 of the Buy America guidance which provides that the guidance does not apply to professional services contracts under \$250,000.

- 1.) The Aquaculture Specialist will be a personal services contractor with third country nationality. The estimated LOP cost of the position is \$190,000.
- 2.) The Shrimp Production Specialist will be a personal services contractor with third country nationality. The estimated LOP cost of the position is \$170,000.
- 3.) The Cacao Specialist will be a personal service contractor with CACM nationality. The estimated LOP cost of the position is \$96,000.
- 4.) The project authorizes \$186,750 for short-term technical assistance to be obtained through third country or CACM sources.
- 5.) The project authorizes \$24,350 for commodities purchased in Honduras from US or Honduran origin.
- 6.) The project authorizes \$94,000 to finance international travel costs and per diem outside the US.
- 7.) The project authorizes \$40,000 for export promotion services to be obtained from sources with Honduran nationality.
- 8.) The project authorizes \$40,000 to contract with representatives of US auditing firms in CACM countries for auditing and evaluation services.

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