



U. S. AGENCY FOR INTERNATIONAL DEVELOPMENT  
AGENCIA DE LOS ESTADOS UNIDOS PARA EL DESARROLLO INTERNACIONAL

*[Handwritten signature]*

September 30, 1993

Mr. Daniel Oliveri  
Manager  
Asociación Uruguaya ORT  
Cuareim 1451  
Montevideo

Subject: Grant No. 528-0616-G-00-3068-00

Dear Mr. Oliveri:

Pursuant to the authority contained in the Foreign Assistance Act of 1961, as amended, the Agency for International Development (hereinafter referred to as "A.I.D." or "Grantor") hereby grants to Asociación Uruguaya ORT (hereinafter referred to as "ORT" or "Grantee"), the sum of US\$30,000 to carry out a study and seminar on legal and regulatory barriers and unfair competitive practices that affect free market development, as described in the Schedule of this Grant and Attachment 2, entitled "Project Description".

This Grant is effective and obligation is made as of the date of this letter and shall apply to expenditures made by the Grantee, to carry out activities under the aforesaid Project during the period beginning with the effective date and ending on June 30, 1994.

This Grant is made to the Grantee on condition that the funds will be administered in accordance with the terms and conditions set forth in Attachment 1 (the Schedule); Attachment 2 (the Project Description); and Attachment 3 (the Standard Provisions); all of which have been agreed to by your organization.

Please sign the original and all enclosed copies of this letter to acknowledge your receipt of the grant, and return the original and all but one copy to our office.

Sincerely yours,

Grant Officer



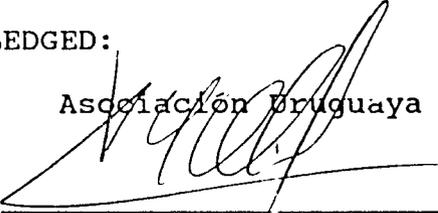
Robert J. Asselin, Jr.  
A.I.D. Representative

Date: 9-30-93

Attachments:

1. Schedule
2. Project Description
3. Standard Provisions
4. ORT Project Proposal

ACKNOWLEDGED:



Asociación Uruguaya ORT

BY:

Mr. Daniel Oliveri

Title: Manager

Date: 10.5.93

**SCHEDULE  
(ORT)**

**A. Purpose of Grant**

The purpose of this Grant is to inform business leaders and legal specialists about the adverse effects of specific legal, regulator and unfair competitive practices in Uruguay and what can be done to address them. It is expected that the information and analysis resulting from the activities included in this project will help business executives and legal specialists become better informed of the factors that are impediments to improving the functioning of markets and competitive forces.

The activities to be financed under this Grant are described in more detail in Attachment 2 (Project Description).

**B. Period of Grant**

This Grant is effective as of the date of this letter. The estimated completion date of this Grant is June 30, 1994.

**C. Amount of Grant and Payment**

1. A.I.D. hereby obligates the amount of US\$30,000 for the purposes of this Grant.
2. Payment shall be made to the Grantee in accordance with the procedures set forth in Attachment 3 (the Standard Provisions), entitled "Payment - Periodic Advance."

**D. Financial Plan**

The following is the Grant Budget. Revisions to this budget

shall be made in accordance with the Standard Provision of this Grant, entitled "Revision of Grant Budget."

Contributions

E l e m e n t	A.I.D.	In-Kind ORT	US Dollars
1. General Coordinator	0	2,500	2,500
2. Seminar Coordinator	1,500	0	1,500
3. Visiting Scholars	14,000	0	14,000
4. Papers by Professors from ORT	6,000	1,500	7,500
5. Simultaneous Translation and amplifying system for the Seminar	1,600	0	1,600
6. Dissemination in the press	3,800	1,000	4,800
7. Paper and Publications and programs	750	750	1,500
8. Mailing, telephone, fax, courier	350	150	500
9. Rent of space for the seminar	0	400	400
10. Cocktail	0	1,600	1,600
11. Clerical and administrative costs	0	1,800	1,800
12. Recipient Audit	2,000	0	2,000
<b>Total</b>	<b>\$30,000</b>	<b>\$9,700</b>	<b>\$39,700</b>

Funds under the Visiting Scholars item of the budget will cover the cost of a prestigious professor from a U.S. University and two highly qualified experts from Chile and Brazil. Funds will cover international travel, per diem and miscellaneous costs. In addition, it will also cover expert fees according to A.I.D.'s regulations.

The budget may be revised by mutual agreement of the Parties, as required, based on implementation experience. Such revisions will be submitted to A.I.D. and approved by A.I.D. through Project Operational Letters.

**E. Reports and Evaluations**

ORT will prepare and submit to the Office of the A.I.D. Representative quarterly project progress reports on the financial and technical aspects of the project and its evaluation.

Financial Reports. ORT is required to use the standardized Federal Cash Advance Status Report to report the status of funds for this grant. ORT shall submit this report (original and no

more than two copies) no later than 30 days after the end of each specified reporting period. In addition, ORT shall provide financial information on the total amount granted, accrued expenditures and unobligated balance by project element.

Technical Reports. These reports will identify activities carried out during the previous quarter, and any implementation problems and activities planned for the next quarter.

Evaluation Reports. ORT will prepare a final evaluation of the project, following A.I.D. guidance for data collection to measure project impact and instructions in operational letters that A.I.D. may prepare for this purpose. In addition, ORT agrees to consider any communication method that help spread project results and reach the purpose of this grant, such as newspaper reports, conferences, hand-outs explaining project results, newsletters, etc. A copy of the evaluation report will be sent to the A.I.D. Office in Uruguay.

**F. Special Provisions**

Attachment No. 3 to the Grant provides the Standard Provisions applicable to the Grant. The Optional Standard Provisions Nos. 2, 4, 6, 8, 9, 12, 13, 14, 15, 16, 17, 18, 19, 20, and 21 are not applicable for the purpose of this Grant.

**G. Authorized Geographic Code**

The authorized geographic code for the procurement of goods and services under this Grant is the United States of America, Uruguay, Chile and Brazil.

**Project Description**  
(ORT)

**I. Background**

In managing its economic affairs, during the past decade Uruguay has devoted increased attention to macro-economic factors, such as monetary and fiscal restraints and a market-based foreign exchange regime. The country has made some progress but important difficulties continue to exist which hinder broad-based economic growth. These difficulties include a wide array of "business environment" problems such as legal, regulatory and judicial impediments that have curtailed private sector development and thereby economic growth.

In general, Uruguay's complex and burdensome laws and regulations create an inhibiting business climate: they restrict market forces, impede wider competition among firms, and hinder essential business operations. ORT has identified this area as an important topic for analysis and discussion with business executives, legal specialists, chambers and associations, as a means to contribute to the development of a more open Uruguayan economy. To achieve a good understanding of the above-mentioned factors, ORT proposes to carry out Study Papers and one seminar on legal, regulatory barriers and unfair competitive practices that impede free market development and distort business operations. The topics to be investigated are discussed in ORT's Project proposal which is attached to this Project Description. In carrying out the seminar, ORT will invite a prestigious professor from a U.S. University and two highly qualified experts from Chile and Brazil to lecture business executives, legal specialists, chambers and associations on the experience in their countries regarding the issues selected by ORT. It is intended that the results of the Study Papers will be disseminated through newsletters, newspapers and other means.

ORT is a non-profit, non-partisan organization with 50 years of experience in education. The entity initiated its first educational program in 1943. Its major fields of interest are technology, computer sciences, communications and business management. In 1983, ORT/Uruguay had 2,421 students participating on its regular programs. This figure increased to 6,300 in 1993.

**II. Project Description**

**A. Goal**

The goal of the Project is to promote increased participation

by the private sector in the process of economic reform. The Project will contribute to this goal by supporting ORT's efforts to inform business executives, legal specialists, chambers and associations of legal and regulatory factors affecting free market development.

#### **B. Purpose**

The purpose of this Grant is to inform business leaders and legal specialists about the adverse effects of specific legal, regulatory and unfair competitive practices in Uruguay and what can be done to address them.

#### **C. Outputs**

- Approximately 100 business executives, legal specialists and professionals informed about key issues affecting free markets development.
- Chamber of Industry, National Chamber of Commerce, Cámara Mercantil, and other Associations participating in the seminar.
- Six Study Papers prepared on the topic which will identify key issues and factors affecting business competitiveness -- including 3 Study Papers referring the Uruguayan market.
- Three newspapers disseminate Seminar and Study Papers' conclusions. Other publicity is contributed by ORT.

#### **D. Description of Project Activities**

The Project includes funding for six Study Papers, one seminar and publicity related to the attainment of the above outputs, activities and the purpose. For more reference regarding the description of this project, attached is copy of ORT's unsolicited proposal which describes in detail the scope of the seminar, target audience, and justification of selected key issues that have been found relevant for ORT.

### **III. Project Implementation Arrangements**

A.I.D. will Grant \$28,000 to ORT to support the above activities, in addition to \$2,000 for a recipient audit, for a total A.I.D. contribution of \$30,000.

#### **A. Specific Responsibilities**

1. ORT

ORT will:

- plan, manage, implement, monitor and evaluate the Project.
- provide the contributions described in this document and more specifically listed in the Financial Plan section of this Attachment to assure the attainment of the purpose of the Project.
- provide a detailed description of costs included implicitly in the "Visiting Scholars" budget item of the Financial Plan, which will be reported to A.I.D. previous to the commitment of funds.
- make the necessary arrangements to carry out an audit of the Grant by not later than the termination date of the Grant - June 30, 1994.

## 2. A.I.D.

A.I.D. will assign a Project Manager to coordinate Project implementation with ORT. The A.I.D. Project Manager will advise, as required, on the use of A.I.D. funds provided to ORT through the Grant and will review the progress reports required under the Grant.

### B. Reports and Information and Evaluation Plan

#### 1. Reports

ORT will prepare quarterly project progress reports and will provide copies to A.I.D. These reports will identify activities carried out during the preceding quarter and any implementation problems.

#### 2. Evaluation Plan

The quarterly reports will document the progress made in attaining the purpose of the Project, which A.I.D. will use in evaluating the impact of the Grant. ORT will have to follow A.I.D.'s guidance or any operational letter regarding the collection of both qualitative or quantitative information.

#### IV. Financial Plan

##### A. The A.I.D. Contribution

A.I.D. plans to provide \$30,000 for Project activities during the period which starts with the effective date of the Grant and ends on June 30, 1994. This amount will cover the cost of each of the activities described under the Project Description section and audit. Funding for the planned activities is envisioned as follows:

Contributions

Element	A.I.D.	In-Kind ORT	US Dollars
1. General Coordinator	0	2,500	2,500
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3. Visiting Scholars	14,000	0	14,000
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Clearance Page: ORT Grant

Accounting Classification

Project No.: 598-0616.18  
Name of Project: Inter-country Technology Transfer  
Grant No.: 528-0616-G-00-3068-00  
Grant Name: ORT Uruguay  
Appropriation: 72-1131021  
Budget Plan Code: LVDA93-25528-KG12  
Obligation No.: 30023  
Total Project Amount: \$30,000  
This Obligation: \$30,000  
Period: 9/30/93 - 06/30/94

Clearance:

Project Officer:  
Accountant:

JCBelza:  
AGiacri:


Date:  
Date:

9/30/93  
9/30/93