

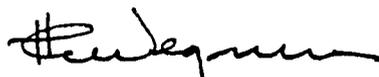
UNITED STATES INTERNATIONAL DEVELOPMENT - PD-ABJ-591
AGENCY FOR INTERNATIONAL DEVELOPMENT
WASHINGTON D C 20523

iss 91110

JAN 18 1985

ACTION MEMORANDUM FOR THE ACTING ASSISTANT ADMINISTRATOR, PRE

FROM: Herb Wegner, PRE/PPR/CSBD



PROBLEM: To enter into a Cooperative Agreement with the Cooperative League of the U.S.A. (CLUSA) to accelerate, through the provision of technical assistance and services, the participation of LDC cooperatives and other small businesses in international trade activities. We request approval of a 4-year project and provision of first year funding of \$600,000. Subsequent year funding will be dependent upon project performance and availability of funds.

DISCUSSION: In April 1983, the Cooperative Resources Committee (CRC), made up of ACDI, CHF, CLUSA, CUNA/WOCCU, VOCA and NRECA, established three task forces to study the priority areas of cooperative finance, development planning, and international cooperative trade and investment as a means to provide needed services to LDC cooperatives as well as to make progress toward eventual economic self-sufficiency of the global cooperative systems CRC members have been building for over 25 years.

The CRC task force on trade was to explore alternatives for creating a direct export trade capability to stimulate direct multilateral trade between and from cooperatives as a tool to strengthen cooperative business activity, lower prices of essential commodities to consumers, and increase international cooperative relations. To meet these objectives the CRC task force recommended the formation of the CLUSA/Cooperative Business International (CBI) a business entity organized to encourage, promote, develop, and facilitate trade for cooperatives worldwide. CBI will provide international trade business services for cooperatives on a commercial basis, dealing first with large, affluent cooperatives in more developed countries in order to generate an adequate revenue base. CBI, as a fledgling business, at the outset, will not have the needed resources to involve LDC cooperatives in the trade program. Initial profits, if any, from such ventures involving LDC cooperatives would be minimal.

Assured access to already developed marketing and supply systems would greatly increase the growth and success of LDC cooperatives and enhance their capacity to serve their members. It is in A.I.D.'s interest to develop LDC

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cooperatives and other small businesses into viable trade partners. Through the services to be provided by CLUSA under this cooperative agreement LDC cooperatives can receive the technical assistance and market access needed to develop or increase their volume of international trading and attendant benefits.

In the fall of 1983, CLUSA submitted an unsolicited proposal to A.I.D./FVA requesting assistance in establishing CLUSA/CBI. Following Bureau review, CLUSA was asked to provide a detailed business plan with additional information on proposed commercial services. There were three subsequent Bureau reviews and requests for further information in February, March and May of 1984. In June an Agency review was held with representatives of PRE/I, PRE/PPR, PPC/EA, PPC/PB, ASIA/DP, LEG/CLS, S&T/RD, FVA/PPE and FVA/PVC. There was agreement in principle, on the project, but still further detail on proposed business operations was requested from CLUSA. With the transfer of the cooperative functions to PRE, new reviews were necessary. At a PRE Advisory Committee meeting in January 1985 involving representatives from PRE, PPC and GC, it was decided that it would be in A.I.D.'s best interest to deal with CLUSA, not CBI, to provide the services required for LDC involvement in this trade program. The project now re-written, clearly defines the parameters of assistance to be provided using A.I.D. funds and is clearly focused on LDC trade development (see attached PIO/T).

Under the project, as now written, CLUSA will be charged with bringing services and benefits of foreign trade to non-parastatal private enterprise LDC cooperatives, specifically to:

- stimulate foreign trade involving LDC cooperatives;
- increase the economic viability of cooperatives in the LDCs by directing them toward beneficial trade relationships with international buyers and sellers;
- increase the number of cooperative-to-cooperative relationships across national borders;
- increase the level of knowledge and business sophistication within LDC cooperatives.

The primary beneficiaries of the project will be LDC cooperatives and their members. This type of institutional development performed by and through the private sector is clearly within the objectives of A.I.D.

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The proposed four year project calls for a commitment of funds not to exceed \$1,947,400. First year funding will be \$600,000 all of which are Section 103 ARDN funds. Funding for the three subsequent years (\$600,000, \$400,000 and \$347,400, respectively) will be dependent upon performance and the availability of funds.

The project was notified to the Congress on December 18, 1984 and such notification has expired without objection. You have the authority to authorize this project and sign the accompanying PIO/T pursuant to delegation of authority number 142.

Recommendation: That you approve the execution of a cooperative agreement with CLUSA for this four year International Trade Development project (940-0257), provision of first year funds in the amount of \$600,000, and a total funding level not to exceed \$1,947,000 by signing the attached Project Authorization and PIO/T.

Attachments:

1. Project Authorization
2. PIO/T
3. Original Proposals
4. Congressional Notification
5. CLUSA/CBI Business Plan

UNITED STATES INTERNATIONAL DEVELOPMENT COOPERATION AGENCY
AGENCY FOR INTERNATIONAL DEVELOPMENT
WASHINGTON D C 20523

ASSISTANT
ADMINISTRATOR

PROJECT AUTHORIZATION

NAME OF COUNTRIES: Selected Less Developed Countries

NUMBER OF PROJECT: 940-0257

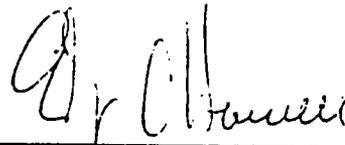
NAME OF PROJECT : International Trade Development Program (CLUSA)

1. Pursuant to Section 103 of the Foreign Assistance Act of 1961, as amended, I hereby authorize the International Trade Development Program (CLUSA) Project for selected Less Developed Countries involving planned obligations of not to exceed One Million Nine Hundred Forty-seven Thousand Four Hundred United States Dollars (\$1,947,400) in A.I.D.funds over a four year period, subject to the availability of funds in accordance with the A.I.D. OYB/allotment process.

2. The project will consist of a cooperative agreement with the Cooperative League of the U.S.A. (CLUSA) for the purpose of providing trade business services and technical assistance to private cooperatives and other private businesses in less developed countries on a commercial basis.

3. The cooperative agreement between A.I.D. and the grantee may be negotiated and executed by the officer(s) to whom such authority is delegated in accordance with A.I.D. regulations and Delegations of Authority and shall be subject to the following provision, together with such other terms as A.I.D. may deem appropriate:

Source and Origin of Goods and Services. Commodities and services financed by A.I.D. under the project shall have their source and origin in the United States and the relevant host country, except as A.I.D. may otherwise provide in writing. Ocean shipping financed by A.I.D. under the project shall, except as A.I.D. may otherwise agree in writing, be financed only on flag vessels of the United States.



Edgar C. Harrell
Acting Assistant Administrator
Bureau for Private Enterprise

Clearance:

PRE/PPR:HWegner	<u>HWegner</u>	Date	<u>1/18/85</u>
PRE/PPR:BBouchard	<u>BBouchard</u>	Date	<u>1/11/85</u>
GC/PRE:SECarlson	<u>SECarlson</u>	Date	<u>1/18/85</u>
PPC/PDPR:NZank	<u>NZank</u>	Date	<u>1/28/85</u>

Statement of Work

I. PURPOSE:

The purpose of A.I.D. support to CLUSA is to facilitate private sector development in LDCs by providing a viable means for private enterprise cooperatives to expand, market and export goods and/or services thereby increasing the potential for growth and self-reliance of LDC cooperatives. This purpose is clearly in line with 1) A.I.D. policy and the priority strategy areas of private sector and institutional development; 2) PD-73, Sup. A, HE 1, General Policy regarding assistance to cooperative development organizations; and 3) Section 1C2 of the Foreign Assistance Act.

II. OBJECTIVE AND GOAL

The objective of this four year project is to enable the Cooperative League of the USA (CLUSA), to bring the services and benefits of foreign trade to private enterprise (non-parastatal) cooperatives in the LDCs, specifically to:

- stimulate foreign trade involving LDC cooperatives;
- increase the economic viability of cooperatives in the LDCs by directing them toward beneficial trade relationships with international buyers and sellers;
- increase the number of cooperative-to-cooperative relationships across national borders;
- increase the level of knowledge and business sophistication within LDC cooperatives.

A.I.D. support is intended to provide the capability for CLUSA to immediately identify the needs of LDC cooperatives and to provide services to LDC cooperatives necessary for them to participate in international trade.

III. BACKGROUND

A. General

The cooperative marketing and supply systems in the U.S., Europe and Japan have grown and developed to a point where cooperatives are a large and sometimes dominant factor. In Europe, 22 central organizations of consumer cooperatives

in 19 countries have established Inter-coop which undertakes joint purchasing and importing on their behalf and has an annual turnover of some \$16 billion. In Japan, the National Federation of Agricultural Cooperative Association has trading companies which annually import some \$800 million worth of goods, of which fully 50 percent is purchased from cooperatives in the United States, Europe and Asia. In this country Farmland Industries each year imports over \$500 million of goods. Greenbelt Cooperative imports \$20 million worth of goods, much of which originates in cooperative plants. These developed country cooperatives are potential markets for the exports of developing country products.

Through encouragement of international trade relations, LDC cooperatives can gain increased access to the marketing and supply systems of cooperatives in developed countries. In turn, U.S. cooperatives would gain access to the rapidly growing developing country markets and to commodities and supplies from these countries.

B. Rationale

Cooperatives in LDCs are facing many of the same problems which were faced by U.S. cooperatives 50 years ago. Many of the U.S. cooperatives were founded to compensate for an inadequate agricultural marketing and supply system. LDC cooperatives are today being founded for the same reasons. The original U.S. cooperatives had an uphill struggle for survival and many did not survive. The survival of many LDC cooperatives is similarly in doubt. Assured access to already developed marketing and supply systems would greatly increase the survival rate of LDC cooperatives and hasten the growth of their ability to serve their members who are most often farmers and/or operators of agriculture related industries. Agriculture and agri-related industry was, for a long time the backbone of the United States. The same potential exists in some of the LDCs, and can best be enhanced through LDC cooperatives.

The trade assistance program represents an opportunity to introduce or expand the benefits of international trade to cooperative businesses in LDCs, thereby improving LDC balance of payments performance. There is now a lack of institutional capability in LDC cooperatives to carry out international commercial activities. This means lower incomes or higher expenses for farmers and other cooperative members because of missed marketing opportunities and high marketing margins.

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The problems which LDC cooperatives face in international trade have been identified by the International Labor Organization of the U.N. and the Swedish International Development Agency as: lack of market information, contacts and promotional capacity; access to export/import financing; cumbersome documentation requirements; lack of knowledge of and contact with shipping companies, agents, etc.; customs clearance procedures; quality standards for export; packaging for export; and lack of market promotion capability.

There are thousands of cooperatives in LDCs which have potential to be importers or exporters. Agricultural cooperatives in LDCs are responsible for an estimated 30 percent of marketed output and 10 percent of input supplies in the LDCs. However, the share of international agricultural trade of LDC cooperatives is estimated at less than five percent. The reasons for this low market share are those already mentioned. The balance of payments implications are obvious.

The vast majority of LDC cooperatives are too small to be able to afford to develop the specialized expertise and market coverage necessary to become viable exporters. Hence, they miss export opportunities or export through middlemen or foreign companies which often capture disproportionate profits from the export activities.

The CLUSA trade assistance program proposes to provide access to international marketing services to LDC cooperatives and trading partners of cooperatives. CLUSA assistance will allow even small LDC cooperatives to have access to specialized and skilled expertise at a fraction of what it would cost them to duplicate the available services. Through CLUSA, LDC cooperatives will be able to call on the skills and resources of developed country cooperatives. The program as well should have a positive impact on employment generation and improving institutional capabilities.

This trade assistance program will be carried out by CLUSA as a part of the total CLUSA organization program. The trade assistance service will provide information and services necessary to expand the role of LDC cooperatives in international trade. The A.I.D. grant will enable CLUSA to rapidly expand trade activities in LDCs - where the cost of doing business is initially greater and the return less. CLUSA will combine its own resources with resources of cooperative organizations worldwide to create a global trade information and service network.

As a continuation and expansion of its current role in promoting trade between U.S. and foreign cooperatives, the Cooperative League Board authorized the incorporation of Cooperative Business International -- a joint venture between the Cooperative League of the USA and cooperatives throughout the world. An initial amount of \$50,000 was approved to be used to finalize a Business Plan. The objectives of CBI are to develop an international trade program in order to enable the world's cooperatives to enter or expand their posture in the international market place and establish a trade information system to facilitate access to trade data for the world's cooperatives.

The economy inherent in dealing with larger, more affluent cooperatives will require that CLUSA/Cooperative Business International (CBI), focus on trade activities with developed countries if it is to survive. Initial service to LDCs is dependent upon A.I.D. assistance through CLUSA. Otherwise, that service would be delayed until CLUSA/CBI had sufficient financial strength to open this priority but more difficult market.

C. "Trade Concept" Development

In November 1982, delegates from national cooperative organizations in 20 countries met in Cairo, Egypt and recommended the creation of a multinational cooperative to facilitate international trade; an international data bank; a guarantee fund to finance trade; and the launching of joint ventures by cooperatives.

In March 1983, the Cooperative Resources Committee (CRC) had a retreat in Coolfont, West Virginia. At that time they established three task forces to study the priority areas of cooperative finance, development planning and cooperative export trade and investment. The CRC task force on trade was to explore alternatives for creating a direct export trade capability to stimulate direct multilateral trade between and from cooperatives. Their work was supplemented by a purchase order to Basilio Laicuris, a consultant, to provide a report which would outline the optimal function, facilities, and strategy required for the initial operation of an international trade facility. Another purchase order was made to Jaenke and Associates to produce a report organizing known information. In addition, the Cooperative League of the USA (CLUSA) was asked to make field investigations through discussions with foreign trade organizations to carefully assess potential for such a business. The findings were positive.

Both the task force and CRC thoroughly examined the Cooperative Export Trade and Investment concept. There was a unanimous decision by CRC that the trade effort could best be implemented by a single organization, and that this organization should be CLUSA.

D. Capability of the Cooperative League of the USA (CLUSA) In Trade

CLUSA has recognized the potential benefits to both the developing country cooperatives and U.S. cooperatives.

In 1978 the League co-sponsored, with the International Cooperative Alliance (ICA), an international trade conference for cooperatives. The conference had 121 participants from 22 countries. The success of the conference is demonstrated by the fact that almost \$300 million in trade arrangements were concluded as a result of contracts made at the conference. An international trade conference is now held every second year by the ICA as a follow-up to the original 1978 conference. As the U.S. representative to the ICA, CLUSA has played a strong supporting role to other ICA trade activities.

In CLUSA's own developmental assistance programs trade has become increasingly important. CLUSA has established its own permanent trade office in New Delhi, India. As a direct result of a PL 480 oilseeds program in India, CLUSA is assisting in the negotiations for commercial purchase of \$50 million worth of new sales by a U.S. cooperative. CLUSA is playing a brokerage role between an Indian cooperative which can manufacture industrial gloves for its members. CLUSA also played an intermediary role in negotiations between Rwanda and a U.S. cooperative which was trying to secure sources of pyrethrum. CLUSA collaborated with the Central Bank for Cooperatives, and the Overseas Private Investment Corporation (OPIC) in sponsoring a seminar on international trade for U.S. cooperatives. CLUSA worked with OPIC in coordinating a 1983 investment mission to India. CLUSA's Senior Vice President in charge of the International Programs is a member of the Board of OPIC. Trade leads and inquiries from overseas to the CLUSA office are routinely referred to CLUSA members. CLUSA is taking a lead role in a task force on international trade made up of representatives of the six members of the Cooperative Resources Committee.

E. Trade Information Network

As a continuation and expansion of its current role in promoting trade between U.S. and foreign cooperatives the Cooperative League Board in June 1983 authorized the incorporation of Cooperative Business International (CBI). The objectives of CBI, are to develop an international trade program in order to enable the world's cooperatives to enter or expand their posture in the international market place and establish a trade information system to facilitate access to trade data for the world's cooperatives. The priority for CLUSA is the involvement of LDC cooperatives or associations of cooperatives in beneficial international trade. Meeting this priority is beyond the present capability of CBI because of the high initial cost, in money and low initial returns to the business.

IV. IMPLEMENTATION PLAN

A. General

Generally, the activities to be undertaken by CLUSA are as follows:

1. LDC Trade Promotion Activities

- a. Produce CLUSA pamphlet describing the goals and objectives of the CLUSA organization.
- b. Organize orientation programs for LDC co-ops, and development organizations concerning how they can participate in international trade.

2. Technical Services

- a. Sponsor workshops for LDC co-ops that are considering a U.S. presence.
- b. Identify trade shows and trade missions for LDC cooperatives participation.
- c. Identify situations where LDC co-ops can fulfill market demand and can profitably use technical assistance to enter export markets.

3. Market Data

- a. Conduct market research and compile information on geographic markets and export opportunities for products and commodities sold by LDC co-ops.

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- b. Identify and select specific countries especially among PRE's target countries for priority treatment extending and coordinating the CLUSA market information network.

B. First Year of Operations

1. During the first year of AID funding, CLUSA will concentrate its efforts in the trade and investment areas as a broker and project developer. To accomplish this CLUSA will:
 - a. Involve LDC cooperative participants, sponsor a trade show and at least one seminar in conjunction with the trade show and one workshop during the first full operating year. Location and product concentration will follow surveys and pre-feasibility studies conducted in collaboration with potential clients, or reflect results of CLUSA's development/technical assistance programs.
 - b. Focus attention on those LDC countries and programs which are most promising and do not cause fragmentation of limited resources, pursuing opportunities when markets are defined clearly and obvious advantages exist for both buyer and seller.
 - c. Provide technical assistance in LDC cooperatives to facilitate economic growth through export marketing.
 - d. Establish an accounting and reporting system acceptable to AID that clearly delineates sources and uses of funds for this program and accomplishments achieved.
 - e. A new business plan for CBI and CLUSA within six months after signing the agreement that delineates CLUSA's and CBI's priorities, countries and services in relationship to each other, markets that will be developed for LDC cooperatives over the next three years, pro forma income and balance sheet statements (3 years) for CBI with and without the services provided by CLUSA under this program.
2. All activities undertaken using A.I.D. funding will be in compliance with all pertinent U.S. government laws, policies and regulations (e.g. USDA, Commerce, State, AID, Treasury, etc.) which will apply to all potential trade transactions (citrus, fuel/alcohol, pesticides, fertilizer, etc.). A.I.D. will be advised in advance of such requirements and be assured of compliance.

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C. Trade Shows and Seminars

In October 1985, The Cooperative League will be hosting the Central and Auxillary Committee Meetings of the International Cooperative Alliance. These meetings will include about 300 senior representatives of the world's largest cooperatives and cooperative federations including LDC representation. CLUSA will take advantage of this opportunity, and will ensure that these cooperative business leaders and others are exposed to the products and capabilities of both U.S. and LDC cooperatives. A 3 day trade show and seminar will be programmed during the meeting. The proposed show was discussed in detail at Hamburg at the ICA meeting in 1984. Approximately 125 booths, most with LDC products, will be filled.

- D. It is anticipated that years 2, 3 and 4 will to a great extent include activities the same or similar to those proposed in year one. As program interest and experience increases the number of seminars/workshops should increase with any additional related costs being covered by anticipated fees or other private sector entities.

The trade shows will serve as a major promotional event for LDC trading opportunities.

VI. CONDITIONS, LIMITATIONS, MONITORING AND EVALUATION
REQUIREMENTS APPLIED TO ACTIVITIES UNDERTAKEN BY CLUSA:

The following conditions apply to A.I.D. funded activities in addition to those required by statute or other A.I.D. policies and regulations.

- A. Funds expended under this agreement shall be in direct support of the objectives of the agreement and are not intended to be expended for any other purpose or program of the Cooperative League.
- B. Any changes in the budget incorporated in this agreement shall be reported to A.I.D. when they occur. In any event, a revised budget shall be submitted to A.I.D. no less than every 90 days along with a statement of expenditures for reimbursement.
- C. A.I.D. reserves the right, as herein otherwise provided, to question specific expenditures, and disallow specific expenditures which appear not to directly further the objectives as stated in this statement of work.
- D. The recipient may seek advance approval of questionable expenditures by requesting such approval in writing to A.I.D. Approval for questionable expenditures by A.I.D. will not be granted if such approval is requested after the expenditure has been made.

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- E. The funds provided by A.I.D. will be for support to CLUSA only for the purpose of expediting the provision of services to LDC cooperatives and will be added to funds already appropriated by the Board of Directors of CLUSA, for this purpose.
- F. Any request for A.I.D. funding support beyond year one will depend upon the progress of the project. An evaluation will be done at the end of the first year to determine if A.I.D.'s objectives are being met and if funding should be continued.
- G. At the end of the first year of operations, an evaluation will be undertaken to assist A.I.D. in determining the viability of continuing the project in a similar fashion for the remaining two year period. Verifiable indicators may include:
 - 1. Trade information services made available to LDC cooperatives.
 - 2. At least one workshop for LDC cooperatives in trade will have been held.
 - 3. At least one trade mission will have been accomplished.
 - 4. A referral service will be underway whereby cooperatives needing specific services can be put in contact with private or cooperative service vendors.
 - 5. Major trade show presentations will have been made.
 - 6. Coop managers will participate in ILO/ATCOM training program for training export managers in LDCs.
- H. A.I.D. has audit rights throughout the life of the project, and not to exceed seven years thereafter.
- I. CLUSA will make available to USG representatives all records pertaining to the deposits and disbursements of A.I.D. funds which have been provided to CLUSA and deposited in the special accounts. CLUSA will also cooperate with and give reasonable assistance to USG representatives in their review of the overall effectiveness of the project.

- J. A.I.D. funding provided to CLUSA will not be used for any technical assistance related to trade transactions with communist countries as defined by the U.S. State Department.

VII. ROLES AND RESPONSIBILITIES:

- A. All expenditures in support of personnel reimbursed under this agreement, shall be only for personnel employed by or under the administrative control of CLUSA. In order to record this with respect to any persons employed both by CLUSA and other organizations, the work of such persons attributable to CLUSA will be specifically recorded on weekly timesheets or the equivalent. Likewise, equipment purchased under this agreement shall remain in effect for the life of this agreement and any future amendments thereto.
- B. CLUSA is responsible for obtaining appropriate cooperating country clearances for its personnel and maintaining liaison with cooperating country officials as appropriate.

VIII. REPORTING RESPONSIBILITIES:

CLUSA will provide quarterly reports using an agreed upon format including expenses by program/activities/functions in addition to line items. These reports will be provided within 30 days following the end of the 3 month period covered by the report.

IX. SUBSTANTIAL INVOLVEMENT BY A.I.D.:

Substantial involvement by A.I.D. includes all of the activities listed under Items VI, VII and VIII above. This, generally involves review of all trade transactions undertaken using A.I.D. funds, concurrence on staff appointments, review and approval of annual work plans, and the responsibility to redirect work, if required, in the event of A.I.D. determination that such action is necessary to ensure maximum assurance of the appropriate use of A.I.D. funds and success of the activities being undertaken.

DRAFT:tmh:CWeiskirch:1/7/85:0656I
revised:1/29/85

A.I.D. Estimated Budget

(LOP \$1,947,400)

	<u>FY 85</u>	<u>FY 86</u>	<u>FY 87</u>	<u>FY 88</u>
Personnel Services (1.5 person years)*	62,000	66,000	70,000	75,000
Subcontracting & Consultant Services	125,000	105,000	70,000	50,000
Travel, Transportation & Per Diem	115,000	115,000	50,000	40,000
Seminars, Workshops & Trade Show Participation	75,000	100,000	70,000	50,000
Other Direct Costs	<u>54,000</u>	<u>45,000</u>	<u>27,000</u>	<u>34,400</u>
Sub-Total	431,000	431,000	287,000	249,400
Overhead (39.32%)	<u>169,000</u>	<u>169,000</u>	<u>113,000</u>	<u>98,000</u>
TOTAL	600,000	600,000	400,000	347,400
CLUSA Contribution**	30,000	30,000	50,000	40,000

*(Salary level calculated based on \$41,860/person year plus fringe of 18.5%.
Inflator of 7% used after FY 1985 for each subsequent year.)

**Any additional funding to maintain that level necessary to carry out project
activity responsibilities that are not assumed by CEI will be provided by CLUSA,
other donors or fees received.

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AID 1350-1 (10-79)	UNITED STATES INTERNATIONAL DEVELOPMENT COOPERATION AGENCY AGENCY FOR INTERNATIONAL DEVELOPMENT PROJECT IMPLEMENTATION ORDER/TECHNICAL SERVICES	1. Cooperating Country Centrally Funded	Page 1 of 3 Pages
		2. PIO/T No. 534-2406	3. <input checked="" type="checkbox"/> Original or Amendment No. _____
		4. Project/Activity No. and Title 940-0257 International Trade Development Program (CLUSA) 543-34-099-00-69-51	
		5. Appropriation Symbol 72-1151021.3	

DISTRIBUTION	6. Allotment Symbol and Charge 543-38-099-00-76-41	8. Project Assistance Completion Date (Mo., Day, Yr.) December 31, 1988
	7. Obligation Status <input checked="" type="checkbox"/> Administrative Reservation <input type="checkbox"/> Implementing Document	9. Authorized Agent AID/W

10. This PIO/T is in full conformance with PRO/AG Date _____	11a. Type of Action and Governing AID Handbook <input type="checkbox"/> AID Contract (HB 14) <input type="checkbox"/> PASA/RSSA (HB 12) <input type="checkbox"/> AID Grant (HB 13) <input checked="" type="checkbox"/> Other Cooperative Agreement	11b. Contract/Grant/PASA/RSSA Reference Number (If this is an Amendment) _____
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12. Estimated Financing (A detailed budget in support of column (2) is attached as attachment no. <u>2</u>)
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Maximum AID Financing	A. Dollars	(1) Previous Total	(2) Increase	(3) Decrease	(4) Total to Date
		B. U.S.-Owned Local Currency			600,000

13. Mission References	14a. Instructions to Authorized Agent CM/SOD is requested to negotiate a cooperative agreement with the Cooperative League of the USA (CLUSA) for the period January 1, 1985 to December 31, 1988 for the services described herein and to provide first year funds in the amount of \$600,000. Total funds for allowable costs in the amount of \$1,947,400 be provided during the life of this agreement subject to performance and the availability of funds. The statement of work and proposed budget are attached.
	14b. Address of Voucher/Paying Office AID/FM/PAD, Washington, D.C. 20523

NOTED
M/FM/PAD
DATE 1/30/85

15. Clearances—include typed name, office symbol, telephone number and date for all clearances.

A. The project officer certifies that the specifications in the statement of work are technically adequate PRE/PPR/CSBD: HWegner <i>H. Wegner</i> Date <u>1/18/85</u>	Phone No. _____ Date <u>1/18/85</u>	B. The statement of work lies within the purview of the initiating and approved agency programs PRE/PPR: BBouchard <i>B. Bouchard</i> Date <u>1/18/85</u>
C. PRE/PPR: JGelb (Draft) <i>J. Gelb</i> Date <u>1/18/85</u> PRE/PPR: CWeiskirch <i>C. Weiskirch</i> Date <u>1/18/85</u> PRE/ADMIN: GHorner <i>G. Horner</i> Date <u>1/30/85</u>	D. Funds for the services requested are available M/FM/PAD, Richard Hemphill	

16. For the cooperating country: The terms and conditions set forth herein are hereby agreed to Signature _____ Date _____ Title _____	17. For the Agency for International Development Signature <i>E. Harrell</i> Date <u>1/28/85</u> Title (Acting) AA/PRE, Edgar Harrell
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AID 1350-1 (10-79)	1. Cooperating Country Centrally Funded	2. PIO/T No. 534-2406	Page 2 of 3 Pages
PIO/T	4. Project/Activity No. and Title International Trade Development Program (CLUSA)		

SCOPE OF WORK

18. THE SCOPE OF TECHNICAL SERVICES REQUIRED FOR THIS PROJECT ARE DESCRIBED IN ATTACHMENT NUMBER _____ HERETO ENTITLED "STATEMENT OF WORK".

19. SPECIAL PROVISIONS

N/A

- A. LANGUAGE REQUIREMENTS (SPECIFY) _____
(IF MARKED, TESTING MUST BE ACCOMPLISHED BY AID TO ASSURE DESIRED LEVEL OF PROFICIENCY)
- B. ACCESS TO CLASSIFIED INFORMATION WILL WILL NOT BE REQUIRED BY TECHNICIAN(S).
- C. DUTY POST(S) AND DURATION OF TECHNICIANS' SERVICES AT POST(S) (MONTHS)
- D. DEPENDENTS WILL WILL NOT BE PERMITTED TO ACCOMPANY TECHNICIAN.
- E. WAIVER(S) HAVE BEEN APPROVED TO ALLOW THE PURCHASE OF THE FOLLOWING ITEM(S) (COPY OF APPROVED WAIVER IS ATTACHED)
N/A
- F. COOPERATING COUNTRY ACCEPTANCE OF THIS PROJECT (APPLICABLE TO AID/W PROJECTS ONLY)
 - HAS BEEN OBTAINED HAS NOT BEEN OBTAINED
 - IS NOT APPLICABLE TO SERVICES REQUIRED BY PIO/T
- G. OTHER (SPECIFY)
See Item VI, Statement of Work (Attachment 1)

20. BACKGROUND INFORMATION (ADDITIONAL INFORMATION USEFUL TO AUTHORIZED AGENT)

Start-up Plan attached

21. SUMMARY OF ATTACHMENTS ACCOMPANY THE PIO/T (INDICATE ATTACHMENT NUMBER IN BLANK)

- 2 DETAILED BUDGET IN SUPPORT OF INCREASED FUNDING (BLOCK 12)
- _____ EVALUATION CRITERIA FOR COMPETITIVE PROCUREMENT (BLOCK 14)
- _____ JUSTIFICATION FOR NON-COMPETITIVE PROCUREMENT (BLOCK 14)
- 1 STATEMENT OF WORK (BLOCK 18)
- _____ WAIVER(S) (BLOCK 19) (SPECIFY NUMBER)

