

**U.S. DEPARTMENT OF COMMERCE  
COMMERCIAL LAW DEVELOPMENT PROGRAM**



**EGYPT PROGRAM FINAL REPORT  
1998 - 2004**

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## I. EXECUTIVE SUMMARY

The U.S. Department of Commerce (DOC) Commercial Law Development Program (CLDP) has supported the mission of the U.S. Agency for International Development (USAID) in Egypt since 1998. In a wide variety of areas from intellectual property rights to insurance to WTO participation, CLDP has supported Egypt's economic growth and increased integration in the global trading system. Thanks to the support of USAID and the Government of Egypt (GOE) some notable successes have been achieved. With the continued partnership of USAID and the Government of Egypt, CLDP will continue to build on these achievements in the coming years.

This Final Report describes the objectives, activities and accomplishments of CLDP programming in Egypt from 1998 to June 2004 under the first Participating Agency Service Agreement (PASA) between DOC and USAID.

### A. Objectives

Primary objectives of the CLDP Program in Egypt have been:

1. improving the policy environment to increase trade and investment;
2. developing sound laws, regulations, procedures and policies;
3. moving Egypt toward a more globally competitive economy; and
4. strengthening the GOE's institutional ability to function more effectively in the World Trade Organization (WTO).

### B. Accomplishments

Between 1998 and 2004, CLDP conducted 144 activities that included thousands of participants from both the Egyptian private and public sectors. As detailed in the Program Activities section below, these CLDP activities resulted in numerous accomplishments. The following are a few highlights.

***Establishment of Egyptian WTO Unit:*** CLDP technical assistance helped the GOE establish a WTO Unit within its trade ministry. CLDP recommendations for the establishment of an Egyptian WTO Unit were compiled into an Implementation Plan that provided an organizational blueprint for implementation at the then newly created Ministry of Economy and Foreign Trade. The recommendations outlined in the Implementation Plan were used to set up the WTO Unit, which moved to the Ministry of Foreign Trade after a reorganization of the GOE. The WTO Unit improves the GOE's interagency coordination on trade policy matters and has increased Egypt's capacity to participate effectively in WTO affairs.

**Establishment of HACCP**

**Training Unit:** The Egyptian Organization for Standardization and Quality Control (EOS) implemented the CLDP Hazard Analysis and Critical Control Point (HACCP) food safety train-the-trainers program, and established within the EOS a HACCP training unit that has thus far trained and certified 38 trainees and 35 food factories in Egypt.

"CLDP's HACCP train-the-trainers program was very useful. A HACCP Unit was established at the EOS and thus far has trained and provided HACCP certification to 35 food factories in Egypt."

Dr. Eng. Mahmoud Eisa, President of the EOS

"CLDP increased awareness of Egypt's obligations under the WTO Agreement on Technical Barriers to Trade, particularly with regard to Enquiry Point notification procedures."

Dr. Eng. Mahmoud Eisa, President of the EOS

**Establishment of Centralized WTO Enquiry Point:**

CLDP worked with the Egyptian Organization for Standardization and Quality Control (EOS) to improve the Egyptian National Enquiry Point's WTO notification and reporting procedures. As a result, a centralized WTO Enquiry Point department was established within the EOS. A centralized Enquiry Point increases Egypt's capacity to notify the WTO Secretariat of all proposed government regulations that might significantly affect trade.

**Increased Public Awareness Regarding Insurance:** CLDP's insurance programs in Egypt educated millions of Egyptian consumers on the benefits of obtaining insurance. CLDP worked with the Egyptian Insurance Supervisory Authority (EISA) to design a Public Awareness Campaign to inform the public about the types of insurance products and services offered in Egypt, the benefits of acquiring insurance coverage, and the ways insurance helps mitigate risks facing businesses and families. In addition to informational brochures, CLDP worked with EISA to design and produce the first ever insurance advertisements aired on Egyptian television.

"EISA staff reported that CLDP training transformed their relationship with the Egyptian media – effectively from an adversarial to a cooperative relationship – and that now the Insurance PR group has become a highly trusted source for the Egyptian media."

2003 USAID Final Evaluation Report of CLDP

**Improved Public Relations for the Egyptian Insurance Supervisory Authority:** CLDP's Public Relations Strategy for the Egyptian Insurance Supervisory Authority (EISA) improved EISA's ability to deal with the Egyptian media. The Strategy provided a media analysis, a market entry strategy and an action plan for EISA. As a result, EISA's relationship with the Egyptian media has vastly improved.

**Real Estate Finance Law Executive Regulations:** Following passage of the Egyptian Real Estate Lending Law in 2001, CLDP helped the then Ministry of Economy and Foreign Trade to draft the Law's executive regulations. These regulations will serve as important building blocks to developing Egypt's mortgage market.

**Establishment of a Spectrum Consulting Committee:** The Ministry of Communications and Information Technology established a Spectrum Consulting Committee, an interagency mechanism where various agencies, including military and security agencies, coordinate on spectrum frequency applications. More efficient allocation of spectrum will give Egypt the ability to regulate licenses more effectively and open up significant revenue opportunities for the Egyptian Government.

**Adoption of Spectrum Allocation**

**Mechanism:** CLDP advisors from the U.S. Federal Communications Commission (FCC) proposed the use of spectrum auctions as a method to allocate frequencies in Egypt. The Egyptian National Telecommunications Regulatory Authority (NTRA) adapted the FCC model to serve Egypt's needs. By establishing a hybrid system that is a combination of both an auction and a "beauty contest," that considers issues such as service to the public, this model serves the needs of both the government and people of Egypt. The new system has also been used to allocate telephone numbers for ISP providers and for universal numbers used in call centers.

"CLDP has been integral in assisting the NTRA develop the skills and capacity of its staff and in developing NTRA's regulatory body."

Eng. Alaa Fahmy, Executive President, NTRA

**Strengthening Intellectual Property Rights:** Egyptian judges acquired critical knowledge of IPR enforcement and judicial mechanisms to enforce those rights in Egypt consistent with the WTO Agreement on Trade Related Intellectual Property Rights (TRIPS) and the Egyptian IPR Law. CLDP training has been credited with laying the foundation for the landmark Eli Lilly exclusive marketing rights decision. CLDP judicial training programs included seven major conferences in Cairo and Alexandria on judicial enforcement of copyright, trademark, and patent laws.

**Faster Patent Registration and Issuance:** CLDP trained Egyptian Patent Office staff on documentation requirements for the registration and issuance of patents, and for the improvement of systems for gathering information. As a result, now it takes half the time for the Patent Office to issue patents.

**Establishment of Informal Cooperative Agreement between the U.S. Federal Communications Commission (FCC) and the Egyptian National Telecommunications Regulatory Authority (NTRA):** As a result of CLDP facilitation, close institutional cooperation has been established between the FCC and its Egyptian counterpart, the NTRA. Under an informal cooperative agreement between the agencies, the FCC has committed to assist the NTRA to develop its regulatory capabilities.

**Adoption of ASTM Standards in Egypt:** CLDP activities facilitated a close professional linkage between ASTM International, a U.S. standards-developing organization, and the Egyptian Organization for Standardization and Quality Control, an agency of the Egyptian Ministry of Industry and Technological Development. As a result, the Egyptian Minister of Industry and Technological Development issued a ministerial decree, stipulating that "producers of commodities and products should abide by producing in conformity with international standards, including ASTM." This move is important to U.S. export businesses, as ASTM standards are widely used and recognized internationally.

**Increased International Harmonization of Standards:** The Egyptian Organization for Standardization and Quality Control signed a contract with the Industrial Modernization Center to update 3,400 Egyptian standards consistent with international standards. This action followed a 2004 CLDP conference on how international standards promote Egyptian industry.

"CLDP programs influenced the development of international standards in Egypt. As a result, over 3,000 Egyptian standards will be updated consistently with international standards."

Dr. Eng. Mahmoud Eisa, President of the EOS

## **II. INTRODUCTION**

Since 1998, CLDP has provided legal and regulatory technical assistance to the Egyptian Government at the request of USAID Egypt's Economic Growth Office (EGO) Sector Policy Division (EG/SP). EG/SP selected CLDP to conduct this program after concluding that CLDP services would complement and enhance existing Egyptian reform efforts. USAID selected CLDP given CLDP's track record in commercial law development and the inherently governmental nature of the issues involved. As noted in the 2003 USAID Evaluation of the CLDP Egypt program:

Given the rather unique nature of CLDP assistance – U.S. government officials and employees charged with regulatory activities working with Egyptian government employees and officials transitioning to regulation in the market, as opposed to a state-controlled, economy – CLDP has been particularly useful. A number of interviewees remarked that Egypt needs to learn how to manage a market economy, how to regulate appropriately for such an economy, and that CLDP interventions in this regard have been most valuable.

The primary aim of CLDP's Egypt program was to assist the GOE with the formation and reinforcement of trade policies that support the development of a more market-based economy in order to promote trade and investment. Toward this end, CLDP programs targeted GOE efforts to comply with WTO obligations, to develop laws and regulations consistent with WTO requirements, and to strengthen the GOE's institutional ability to function more effectively within the WTO. CLDP activities also promoted the participation of the Egyptian private sector in the development of trade policy. In the past six years, CLDP activities focused on nine key areas: WTO conformity, trade remedies, public procurement, intellectual property rights, insurance, antimonopoly legislation, regulatory and quality control, information and communication technology, and real estate finance. CLDP programs in each of these areas were designed to complement work of the Egypt-U.S. President's Council to assist the integration of the Egyptian economy with the world economy by developing its private sector and attracting foreign investment. In the last 10 years, there has been a steady growth of the private sector in Egypt as the country switches to a market economy after years of domination by the public sector. According to USAID statistics, the private sector contribution to the Egyptian economy is approximately 75% of output, up from 60% only a decade ago. CLDP has worked steadily over the last six years to promote this evolution.

CLDP programs also created important linkages between U.S. and Egyptian counterparts, both governmental and private sector. By enabling U.S. and Egyptian Government officials to work hand-in-hand, CLDP programs created professional and personal relationships that

will endure beyond CLDP programming in Egypt. Egyptians who participated in CLDP programs consistently evaluated the programs as being very successful, allowing them to share substantive ideas and to develop working relationships with their U.S. counterparts.

To achieve these objectives, CLDP employed a combination of specifically tailored consultative programs, conferences, workshops, and train-the-trainer programs, supplemented by training manuals, reference materials, case studies, simulation exercises, and roundtable discussions.

CLDP draws upon the resources available throughout the federal government and the private sector to design its technical assistance programs. U.S.G. and private entities CLDP has worked with include the Office of the United States Trade Representative (USTR), the Department of State (DOS), the Department of Justice (DOJ), the U.S. Customs Service, the Federal Trade Commission (FTC), the Federal Communications Commission (FCC), the Department of Agriculture (USDA), federal courts, and other DOC agencies, such as the National Institute for Standards and Technology (NIST), the National Telecommunications Information Administration (NTIA), the United States Patent and Trademark Office (USPTO), the International Trade Administration (ITA). CLDP activities in Egypt also have drawn upon private attorneys, bankers, food companies, the National Association of Insurance Commissioners (NAIC), Insurance Information Institute (III), and Fannie Mae, among others.

### **III. PROGRAM OVERVIEW**

Between 1998 and 2004, CLDP conducted 144 programs in Egypt, the United States, Switzerland, Ireland and Mexico that covered several legal and regulatory areas, including:

1. WTO Conformity and Participation in the Global Trading System
2. Improved Resolution of Trade Disputes
3. Improving Transparency and Efficiency of Public Procurement
4. Intellectual Property Rights
5. Promoting Use and Improving Regulation of the Insurance Market
6. Improved Competition Laws and Policies
7. Regulatory and Quality Control
8. Promoting E-Commerce and Access to Telecommunications
9. Creating a Mortgage Market

For a comprehensive list of all CLDP Egypt Program activities from 1998 to June 30, 2004, please see Annex A.

#### **IV. PROGRAM ACTIVITIES**

##### **A. WTO Conformity and Participation in the Global Trading System**

CLDP improved the institutional capacity of the GOE to meet its obligations under the WTO agreements. CLDP helped the GOE establish a WTO Unit within the trade ministry and increased the knowledge and skills of key Egyptian players responsible for implementing and enforcing WTO-compliant trade policies in Egypt. Improved WTO disciplines make Egypt a better trade partner with the U.S. and creates opportunities for Egyptian businesses abroad.

A member of the WTO since 1995, Egypt had very poor coordination between agencies responsible for trade policy and law. Egypt required a WTO Unit to better coordinate GOE trade policies, to implement the WTO agreements, and to more effectively participate in the WTO processes. CLDP developed an Implementation Plan that included recommendations on the WTO Unit's mission, functions, organization, equipment, training needs, and other necessary steps to make the WTO Unit fully operable. The CLDP Implementation Plan was adopted by the GOE and was instrumental in establishing the Egyptian WTO Unit. The Egyptian WTO Unit, housed in the Ministry of Foreign Trade, is now a fully-functioning department that develops trade positions and makes substantive contributions to Egypt's participation in the WTO.

As a result of CLDP programs, GOE officials, judges, and the Egyptian private sector, all key trade policy players in Egypt, increased their knowledge and skills regarding their respective roles for implementing and enforcing WTO trade policies in Egypt. Newly-graduated Egyptian commercial and diplomatic attaches who participated in seven major CLDP consultative programs in the U.S. better understand their trade policy roles. CLDP introduced the attaches to numerous U.S. Government agencies that develop and implement government trade policies, including the State Department, the Department of Commerce, the U.S. Trade Representative, and the U.S. Department of Agriculture, as well as private sector organizations. Years after participating in these CLDP consultative programs, several commercial and diplomatic attaches, now in Egyptian embassies around the world, expressed how much they learned through CLDP programs about the development of trade policy and how to better represent Egypt's interests in the WTO.

Interagency and private sector coordination on WTO matters in Egypt has increased tremendously on issues relating to the WTO Agricultural Agreement, the Sanitary and

Phytosanitary (SPS) Agreement and the Technical Barriers to Trade (TBT) Agreement. There is increased transparency in Egypt's trade in services regime, and GOE officials have increased knowledge and skills on the WTO dispute resolution processes. Improvements in each of these areas are essential in promoting interagency and private sector coordination on WTO matters.

Finally, and most significantly, CLDP programs established lasting professional linkages between Egyptian and U.S. counterparts. By bringing together relevant representatives from the Egyptian public and private sectors with U.S. experts to discuss the role that each group plays in setting policy and implementing WTO-consistent trade laws and regulations, sustainable relationships were created that will enable on-going U.S.-Egyptian technical assistance.

## **B. Improved Resolution of Trade Disputes**

CLDP increased the knowledge and skills of GOE officials and Egyptian judges involved in the administration of trade remedies cases consistent with the WTO and the Egyptian Trade Remedies Law. When CLDP began its work, the Ministry of Trade and Supply had only recently established an office to manage these issues. CLDP conducted a series of seminars and on-the-job training programs in Egypt and the U.S. for GOE trade officials and Egyptian judges involved in the administration of WTO trade remedies cases and the development of WTO-compliant trade policies. These CLDP activities served as catalysts to initiate discussion between all players involved in setting policies and implementing Egypt's trade remedies laws, and increased the knowledge and skills of participants on the substantive and procedural issues involved in antidumping, subsidy and safeguard cases.

CLDP provided on-the-job training to GOE trade officials on implementing the WTO antidumping and subsidies agreements and brought to the U.S. senior investigative experts from the Egyptian trade ministry to examine the U.S. Government's interagency system for implementing the WTO antidumping and subsidies agreements, including the processes that support the U.S. Government's efforts to bring and defend trade remedies cases. As a result, GOE officials learned how to develop questionnaires, analyze responses, negotiate solutions, conduct investigations, and calculate appropriate countervailing duties - all essential functions to making sound policy judgments regarding trade dispute issues. GOE officials also learned the effective methods for collecting, storing, and retrieving information that will be relevant to antidumping and subsidies cases and other enquiries. This will contribute to better resolution of any trade disputes the U.S. may have with Egypt.

CLDP trained Egyptian judges on the administration of trade remedies cases, involving antidumping, countervailing duties, subsidies, and safeguards. CLDP also conducted a

series of trade remedies seminars, consultative programs, and on-the-job training sessions in Egypt and the U.S., with particular focus on the procedures and regulations relating to the effective administration of WTO trade remedies cases.

Participants' evaluations following CLDP trade remedies programs were uniformly positive about the knowledge gained. Dr. Abdel Rahman Fawzy, who was head of the Antidumping, Subsidies and Safeguards Department at the then Ministry of Trade and Supply, noted that CLDP trade remedies assistance came at a very important time for his office. His office had a short history of cases involving antidumping, and practically no experience with cases involving improper subsidies or safeguards. CLDP programs imparted the knowledge and skills they needed to better administer trade remedies cases in Egypt. CLDP consultative programs in the U.S. for senior trade officials also served as an important learning experience, as Egyptian participants studied how the U.S. Government brings and defends trade remedies cases. Following these programs, the Egyptian officials were better able, and more qualified, to process cases effectively.

CLDP activities on trade remedies served as catalysts to initiate discussion between public and private sector players involved in setting trade policies and implementing Egypt's trade remedies laws. CLDP trade remedies programs specifically designed for judges also afforded Egyptian judges the opportunity to learn the substantive and procedural issues involved in antidumping, subsidy and safeguard cases. Through these CLDP programs, the public and private sector trade players both gained a better perspective of the others' interests relating to Egypt's imports and exports. For most Egyptian judges and GOE officials, these CLDP programs represented their first exposure to trade remedies issues.

### **C. Improving Transparency and Efficiency of Public Procurement**

CLDP programs increased transparency in Egypt's public procurement system and improved the capacity of the GOE and the Egyptian judiciary to administer bid protest cases in Egypt. CLDP programs helped the GOE set up interagency mechanisms that provide greater consistency among GOE ministries on public procurement processes in Egypt. CLDP provided on-the-job training to GOE officials on a variety of public procurement laws and topics, including the WTO Agreement on Government Procurement, the GOE Tenders Law, the U.S. Federal Acquisition Regulations (FAR), the use of electronic commerce mechanisms, the development of implementing regulations, and methods to increase transparency. GOE officials and Egyptian judges who participated in CLDP consultative programs in the U.S., met with U.S. officials involved in public procurement processes in the U.S., and they learned how to develop a more transparent procurement regime, particularly in making tenders, negotiating contracts, and resolving bid protests.

CLDP provided specific recommendations on how to improve the Build-Own-Transfer (BOT) and Build-Own-Operate-Transfer (BOOT) systems Egypt had in place. Those recommendations were adopted by the GOE and were distributed to GOE ministries that were issuing tenders. The highlight of CLDP's assistance was a major conference in Egypt for more than 300 people on how to set up, evaluate, and monitor BOT and BOOT projects. The lively debate that resulted from this public-private dialog generated a list of Best Practices and provided insights on how to improve competition and transparency in future tenders. CLDP also sent two government procurement experts to Cairo to advise the GOE on how to increase interagency coordination on BOT/BOOT projects in Egypt.

As a result of CLDP programs, Egypt's tender and bid protest procedures are less burdensome and more transparent, particularly in relation to BOT/BOOT projects. Moreover, GOE officials responsible for overseeing these procedures acquired the knowledge and skills necessary to reinforce their effectiveness and transparency.

#### **D. Enforcing Intellectual Property Rights**

Egypt has faced many challenges in the protection of intellectual property rights, including inadequate laws, ill-informed judges, and public policy uncertainties. CLDP programs improved Egypt's capacity to meet its obligations under the WTO Agreement on Trade Related Aspects of Intellectual Property Rights (TRIPS). Egyptian judges have increased knowledge and skills to enforce intellectual property rights (IPR) in Egypt. The Egyptian Patent and Trademark Offices have significantly improved their patent and trademark documentation methods and cut in half the time required to issue patents.

As a result of CLDP IPR training programs, Egyptian judges are better qualified to identify IPR issues and adjudicate IPR cases consistent with the WTO TRIPS Agreement and Egyptian IPR Law. In six years, CLDP organized seven major conferences in Cairo and Alexandria on judicial enforcement of copyright, trademark, and patent laws. The topics covered in the conferences included the enforcement of IP rights in Egypt, the protection of computer software in Egypt, and the protection of IP in the digital age. Case exercises included in conferences helped the judges practice with real life issues and procedures. An Egyptian judge who participated in CLDP programs on IP rights protection upheld an exclusive license for Eli Lilly - an action that is an encouraging step in the enforcement of IP rights in Egypt. Moreover, Judge Ali El Sadek, Director of the National Center for Judicial Studies noted that CLDP IPR judicial training programs have increased the judges' awareness of their enforcement role and given them the tools to protect IPR in Egypt.

CLDP programs also helped the GOE improve their patent documentation methods. CLDP advised the Egyptian Patent Office officials on how to manage foreign patent documents, improve automated search and information resources, follow WIPO standards and documentation guidelines and search for patent information on the Internet.

Implementing CLDP's recommendations related to the storage of information and use of microfiche resulted in a procurement saving of more than \$150,000 for the Egyptian government the following year. Egyptian Patent and Trademark Offices staff received training at the U.S. Patent and Trademark Office (USPTO) on computer automation methods for application, search, handling, and storage of patent and trademark documentation. CLDP also sponsored officials from both the Egyptian Patent and Trademark Offices to attend the 2002 and 2003 USPTO Visiting Scholars Program in Washington, D.C. This two-week program illustrated in detail U.S. and international models for administering and enforcing patents, trademarks and copyrights in a TRIPS-compliant manner. As a result of CLDP's activities, the length of time for issuing patents in Egypt has been cut in half from six years to three years, and patent and trademark officials in Egypt have increased knowledge and skills relating to searching, registering and issuing patents and trademarks.

#### **E. Promoting Use and Improving Regulation of the Insurance Market**

Many Islamic countries have been slow to utilize insurance to manage risk. Their governments have likewise been slow to develop effective regulatory bodies. The Egyptian Insurance Supervisory Agency (EISA) suffered from under-staffing, lack of training and lack of credibility with the public. With CLDP's assistance, and the leadership of a dynamic, reform-minded Chairman, EISA greatly strengthened its ability to promote and regulate Egypt's insurance market. CLDP programs trained EISA officials on rate and form filings, financial and market conduct examination procedures for health maintenance organizations, and the principles of financial analysis to ensure that insurance companies properly prepare their financial reports. These financial reports are relied upon by foreign and domestic investors to document an insurer's assets, liabilities, surplus, premiums written, premiums earned and losses incurred, and hence, are critical to the regulation of the insurance market. EISA officials also met with a broad cross-section of the U.S. insurance community, including insurance regulators, insurance companies, and insurance service providers. These consultative programs afforded EISA officials the opportunity to learn about U.S. insurance regulation and increased their knowledge and skills to more effectively monitor and manage the Egyptian insurance market. EISA is on the way to becoming a proactive regulator of Egyptian insurance companies.

CLDP programs increased public awareness in Egypt regarding the benefits of insurance. There is also a greater understanding among consumers, businesses and the media of EISA's role as the primary source of information on insurance issues and products. CLDP designed an insurance Public Awareness Campaign in Egypt that produces a series of three very professional informational commercials intended to educate consumers about the importance of insurance and how EISA can assist with questions and complaints that they might have. The television commercials reached millions of viewers. After the television commercials aired, brochures including images from those commercials, were

completed and distributed to the public. Consequently, EISA's position as the primary source of insurance information for consumers and businesses greatly enhanced.

Finally, but equally significant, CLDP programs improved EISA's nearly non-existent relationship with the Egyptian media. CLDP designed a Public Relations Strategy for EISA that outlined a media analysis, a market entry strategy and an action plan, which greatly improved EISA's relationship with the Egyptian media. As noted in the 2003 USAID Final Evaluation Report of CLDP Evaluation, "EISA staff reported that CLDP training transformed their relationship with the Egyptian media – effectively from an adversarial to a cooperative relationship – and that now the Insurance PR group has become a highly trusted source for the Egyptian media." As EISA's role as both regulator and information source grow, and use of insurance products grows, Egyptians will be better able to manage risk and grow their economy.

#### **F. Improved Competition Laws and Policies**

CLDP helped the GOE draft a competition law that is more consistent with international competition standards. To build the institutional framework necessary to support competition law in Egypt, CLDP programs also increased the knowledge and skills of GOE officials who will serve in the competition regulatory authority and will be responsible for enforcing competition law and regulation in Egypt.

The majority of CLDP comments and recommendations on the early draft of the Egyptian competition law were incorporated by the GOE into the latest version of the draft, which is presently before the Egyptian Parliament. CLDP input aligned the draft law more consistently with international norms. CLDP advisors worked with the GOE subcommittee of drafters to review and assess the early draft. In addition to comments and recommendations on how to improve the law, CLDP advised the subcommittee of drafters on the laws and policies of other developing countries and suggested alternative approaches found in internationally sound competition regimes.

CLDP programs also increased the knowledge and skills of GOE officials expected to staff the competition regulatory agency. Through CLDP consultative programs with U.S. competition experts, the GOE officials better understand the goals and purposes of competition law, the various types of anti-competitive practices, available remedies for effective antitrust enforcement, and the essential elements necessary to build an effective competition regulatory body in Egypt.

The above CLDP activities were supplemented with roundtable discussions and seminars in Egypt that afforded the opportunity to both the public and private sectors to discuss their

expectations and concerns relating to the draft law, and competition law and policies in Egypt generally.

### **G. Improved Safety and Quality Standards**

CLDP programs dramatically improved the standards and regulatory regime in Egypt. As a result, Egypt is in greater compliance with the WTO Agreement on Technical Barriers to Trade (TBT) and Egyptians enjoy safer products. The competitiveness of Egyptian products in the global market is also enhanced. Egyptian product standards are being harmonized with international standards, there is an increased number of Egyptian food safety officials and factories certified under the Hazard Analysis and Critical Control Point food safety system, and the Egyptian National Enquiry Point established a centralized department within the Egyptian Organization for Standardization and Quality Control (EOS) to comply with its notification requirements under the WTO TBT Agreement.

International harmonization of Egyptian product standards creates more transparent Egyptian regulations, standards, testing and certification procedures and facilitates international trade. Dr. Mahmoud Eisa, Director of the EOS, stated that "CLDP programs influenced the development of international standards in Egypt. As a result, over 3,000 Egyptian standards will be updated consistent with international standards." CLDP standards programs also led to greater acceptance of U.S. and international standards in Egypt. This year, the GOE issued a Ministerial Decree adopting the standards developed by ASTM International, a U.S. standards-developing organization, in Egypt. CLDP was integral in facilitating the relationship between EOS and ASTM International. This development will help facilitate the import of U.S. products into Egypt.

CLDP HACCP food safety programs enabled the EOS to establish a HACCP training unit within the EOS, where EOS officials now train their peers and private sector food industries in Egypt. As a result, the number of certified HACCP food safety officials and private sector food factories in Egypt has significantly increased. Establishment of the EOS HACCP training unit was the result of various CLDP food safety programs in Egypt and the U.S. that exposed EOS officials and private sector representatives to the HACCP food safety system, particularly a HACCP train-the-trainers program and curriculum CLDP designed for the EOS. Thus far, 35 Egyptian factories have received HACCP certification by the EOS. Of the 43 participants who trained at the EOS, 38 passed the certification exam, earning Certificates of Accreditation from the International HACCP Alliance. As a result, there is an increased ability to detect actual and potential food transmitted diseases, which have a direct impact on the economy and health of Egypt.

CLDP programs also moved the EOS to establish a more centralized National Enquiry Point department within the EOS so that Egypt may better comply with its notification

requirements under the WTO TBT Agreement. Key to establishing this department were two CLDP training programs: one at the U.S. National Enquiry Point in Washington, D.C. and the other at the National Enquiry Point in Mexico. EOS officials who manage the Egyptian National Enquiry Point met with their counterparts at the U.S. and Mexican National Enquiry Points and observed the day-to-day operations involved in managing those Enquiry Points in conformity with the WTO and international standards. Following these programs, the EOS participants drafted a report to the EOS Director, with several recommendations, including the establishment of a centralized Enquiry Point department within EOS, where all EOS staff who manage Egypt's Enquiry Point can work together more efficiently. As a result, a centralized Enquiry Point was established within the EOS that greatly increased Egypt's capacity to notify the WTO Secretariat of all proposed government regulations that might significantly affect trade.

#### **H. Promoting E-Commerce and Access to Telecommunications**

CLDP information and communications technology (ICT) programs in Egypt strengthened the newly-established legal and regulatory frameworks necessary to promote E-commerce and telecommunications in Egypt. This promotes the development and competitiveness of Egyptian businesses, and promotes their integration into the global economy.

CLDP programs helped the GOE establish a Spectrum Consulting Committee: an interagency mechanism where various agencies, including military and security agencies, meet to coordinate on radio spectrum frequency applications. The GOE also adopted a model presented by CLDP advisors for allocating spectrum frequencies, similar to the spectrum auctions utilized at the U.S. Federal Communications Commission (FCC). The FCC model was adapted to Egypt's needs and a hybrid system was established that is a combination of auction (the FCC model) and "beauty contest," which considers benefits to Egyptian consumers. Auctions have been used to allocate telephone numbers for ISP providers and for universal numbers used in call centers in Egypt. These auctions provide a means to allocate scarce resources, such as spectrum, efficiently and openly. Also in the telecom sector, CLDP combined legal advisors, consultative programs, and workshops on a variety of topics, including the Egyptian Telecommunications Law, competition, universal service, privacy and spectrum management. Each of these activities increased the knowledge and skills of telecom regulators in Egypt. Access to telecommunications is being improved for Egyptians, which should lead to economic and social benefits.

CLDP programs also helped build a foundation to introduce E-government, E-finance, and E-commerce services through postal offices in Egypt. CLDP worked with the Ministry of Communications and Information Technology (MCIT) to launch a pilot project designed to electronically link the Egyptian postal offices to an automated teller machine (ATM) network provider. CLDP helped MCIT set up the network plan, evaluate bids for an ATM network provider, review the implementation plan and service agreement, assess the project's progress, assist MCIT design the operation and management of the network, and finally,

develop a security outline for the successful implementation of electronic fund transfers. Once operational, the ATM postal network will facilitate business transactions, increase trade, and promote investment in Egypt.

GOE officials, Egyptian judges, and the private sector learned about the newly-passed Egyptian E-Signatures Law. In addition to a CLDP conference on the Law, CLDP conducted a specially-tailored consultative tour to Ireland for senior-level E-commerce officials who will be responsible for implementing the E-Signatures Law. GOE officials met with their Irish counterparts and learned about E-commerce policies and regulations, with particular focus on electronic signatures. An effective E-signatures regime is a prerequisite for Egyptians to take advantage of the economic opportunities of the Internet.

Finally, CLDP has been instrumental in facilitating a strong professional relationship between the FCC and its Egyptian counterpart, the National Telecommunications Regulatory Authority (NTRA). CLDP's series of technical assistance programs led to an informal cooperative agreement between the two entities, which allows them to share ideas and resources on a broad range of telecommunications regulatory issues on a regular basis.

#### **I. Creating a Mortgage Market**

Egypt is in the midst of vast changes pertaining to the private ownership of homes and the financing mechanisms to enable home ownership. CLDP helped the GOE draft the Real Estate Lending Law executive regulations within its statutorily mandated time. CLDP programs also increased the knowledge and skill of GOE officials on important issues such as, land registration, mortgage lending entities, the repayment capacity of borrowers, mortgage credit criteria, and accelerated repayment. Most importantly, CLDP provided the GOE with a comprehensive model for a real estate finance market structure that details the roles of commercial banks, real estate lending companies, securities companies and capital market bondholders with regard to primary and secondary markets. GOE officials indicated that this document will be the leading document guiding the formation of the Egyptian mortgage market.

In addition to making important professional contacts with U.S. and international finance professionals and academics, CLDP activities, including the Fannie Mae Symposia, provided participants with the opportunity to gain an understanding of the market structure and the best practices developed in the U.S. primary and secondary markets, and to identify considerations for implementation in the Egyptian housing market. GOE officials also learned about the development and structure of the U.S. mortgage model and followed a step-by-step examination of the fundamentals of the U.S. mortgage process. They participated in case studies, examined innovative mortgage products designed to meet unique housing finance needs, explored the role and value of mortgage securitization in housing finance, and reviewed the fundamentals of financial

and risk management for mortgage assets. As a result, CLDP increased the knowledge and skills of GOE officials on the issues they will be facing as the mortgage market further develops in Egypt.

## **V. CONCLUSION**

CLDP's operations in Egypt under the first PASA ended on June 30, 2004. The effects of CLDP's programming will continue to benefit Egypt for many years to come. CLDP looks forward to working with USAID and the GOE under the new four-year PASA which runs from August 1, 2004 to July 31, 2008. CLDP is confident that the impressive results of the first PASA will provide a strong foundation for even greater successes under the new PASA.

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**1998**

**Program: Program Assessment Trip to Egypt by CLDP Deputy Director and Managing Attorney for Egypt**

Date: April 10 – May 8, 1998

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Government of Egypt

**Program Objective:**

CLDP Deputy Director, Christopher Delfino, and CLDP Managing Attorney for Egypt, Stephen Gardner, met with U.S. Embassy, USAID and GOE officials to make final arrangements for 1998 program activities. Within the GOE, CLDP met with the Ministry of Trade and Supply (MOTS), the Ministry of Industry, the Ministry of Justice (National Centre for Judicial Studies), and the Ministry of Finance. CLDP also took the opportunity to confer with other USAID-funded programs, including Strengthening Intellectual Property Rights Enforcement (SIPRE), Development Economic Policy Reform Analysis (DEPRA), the Administration of Justice Support (AOJS), on their specific activities and program objectives.

**Program: USPTO Patent Documentation Advisor**

Date: September 13 – October 1, 1998

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Egyptian Patent Office, Academy of Scientific Research and Technology

**Program Objective:**

CLDP advisor, Christopher Kim, an International Technical Projects Specialist with the U.S. Patent and Trademark Office (USPTO) of the U.S. Department of Commerce, provided technical assistance on the documentation requirements for patents and on improving current systems for gathering information. Specifically, Mr. Kim trained several officials on how to manage foreign patent documents, improve automated search and information resources, follow WIPO standards and documentation guidelines, and search patent information on the Internet.

**Program: WTO Trade Remedies Seminars and Consultations**

Date: September 20 – 24, 1998

Location: Cairo and Alexandria, Egypt

Number of Participants: 200

Beneficiary: Ministry of Trade and Supply (MOTS) – later became Ministry of Economy and Foreign Trade (MOEFT)

**Program Objective:**

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CLDP conducted two seminars in Egypt on the topic of "Implementing the WTO Agreements on Antidumping and Subsidies". The U.S. speakers for the program included Stephen Powell, Chief Counsel for Import Administration, and Laurie Parkhill, an Enforcement Office Director for Import Administration, both from the Department of Commerce, as well as Lyn Schlitt, General Counsel for the U.S. International Trade Commission. The speakers discussed their experience implementing WTO agreements under U.S. law, and offered a comparative analysis on implementing these agreements in Egypt.

**Program: CLDP Managing Attorney for Egypt Travel to Cairo for Program Set Up**

Date: September 10 – October 6, 1998

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Government of Egypt

**Program Objective:**

CLDP Managing Attorney for Egypt, Stephen Gardner, traveled to Egypt to manage CLDP's first programs and to develop future programs with GOE host organizations. While in Cairo, Mr. Gardner met with the U.S. Embassy, USAID and GOE officials to discuss implementation issues and to coordinate activities with other USG programs. Mr. Gardner's consultations with USAID were particularly helpful in coordinating upcoming programs with current contractors and assuring that CLDP's programs will supplement previous USAID efforts.

**Program: USPTO/WIPO Program: The Enforcement of Intellectual Property Rights**

Date: October 26-November 6, 1998

Location: Washington, DC

Number of Participants: 1

Beneficiary: Ministry of Trade and Supply

**Program Objective:**

CLDP sponsored Ayman Abdel Ghaffar from the Ministry of Trade and Supply to attend an international conference on enforcement of the WTO TRIPS (Trade Related Intellectual Property) Agreement. His participation in the program helped assist the GOE in establishing better inter-ministerial cooperation regarding compliance and notification issues for the TRIPS Agreement.

**Program: Trade Remedies (AD-CVD and subsidies) Training and Consultations**

Date: October 22 - November 15, 1998

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Ministry of Trade and Supply (MOTS)

**Program Objective:**

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CLDP advisors Christopher Cassell and Marguerite Trossevin from the Import Administration at the U.S. Department of Commerce provided assistance on implementing the WTO Anti-dumping and Subsidies Agreements. The advisors trained officials from the MOTS' Foreign Trade Sector Department.

**Program: Government Procurement Workshop and Consultations**

Date: November 12 - December 12, 1998

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Government Procurement Office, Ministry of Finance

**Program Objective:**

CLDP advisor, Terry Lee, Attorney, from the Contract Law Division at the U.S. Department of Commerce, provided assistance to the Ministry of Finance's Government Procurement Office. Ms. Lee provided on the job training to staff officials on a variety of procurements issues, including WTO Agreement on Government Procurement, the GOE Tenders Law, the development of implementing regulations, U.S. Federal Acquisitions Regulations (FAR), electronic commerce mechanisms, globalization of government procurement and transparency.

**Program: Conference and Consultations on Judicial Enforcement of Intellectual Property**

Date: November 11 - 21, 1998

Location: Cairo and Alexandria, Egypt

Number of Participants: 200

Beneficiaries: National Centre for Judicial Studies, Ministry of Justice

**Program Objective:**

CLDP, in coordination with the Administration of Justice Support (AOJS I) Program and the National Centre for Judicial Studies, conducted a conference on judicial enforcement of IPR in Egypt. The conference focused on the fundamentals of IPR and was presented by judges and law professors from the U.S. Court of Appeals for the Federal Circuit, the U.S. District Courts, and the George Washington University Law School.

**1999**

**Program: WTO Agriculture Agreement Workshop and Consultations**

Date: February 7 - March 4, 1999

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Ministry of Agriculture

**Program Objective:**

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CLDP advisor, Rolland "Bud" Anderson, the former Administrator of USDA's Foreign Agricultural Service, spent one month in Cairo working on agricultural policy and trade issues. His specific assignments included: assisting the GOE with inter-ministerial coordination to enhance compliance with WTO Agriculture Agreement obligations; assisting the GOE's coordination with the private sector on agricultural trade issues; advising on the proper functioning of a WTO Enquiry Point; and conducting several seminars for GOE officials, university professors and private sector organizations on the importance and significance of the WTO Agriculture Agreement for Egypt.

**Program: ITC Trade Remedies Advisors**

Date: March 14 – 25, 1999

Location: Cairo, Egypt

Number of Participants: 50

Beneficiary: Foreign Trade Sector, Ministry of Trade and Supply (MOTS) – later became Ministry of Economy and Foreign Trade (MOEFT)

**Program Objective:**

CLDP advisors Peter Sultan and Diane Mazur, both from the US International Trade Commission (USITC), provided training on injury determinations in trade remedies cases to MOTS' Anti-Dumping, Subsidy and Safeguard Body. This program also focused on demonstrating to the investigators and office managers the proper methods for collecting, storing and retrieving information that will be relevant to trade remedies cases and other enquiries.

**Program: Program Assessment Trip to Cairo by CLDP Director and Managing Attorney for Egypt**

Date: March 12 – 19, 1999

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Government of Egypt

**Program Objective:**

CLDP Chief Counsel, Linda Wells, and Managing Attorney for Egypt, Stephen Gardner, traveled to Egypt for one week of consultations with USG and GOE officials to: (1) assess the impact of CLDP's first six months of activities; (2) discuss technical assistance needs related to trade and investment issues; and (3) outline the direction for future CLDP technical assistance in Egypt.

**Program: WTO SPS and TBT Agreement Seminars and Consultations**

Date: April 5 – 8, 1999

Location: Cairo and Alexandria, Egypt

Number of Participants:

Beneficiary: Ministry of Trade and Supply (MOTS) – later became Ministry of Economy and Foreign Trade (MOEFT), Ministry of Industry and Mineral Wealth (MOI)

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**Program Objective:**

CLDP, in coordination with MOTS and MOI, conducted a "Seminar on the WTO Agreements on Sanitary and Phytosanitary Measures and Technical Barriers to Trade." The conference objective was to train GOE officials on how to create a standards regulatory regime that encourages trade and investment and complies more fully with obligations under the WTO SPS and TBT Agreements.

**Program: TRIPS Implementation and Border Enforcement Workshop and Consultations**

Date: April 11 – 22, 1999

Location: Cairo, Egypt

Number of Participants: 40

Beneficiary: General Organization for Export and Import Control (GOEIC), Ministry of Trade and Supply (MOTS) – later became Ministry of Economy and Foreign Trade (MOEFT)

**Program Objective:**

In anticipation of the January 1, 2000, deadline, whereby Egypt must comply with the WTO TRIPS Agreement regulations on IPR border enforcement, CLDP advisors, Vicki Allums, Office Legislative and International Affairs (OLIA), U.S. Patent and Trademark Office (USPTO), and Joseph Howard and Therese Randazzo, U.S. Customs Service, conducted a comprehensive training program on TRIPS implementation and border enforcement.

**Program: Trade in Services Advisor**

Date: April 25 - May 4, 1999

Location: Cairo and Alexandria, Egypt

Number of Participants: 20

Beneficiary: Ministry of Trade and Supply (MOTS), Ministry of Foreign Affairs (MOFA), Ministry of Telecommunications and Transportation, the Central Bank, Egyptian Insurance Supervisory Authority, Capital Market (Securities) Authority, the Electricity Commission, Ministry of Tourism

**Program Objective:**

CLDP advisor, Ann Main, Director, Services Trade Negotiations, Office of the United States Trade Representative, met with representatives from various Egyptian ministries, as well as members of the private sector, to discuss the benefits of services liberalization, Egypt's existing services obligations, and how Egypt can prepare for and benefit from the upcoming GATS 2000 negotiations, on both market access and regulatory issues.

**Program: Transparency in Government Procurement Training**

Date: April 26 – 30, 1999

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**Location:** Washington, DC

**Number of Participants:** 14

**Beneficiary:** Government Procurement Agency, Ministry of Finance (MOF), Ministry of Trade and Supply (MOTS), Ministry of Foreign Affairs (MOFA)

**Program Objective:**

CLDP conducted a training program on government procurement in Washington, DC, for GOE officials. The GOE officials met with CLDP advisors from U.S. Department of Commerce Patent and Trademark Office (USPTO), the U.S. General Accounting Office (GAO), and private sector lawyers and businesses, to train on how to create and promote a procurement regime with more transparency in making tenders, negotiating contracts, and resolving bid protests.

**Program: TRIPS Enquiry Point Training**

**Date:** May 3 – 7, 1999

**Location:** Washington, DC

**Number of Participants:** 4

**Beneficiary:** General Organization for Export and Import Control (GOEIC), Ministry of Trade and Supply (MOTS) – later became Ministry of Economy and Foreign Trade (MOEFT)

**Program Objective:**

As a follow-up to the CLDP program on TRIPS Implementation and Border Enforcement conducted in April, CLDP conducted a training program for GOE officials, including the head of GOEIC and three representatives from the Egyptian WTO Contact Point office. The GOE officials received training on how the USG implements the WTO TRIPS Agreement, enforces intellectual property rights, and handles the technical aspects of Enquiry Point operations.

**Program: WTO Interagency Training**

**Date:** June 2 – 9, 1999

**Location:** Washington, DC

**Number of Participants:** 16

**Beneficiary:** Ministry of Trade and Supply (MOTS) – later became Ministry of Economy and Foreign Trade (MOEFT)

**Program Objective:**

In support of the MOTS initiative to create a WTO Contact Point unit within the ministry that better supports Egypt's implementation of the WTO agreements, as well as Egypt's effective participation in the WTO, CLDP organized a consultative study tour for a group of young commercial attaches, who have been assigned to work in the ministry's new WTO unit. The study tour focused on the history and content of the WTO agreements and the inter-ministerial processes for implementing them.

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**Program: Protecting Computer Software in Egypt Conference and Consultations**

Date: June 23 – 27, 1999

Location: Cairo and Alexandria, Egypt

Number of Participants: 245

Beneficiary: Ministry of Culture (MOC), MOTS, the Cabinet's Information Decision Support Center (IDSC)

**Program Objective:**

As part of CLDP's intellectual property rights program, CLDP organized and presented the "Conference on the Protection of Computer Software in Egypt." CLSP speakers at the conference included experts from IDSC, MOC, Business Software Alliance, the U.S. Library of Congress Copyright Office, the FBI and the World Intellectual Property Organization (WIPO). Conference participants included Egyptian Government officials from numerous industries and authorities, as well as private sector representatives from trade and investor associations, computer organizations and Egyptian businesses, universities and the media.

**Program: WTO Unit Advisor for MOTS**

Date: July 6 – 30, 1999

Location: Geneva, Switzerland, and Cairo, Egypt

Number of Participants: 20

Beneficiary: Ministry of Trade and Supply (MOTS) - later became Ministry of Economy and Foreign Trade (MOEFT)

**Program Objective:**

CLDP international trade advisor, Irving Williamson, traveled to Geneva and Cairo to meet with GOE officials who work in Egypt's WTO Contact Point offices to provide recommendations on the organization and operations of a WTO Contact Point unit within MOTS. First, Mr. Williamson visited MOTS' Geneva WTO Office to discuss coordination efforts with MOTS' Egyptian WTO Office. He then spent the remainder of his time in Cairo, working with MOTS Commercial Attaches and collecting input from other ministries and interested parties on how to run an effective WTO Contact Point unit.

**Program: Trade Remedies Training in U.S.**

Date: July 7 – 17, 1999

Location: Washington, DC

Number of Participants: 9

Beneficiary: Foreign Trade Sector, Ministry of Trade and Supply (MOTS) - later became Ministry of Economy and Foreign Trade (MOEFT)

**Program Objective:**

CLDP conducted a training seminar in the U.S. for senior manager officials from the Foreign Trade Sector (FTS) of MOTS. Led by Undersecretary Abdel Rahman Fawzy,

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the officials came to Washington, DC, to meet with CLDP advisors from the U.S. Department of Commerce Office of Import Administration, the U.S. International Trade Commission (USITC), and the Office of the U.S. Trade Representative (USTR), to discuss implementation of the WTO Antidumping and Subsidies Agreements and on the interagency process that supports the USG's efforts to bring and defend trade remedies cases.

**Program: MOFA Diplomatic Attache Training in U.S.**

Date: August 2 – 6, 1999

Location: Washington, DC

Number of Participants: 3

Beneficiary: Ministry of Foreign Affairs

**Program Objective:**

CLDP organized a one-week consultative tour for three diplomatic attaches from MOFA to meet with the U.S. Department of State, the International Intellectual Property Association (IIPA), the Office of the U.S. Trade Representative (USTR), the U.S. Department of Commerce (DOC), the U.S. Department of Agriculture (USDA), and the Egypt-US President's Council, to study the USG interagency process that supports active and effective participation in the WTO, as well as an effective and comprehensive trade policy. This program emphasized the influence of the private sector in setting government trade policy.

**Program: Conference on Trade in Services and Consultations**

Date: September 19 –23, 1999

Location: Cairo, Egypt

Number of Participants:

Beneficiary: Ministry of Trade and Supply (MOTS) – later became Ministry of Economy and Foreign Trade (MOEFT), Egyptian Center for Economic Studies (ECES)

**Program Objective:**

CLDP collaborated with MOTS and ECES to conduct a conference on trade in services to highlight WTO services activities, GATS 2000, the history of trade in services negotiations, upcoming electronic commerce issues, legal considerations for services agreements, and how to include more effectively the private sector in setting trade in services policies.

**Program: Assessment of Egyptian Insurance Industry and Regulatory Authority**

Date: September 19 – 23, 1999

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Egyptian Insurance Supervisory Authority (EISA), Ministry of Economy and Foreign Trade (MOEFT)

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**Program Objective:**

CLDP advisor, George Nichols, Kentucky Commissioner of Insurance, and Tim Fisher, U.S. Department of Commerce, Office of Finance, joined Managing Attorney, Stephen Gardner, in Cairo to meet with USG and senior GOE officials at the Egyptian Ministry of Economy and Egyptian Insurance Supervisory Authority on discuss the development of a program to assist the GOE reform Egypt's insurance sector.

**Program: WTO Unit Advisor for MOTS**

Date: October 4 – 29, 1999

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Ministry of Trade and Supply (MOTS) – later became Ministry of Economy and Foreign Trade (MOEFT)

**Program Objective:**

CLDP international trade advisor, Irving Williamson, provided follow-on training to MOTS and helped establish a WTO Unit within that Ministry. During his three weeks in Cairo, Mr. Williamson worked closely with both Minister Counselor Alaa Shallaby, previously of the Egyptian Embassy in Washington, and commercial attaches working in the WTO Contact Point unit.

**Program: Follow-on Assessment of Egyptian Insurance Industry and Regulatory Authority**

Date: November 1 – 11, 1999

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Egyptian Insurance Supervisory Authority (EISA), Ministry of Economy and Foreign Trade (MOEFT)

**Program Objective:**

CLDP advisors, Michael Pickens, Arkansas Commissioner of Insurance, George Nichols, Kentucky Commissioner of Insurance and NAIC President, Me Anderson and Bob Kennedy, state insurance officials, and Tim Fisher of the U.S. Department of Commerce's International Insurance Development Office, traveled to Cairo, Egypt, to meet with GOE insurance officials. The CLDP team spent the first week conducting a targeted assessment of the state of the Egyptian insurance sector, from both regulatory and business perspectives. In their second week, the CLDP team met with senior staff at EISA, the Barents Group, and senior GOE officials from MOEFT that oversee insurance regulation.

**Program: Trade Remedies Training for Judges**

Date: November 7 – 11, 1999

Location: Cairo, Egypt

Number of Participants: 41

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**Beneficiary: Ministry of Justice, Ministry of Economy and Foreign Trade (MOEFT)**

**Program Objective:**

CLDP advisors, Judge Delissa Ridgeway, U.S. Court of International Trade, and Berniece Browne, Senior Attorney, Office of Chief Counsel for the Department of Commerce Import Administration, presented a week-long workshop for twenty-five State Counsel judges and six MOEFT lawyers on substantive and procedural aspects of trade remedies cases. The team provided an overview of the U.S. system and then discussed the Egyptian legal system applicable to these cases in a comparative perspective. In addition to the training sessions, the team met with senior GOE officials to discuss current and draft regulations pertaining to the administration of these cases.

**Program: International Conference and Consultations on Successful BOT Projects in Egypt**

**Date: November 14 – 16, 1999**

**Location: Cairo, Egypt**

**Number of Participants: 100**

**Beneficiary: Ministry of Finance (MOF)**

**Program Objective:**

CLDP, in coordination with MOF, conducted a conference entitled "Successful BOT Projects in Egypt." The conference was designed to highlight the importance of this private funding mechanism, to examine the benefits and challenges of BOT projects, and to provide examples of policies and practices that have led to either the success or failure of such projects in other developing countries.

**Program: E-commerce Advisor**

**Date: November 16 – 18, 1999**

**Location: Cairo, Egypt**

**Number of Participants: 50**

**Beneficiary: Government of Egypt**

**Program Objective:**

CLDP advisor, Dawn Friedkin, Special Counsel in DOC's Office of the General Counsel, traveled to Cairo to participate in a GOE-sponsored conference on E-commerce and E-banking in Egypt. At the request of the U.S. Embassy, Ms. Friedkin made a presentation at the program on E-commerce initiatives in the U.S. and the need for an open and responsive regulatory environment to promote E-commerce in Egypt. In addition to attending the first Egypt-U.S. TIFA Council meeting, Ms. Friedkin held consultations with leading Internet and E-commerce officials which helped prepare the CLDP technical assistance proposal regarding E-commerce and E-government activities.

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**Program: Insurance Rate and Form Filing Advisors**

Date: March 17 – 31, 2000

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Egyptian Insurance Supervisory Authority (EISA), Ministry of Economy and Foreign Trade

**Program Objective:**

CLDP advisor, John Hartnedy, Deputy Commissioner and Life/Health Actuary, Arkansas Insurance Department, provided advice for the Health and Life perspective, specifically concentrating on how a regulatory agency monitors health and life rates. Carol Stiffler, Rate and Form Analyst, P/C Division (non-life), Arkansas Insurance Department, provided technical advise on the type of information EISA should seek from casualty and property insurers in a rate and form filing. As a result of these consultations, EISA staff received a base level of expertise on property supervising rate and form filings in a privatized market.

**Program: Conference and Consultations on Judicial Enforcement of IPR in Egypt**

Date: March 22 – 23 and March 25 – 26, 2000

Location: Luxor and Cairo, Egypt

Number of Participants: 150

Beneficiary: National Centre for Judicial Studies, Ministry of Justice

**Program Objective:**

CLDP conducted a major conference in Luxor and Cairo to prepare Egyptian officials at the judicial, legislative, and executive levels for their new responsibilities upon passage of a TRIPS-compliant IPR law, which is anticipated to set new standards in patents, copyright, trademarks, industrial designs, data exclusivity and undisclosed information.

**Program: Consultations in Washington for MOEFT Officials**

Date: March 31 – April 12, 2000

Location: Washington, DC

Number of Participants: 21

Beneficiary: Ministry of Economy and Foreign Trade

**Program Objective:**

CLDP organized a consultative tour to the U.S. for young Egyptian commercial attaches to learn about promoting exports and increasing foreign investment in Egypt when serving at Egyptian embassies around the world. This program included meetings with U.S. agencies heavily involved in the WTO process and helped to develop linkages between the commercial attaches and the U.S. trade officials.

**Program: Public Procurement Advisor**

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Date: April 14 – 28, 2000

Location: Cairo, Egypt

Number of Participants: 5

Beneficiary: Government Procurement Agency, Ministry of Finance

**Program Objective:**

CLDP advisor, Terry Hart Lee, Department of Commerce attorney, returned to Cairo to conduct a more advanced investigation of the Egyptian government's procurement process. Ms. Lee also consulted with MOF senior personnel on improving the Egyptian procurement system and on methods for working more closely with the Egyptian trade representatives, who negotiate government procurement issues. Ms. Lee reviewed bid protest law, regulations, practices and procedures with her Egyptian counterparts. She then made an in-depth review of the Egyptian Tenders Law to determine its transparency and practicality. Through this program, Ms. Lee was able to pinpoint to the Egyptian officials in her final report the major obstacles in Egypt's government procurement process.

**Program: Insurance Study Tour in U.S. for MOEFT and EISA Officials**

Date: April 21 – May 4, 2000

Location: Washington, DC, New York, NY, and Richmond, VA

Number of Participants: 6

Beneficiary: Egyptian Insurance Supervisory Authority (EISA), Ministry of Economy and Foreign Trade (MOEFT)

**Program Objective:**

CLDP organized a comprehensive consultative study tour to the U.S. for Egyptian insurance officials to study the U.S. model of a privatized insurance market. The Egyptian officials were able to interact with a broad range of the U.S. insurance representatives, including insurance regulators, insurance companies, and insurance service providers. Egyptian officials also had the chance to measure their progress on the development of Egypt's insurance market, and the level of insurance regulation and supervision in Egypt, with that of the United States.

**Program: Conference on Reforming the Insurance Sector in Egypt**

Date: June 10 – 11, 2000

Location: Cairo, Egypt

Number of Participants: 300

Beneficiary: Egyptian Insurance Supervisory Authority (EISA), Ministry of Economy and Foreign Trade (MOEFT)

**Program Objective:**

CLDP conducted a major conference in Cairo, Egypt, on the Egyptian insurance market and related issues facing markets in transition. The conference, which included a delegation of CLDP advisors from the U.S. insurance sector, was designed by CLDP to

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expose representatives of Egypt's insurance sector, including EISA officials and representatives from Egyptian and foreign companies, to the changes that will result from the country's progressive privatization and how those changes will impact the market, including the need to create new products, marketing techniques, and distribution channels.

**Program: Trade and International Commercial Diplomacy Advisor on Services**

Date: June 23 – 30, 2000

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Ministry of Foreign Affairs (MOFA) and Ministry of Economy and Foreign Trade (MOEFT)

**Program Objective:**

CLDP advisor, Geza Feketekuty, President of the International Commercial Diplomacy Project, conducted seminars and consultations on commercial diplomacy, trade-related capacity building and services. Mr. Feketekuty conducted a roundtable with MOFA officials on how to improve training for their attaches and the type of courses that need to be developed at the Institute for Diplomatic Studies. Mr. Feketekuty also held a roundtable at the MOEFT entitled "Future Participation in the WTO."

**Program: E-commerce Legislative and Regulatory Advisor**

Date: June 29 – July 15, 2000

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Ministry of Economy and Foreign Trade (MOEFT) and Ministry of Communications and Information Technology (MCIT)

**Program Objective:**

CLDP advisor, Milton Brown, Deputy Chief Counsel of the National Telecommunications and Information Administration, Department of Commerce, reviewed Egyptian legislation with designated Egyptian government attorneys to determine regulations or restrictions that impact E-commerce, and how to remove legal impediments and promote appropriate legislation to develop E-commerce in Egypt. Mr. Brown worked with officials in both the MOEFT and the MCIT to pinpoint the current governmental obstacles to E-commerce growth.

**Program: WTO Unit Advisor and Seminars**

Date: July 1 – 21, 2000

Location: Geneva, Switzerland, and Cairo, Egypt

Number of Participants: 20

Beneficiary: Commercial Representation Section, Ministry of Economy and Foreign Trade (MOEFT)

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**Program Objective:**

CLDP international trade advisor, Irving Williamson, returned to Egypt to perform an evaluative assessment of the WTO Unit and to develop an Action Plan for MOEFT officials, which identified the necessary steps to make the WTO Unit fully operational.

**Program: Consultation Tour for Eight MOEFT Officials on AD/CVD**

Date: July 13 – 28, 2000

Location: Washington, DC

Number of Participants: 8

Beneficiary: Ministry of Economy and Foreign Trade

**Program Objective:**

CLDP conducted a two-week consultative study tour to the U.S. for MOEFT officials on anti-dumping and countervailing duty policy. Officials from the Subsidy Department and the Injury and Safeguards Department of the MOEFT met with the relevant U.S. agencies (DOC, International Trade Commission, Office of the United States Trade Representative). Through this program, the Egyptian officials gained greater technical knowledge on how to perform calculations in dumping and subsidies cases.

**Program: Insurance Consultation Tour in U.S. for MOEFT and EISA Officials**

Date: July 20 – August 5, 2000

Location: Little Rock, Arkansas, Frankfort, Kentucky, New York, NY, Kansas City: MO

Number of Participants: 18

Beneficiary: Egyptian Insurance Supervisory Authority (EISA), Ministry of Economy and Foreign Trade (MOEFT)

**Program Objective:**

CLDP conducted a two-week consultative study tour to the U.S. for EISA officials on the elements of insurance supervision, including solvency regulation, financial analysis, on-site inspections, and public relations. EISA officials traveled to Arkansas and Kentucky to meet with officials from those states' Insurance Departments, and to learn about the regulatory and supervisory aspects of financial analysis and market conduct. In Kansas City, they learned about the National Association of Insurance Commissioners' (NAIC) extensive database system, and how State Insurance Departments interact in that database and manage internal Information Technology systems. The Kansas City visitors also toured local insurance companies to see how they file required insurance information with the regulators. The EISA representatives who traveled to New York City met with the Insurance Information Institute to learn how to increase public understanding of insurance and how to develop ties with the media and the companies.

**Program: Training Program for Eight MOFA Diplomatic Officials in Washington**

Date: September 1 – 15, 2000

Location: Washington, DC

Number of Participants: 8

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**Beneficiary: Ministry of Foreign Affairs**

**Program Objective:**

CLDP conducted a two-week consultative study tour to the U.S. for Egyptian diplomatic attaches from the MOF. The Egyptian attaches met with U.S. officials from the USTR, the State Department, and the Department of Commerce, as well as U.S. private sector representatives to discuss trade policy coordination between the U.S. and Egypt, and the WTO Agreements.

**Program: Industrial Designs Examination Advisor**

**Date: October 8 – 20, 2000**

**Location: Cairo, Egypt**

**Number of Participants: 20**

**Beneficiary: Industrial Designs Office, Egyptian Patent Office, Academy of Scientific Research and Technology**

**Program Objective:**

CLDP advisor, Alan Douglas, a Supervisory Patent Examiner at the USPTO, advised the Egyptian Industrial Designs Office on examination procedures and provided training for future examination personnel. Mr. Douglas reviewed current procedures in the Industrial Designs Office and made recommendations on staffing, databases, and documentation. Mr. Douglas also reviewed the draft Industrial Designs Law and provided SIPRE and the Egypt government with his comments.

**Program: Automation Consultation Tour for Four GOE Officials**

**Date: October 8 – 20, 2000**

**Location: Washington, DC**

**Number of Participants: 4**

**Beneficiary: Egyptian Patent and Trademark Offices, Academy of Scientific Research and Technology, Ministry of Supply and Internal Trade**

**Program Objective:**

CLDP conducted a training program for the Egyptian Patent and Trademark Office in automating its patent registration systems. CLDP advisors provided training that focused on semiconductor and integrated circuit topographies, how to effectively use Internet resources, and which successful strategies in automation that could be adapted for use in Egypt.

**Program: BOT/BOOT Regulatory Advisors**

**Date: October 19 – 31, 2000**

**Location: Cairo, Egypt**

**Number of Participants: 20**

**Beneficiary: Government Procurement Agency, Ministry of Finance**

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**Program Objective:**

CLDP advisors, Ken Fries, International Law Institute, and Martin Darcy, Advisor to UK's Private Finance Initiative, worked with the Egyptian Ministry of Finance to set up mechanisms that provide more consistency in the BOT/BOOT tender process between GOE ministries. This program followed the success of CLDP's November 1999 conference on BOT/BOOT.

**Program: WTO Dispute Resolution Conference and Consultations**

Date: October 21 – 22, 2000

Location: Cairo, Egypt

Number of Participants: 200

Beneficiary: Ministry of Economy and Foreign Trade (MOEFT) and Ministry of Foreign Affairs (MOFA)

**Program Objective:**

CLDP presented a conference for GOE trade officials on the rules and technical procedures of the WTO dispute settlement process. CLDP advisors included the head of the International Law Institute, a WTO technical expert from the Secretariat's Office, and two former officials from USTR. Key Egyptian participants, particularly from the MOEFT and the MOFA, teamed up on panels with their U.S. counterparts to train GOE officials and members of the Egyptian private sector on the technical aspects of WTO dispute settlement. There also was coverage of case studies in the areas of IPR, Sanitary and Phytosanitary (SPS) measures, and textiles. This CLDP conference worked to make the WTO dispute resolution forum more accessible for Egypt.

**Program: Advisor on Privacy Issues in E-Commerce**

Date: October 26 – November 11, 2000

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Ministry of Economy and Foreign Trade (MOEFT) and Ministry of Communications and Information Technology (MCIT)

**Program Objective:**

CLDP advisor, Wendy Lader, Senior Policy Analyst at the National Telecommunications and Information Administration, Department of Commerce, consulted with the MCIT and the MOEFT on cybersecurity, privacy and consumer protection issues. Ms. Lader recommended in her report that the GOE take a leading role on securing information systems, employing encryption practices, and encouraging data protection on its own websites. Furthermore, Ms. Lader recommended that the GOE reform the legal environment for E-commerce by passing legislation that protects on-line privacy, upgrades the Banking Secrecy Law, and promotes the ability of the consumer to adjudicate E-commerce claims. Ms. Lader's report helped focus the GOE, particularly the MCIT, on the future steps necessary to increase cybersecurity and privacy in Egyptian E-commerce.

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**Program: Public Procurement Officials to Washington for Consultations**

Date: November 3 – 11, 2000

Location: Washington, DC

Number of Participants: 4

Beneficiary: Ministry of Finance and State Council

**Program Objective:**

CLDP conducted a consultative study tour to the U.S. for MOF attorneys on transparency in government procurement. This CLDP program focused primarily on bid protest processes and contract disputes, and the role of Egyptian officials and judges in adjudicating such disputes.

**2001**

**Program: Insurance Public Awareness Campaign**

Date: 2001 - 2002

Location: Cairo, Egypt

Number of Participants:

Beneficiary: Egyptian Insurance Supervisory Authority (EISA), Ministry of Economy and Foreign Trade (MOEFT)

**Program Objective:**

CLDP designed and implemented a Public Awareness Campaign in Egypt to explain the concept and benefits of insurance for Egyptian consumers and businesses. The ultimate goals of the campaign were to: (1) position EISA as a primary source of education and information on insurance issues to consumers; (2) promote EISA's central function of ensuring the efficient management of the insurance industry, set insurance rates, and protect the rights of consumers; (3) make the public aware of the need to purchase insurance; and (4) improve insurance sales for domestic and international markets.

**Program: Spectrum Management Advisor**

Date: January 25 – February 10, 2001

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Telecommunications Regulatory Authority (TRA), Ministry of Communications and Information Technology (MCIT)

**Program Objective:**

CLDP advisor, Fredrick Matos, Spectrum Manager in the Office of Plans and Policies, Office of Spectrum Management, National Telecommunications and Information Administration, Department of Commerce, consulted with Egyptian officials in critiquing the current and proposed spectrum management organization and processes in the

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draft Telecommunications Law. Mr. Matos also presented a one-week spectrum management seminar for representatives from MCIT, TRA and the private sector so they could improve their knowledge of spectrum issues in anticipation of the passing of the new Telecommunications Law.

**Program: Legal Advisor on Spectrum**

Date: March 16 – 31, 2001

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Telecommunications Regulatory Authority (TRA), Ministry of Communications and Information Technology (MCIT)

**Program Objective:**

CLDP advisor, Roxanne McElvane, Senior Counselor in the International Bureau of the Federal Communications Commission (FCC), advised MCIT on issues concerning the appropriate regulatory regime for efficient use of spectrum based on the draft Telecommunications Law presently pending passage. Ms. McElvane met with officials from the MCIT, TRA and private sector players to determine the spectrum issues that are most problematic and that need to be addressed from a regulatory point of view.

**Program: Officials to USTTI Course on Spectrum Management**

Date: March 30 – April 14, 2001

Location: Washington, DC

Number of Participants: 2

Beneficiary: Telecommunications Regulatory Authority (TRA), Ministry of Communications and Information Technology (MCIT)

**Program Objective:**

CLDP sponsored the travel of two spectrum managers from the TRA for training at the U.S. Telecommunications Training Institute (USTTI). The officials attended an FCC-sponsored course entitled *Spectrum Management in the Civil Sector* to learn about issues facing national civilian telecommunications spectrum managers so as to enable them to make technically sound spectrum-related decisions.

**Program: Telecommunications Regulatory Authority Officials to U.S. for Training on Radio Monitoring Techniques**

Date: May 31 – June 15, 2001

Location: Washington, DC

Number of Participants: 2

Beneficiary: Telecommunications Regulatory Authority (TRA), Ministry of Communications and Information Technology (MCIT)

**Program Objective:**

CLDP sponsored the travel of two officials from the TRA for training at the U.S.

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Telecommunications Training Institute (USTTI). The officials attended an intensive training course sponsored by the FCC entitled *Radio Monitoring Techniques and Procedures* to learn about radio monitoring methods as utilized within an administration's communications regulatory department. The participants worked hand-in-hand with FCC staff and gained exposure to radio direction finding, off-the-air technical measurements, signal identification, interference resolution and regulation compliance.

**Program: Training Workshop on the Hazard Analysis and Critical Control Point System for Foods**

Date: June 15 – 23, 2001

Location: Cairo, Egypt

Number of Participants: 85

Beneficiary: Egyptian Organization for Standardization and Quality Control (EOS), Ministry of Industry and Technological Development

**Program Objective:**

CLDP advisor, Jeffrey Brown, Consumer Health Officer, and Brett Podoski, General Health Scientist, of the Food and Drug Administration (FDA) held a four day workshop at EOS to train representatives of the Government of Egypt and Egyptian food industry on the regulatory and industry roles required for a Hazard Analysis and Critical Control Point (HACCP) food safety system to be successful. The workshop also focused on the general principles of auditing to ascertain if food safety controls are appropriately managed for food protection. The workshop promoted the U.S. Government's objective of teaching and promoting food safety requirements to Egyptian officials in order to minimize the food quality and shelf life barriers to trade.

**Program: Advisor on Insurance Data Collection**

Date: June 19 – 28, 2001

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Egyptian Insurance Supervisory Authority (EISA), Ministry of Economy and Foreign Trade (MOEFT)

**Program Objective:**

CLDP advisor, Denise Matthews, Application Manager with the National Association of Insurance Commissioners, worked with EISA staff to review the status of automation and data collection at EISA, and to evaluate "next steps" in the process of ensuring successful implementation of various computer applications relative to EISA's regulatory activities.

**Program: Consultations for Commercial Representation Officials**

Date: July 5 – 20, 2001

Location: Cairo, Egypt and Washington, DC

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Number of Participants: 17

Beneficiary: Commercial Representation Section, Ministry of Economy and Foreign Trade (MOEFT)

Program Objective:

CLDP organized a two-week consultative tour to the U.S. for MOEFT commercial officials directly involved in WTO and bilateral trade negotiations. The Egyptian officials met with U.S. Government and private sector officials to learn about the U.S. model of trade policy formulation and implementation, as coordinated among various U.S. agencies, with participation from the private sector.

Program: **Standards Advisor on Food Safety**

Date: July 8 – 19, 2001

Location: Cairo, Egypt

Number of Participants: 25

Beneficiary: Egyptian Organization for Standardization and Quality Control (EOS), Ministry of Industry and Technological Development, Ministry of Agriculture, Ministry of Health

Program Objective:

CLDP advisor, Ahmed Yousef, Associate Professor on Food Microbiology and Coordinator of the Ohio Food Safety Center, the Ohio State University, worked with EOS, the Ministry of Industry and Technology Development, the Ministry of Agriculture and the Ministry of Health on exchanging information regarding food safety and biosecurity.

Program: **Consultations for Standards Officials in Washington, DC**

Date: July 20 – August 4, 2001

Location: Washington, DC

Number of Participants: 12

Beneficiary: Egyptian Organization for Standardization and Quality Control (EOS), Ministry of Industry and Technological Development

Program Objective:

CLDP organized a two-week consultative tour for Egyptian officials from the EOS on the U.S. Government interagency process that supports the development and use standards. This CLDP program provided the Egyptian officials with: (1) a better understanding of how standards can create trade barriers; (2) recognition of the importance of harmonizing Egyptian standards with international standards; (3) assistance in establishing better policies and regulations that will help promote Egyptian trade goals; and (4) awareness of the need for private sector participation in the Egyptian decision-making process for adopting and formulating voluntary and mandatory standards.

Program: **Advisors on Real Estate Finance**

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Date: July 22 – 31, 2001  
Location: Cairo, Egypt  
Number of Participants: 20  
Beneficiary: Ministry of Economy and Foreign Trade (MOEFT)

**Program Objective:**

CLDP advisors, Jennifer Serrato, Fannie Mae Senior Advisor for International Housing Finance Services, and Douglas Blunck, Fannie Mae Senior Business Manager for International Housing Finance Services, assisted the Egyptian government in drafting the implementing regulations for the recently passed Real Estate Lending Law.

Ms. Serrato and Mr. Blunck also provided MOEFT with a comprehensive model for a real estate finance market structure that details the roles of commercial banks, real estate lending companies, securities companies.

**Program: Egyptian Officials to Fannie Mae International Housing Finance Symposium**

Date: September 10 – 14, 2001  
Location: Washington, DC  
Number of Participants: 5  
Beneficiary: Ministry of Economy and Foreign Trade (MOEFT), Central Bank

**Program Objective:**

CLDP sponsored officials from the MOEFT and the Central Bank to attend the Fannie Mae Symposium, which was an educational forum in which participants from around the world learned about primary and secondary practices in the U.S. The Symposium provided in-depth discussions of practical business concepts and practices, incorporating the diversity of international markets. Participants in the Symposium gained a broad understanding of all the integral elements of the U.S. housing finance system as well as the tools, techniques and business practices of a successful secondary market institution.

**Program: Building Capacity in Africa for Legal and Regulatory Reform to Promote Business Development**

Date: October 29 - November 2, 2001  
Location: Washington, DC, and Philadelphia, PA  
Number of Participants: 2  
Beneficiaries: Egyptian business leaders

**Program Objective:**

CLDP sponsored the participation of business leaders from Egypt (Hisham Fahmy, the Executive Director of the American Chamber of Commerce, and Mohamed Madkour of the Egyptian Company for Tourism & Services) and other African countries to programs in Philadelphia and Washington, DC, designed to promote the regulatory reforms necessary to increase trade and investment. The participants were involved in a full-day program on adopting transparent laws and regulations (with particular emphasis on

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procurement policies), mobilizing private sector input into government policy-making, and improving communications with lawmakers and regulators. Afterwards, the participants attended a three-day U.S.-Africa Business Summit, which was sponsored by the Corporate Council on Africa. This major conference with over 1,000 participants provided the opportunity to learn more about the relative strengths and weaknesses of African commercial systems, the concerns of potential investors and trading partners, and international commercial standards through interaction with USG policy-makers, U.S. businesses interested in Africa and the many African Heads of State who were at the Summit.

**Program: BOT/BOOT Consultations in Washington, DC**

Date: November 1 - 8, 2001

Location: Washington, DC

Number of Participants: 8

Beneficiary: Government Procurement Agency, Ministry of Finance, Ministry of Justice, Ministry of Electricity and Energy, Ministry of Transportation

**Program Objective:**

CLDP organized consultations in the U.S. between Egyptian officials and U.S. Government officials, project companies, suppliers, lenders and sponsors involved in BOT projects (domestic and foreign) for in-depth discussions on procedures, common problems and solutions. This CLDP program compared how the U.S. handles public-private infrastructure projects and explored the most important factors to consider in feasibility studies, the design of tenders, and the implementation of projects that lead to successful deals. The delegation was comprised of officials from a cross-section of Egyptian governmental bodies involved in BOT projects.

**2002**

**Program: Standards and Conformity Assessment Seminar**

Date: January 21 - 23, 2002

Location: Cairo, Egypt

Number of Participants: 170

Beneficiary: Egyptian Organization for Standardization & Quality Control (EOS), Ministry of Industry and Technological Development, Ministry of Foreign Trade (MOFT)

**Program Objective:**

CLDP organized a three-day training program in Cairo to advise the Egyptian Government on how to promote a standards regulatory regime that encourages trade and investment and complies more fully with obligations set out under the WTO Agreements.

**Program: Advisors on Automated Teller Machine (ATM) Network Technology and Operations – Phase I**

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**Date:** March – June, 2002

**Location:** U.S. and Cairo, Egypt

**Number of Participants:** 20

**Beneficiary:** Ministry of Communications and Information Technology (MCIT)

**Program Objective:**

CLDP advisors, John Leiponis and David Martin, assisted the MCIT with the process of launching a pilot project designed to electronically link the Egyptian postal offices using an ATM network. As MCIT was drafting the tender for proposal, Mr. Leiponis and Mr. Martin shared their expertise via e-mail on such issues as card issuance, transaction processing, switching, clearing, ATM operation, monitoring and security, integration with core financial applications (back office), etc. Mr. Leiponis and Mr. Martin also traveled to Cairo to assist MCIT in evaluating the tender responses.

**Program: Consultations for Standards Officials in Washington, DC**

**Date:** June 6 – 22, 2002

**Location:** Washington, DC

**Number of Participants:** 10

**Beneficiary:** Egyptian Organization for Standardization & Quality Control (EOS), Ministry of Industry and Technological Development

**Program Objective:**

CLDP hosted a group of standards officials from the Egyptian Organization for Standardization & Quality Control on a consultation tour to evaluate the U.S. system of developing, regulating, and certifying standards.

**Program: Health Insurance Advisor**

**Date:** June 8 – 14, 2002

**Location:** Cairo, Egypt

**Number of Participants:** 100

**Beneficiary:** Egyptian Insurance Supervisory Authority (EISA), Ministry of Planning, Ministry of Health

**Program Objective:**

CLDP advisor, Gwendolyn Fuller, Deputy Director and General Counsel at the South Carolina Department of Insurance, traveled to Cairo to advise EISA and the private sector on current healthcare insurance issues in Egypt, and to offer comparative analyses based on the U.S. industry. Ms. Fuller participated in a USAID-sponsored conference on the development of private health insurance and met with EISA officials to discuss the draft medical insurance law and the drafting of Executive Regulations for the law.

**Program: Institute for Diplomatic Studies Attaché Training**

**Date:** August 4 – 8, 2002

**Location:** Cairo, Egypt

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**Number of Participants: 34**

**Beneficiary: Institute for Diplomatic Studies (IDS), Ministry of Foreign Affairs**

**Program Objective:**

CLDP advisor, Richard Lenahan, Senior Commercial Officer from the U.S. Commercial Service, Sao Paulo, Brazil, conducted a two-day training seminar, which included sessions on economic diplomacy, trade promotion activities, organization of trade missions, effective use of the Internet, tourism promotion, and investment promotion. The objective of this program was to enhance the technical skills of Egyptian diplomats in order to improve their effectiveness on issues related to foreign investment and trade promotion and to prepare them for their future assignments to Egyptian embassies and consulates around the world.

**Program: Financial Analysis Advisor**

**Date: August 25 – 29, 2002**

**Location: Cairo, Egypt**

**Number of Participants: 20**

**Beneficiary: Egyptian Insurance Supervisory Authority (EISA), Ministry of Planning**

**Program Objective:**

CLDP advisor, Ernst Csiszar, Director of the South Carolina Department of Insurance and Vice President of the National Association of Insurance Commissioners, trained EISA officials on the principles of financial analysis to ensure proper preparation of financial reports. Mr. Csiszar reviewed EISA's processes and procedures for its financial data repository, provided technical training to senior EISA staff on preparing financial reports and utilizing financial analysis tools and techniques, and assisted EISA in developing meaningful financial reporting requirements.

**Program: E-commerce Legislative and Regulatory Advisor**

**Date: August 22 – 29, 2002**

**Location: Cairo, Egypt**

**Number of Participants: 20**

**Beneficiary: Ministry of Communications and Information Technology (MCIT)**

**Program Objective:**

CLDP E-commerce advisor, Milton Brown, Deputy Chief Counsel of the National Telecommunications and Information Administration, Department of Commerce, returned to Egypt to evaluate the progress of CLDP's E-commerce efforts in Egypt and to determine the current legal and regulatory barriers to the development of the Egyptian telecommunications sector.

**Program: U.S. Consultations for Egyptian Diplomatic Attaches**

**Date: September 13 - 28, 2002**

**Location: Washington, DC and New York, NY**

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**Number of Participants:** 14

**Beneficiary:** Institute for Diplomatic Studies (IDS), Ministry of Foreign Affairs

**Program Objective:**

CLDP organized a two-week consultative study tour in the U.S. for newly-appointed Egyptian diplomats from IDS. The diplomats met with various U.S. Government agencies, multi-lateral organizations, and Fortune 500 companies to discuss trade promotion and policy and foreign investment issues. This CLDP program exposed the diplomats to the importance of commercial affairs and made them aware of their key roles in promoting Egypt's trade agenda abroad.

**Program: Visiting Scholars Program at USPTO**

**Date:** October 17 – November 2, 2002

**Location:** Arlington, VA

**Number of Participants:** 2

**Beneficiary:** Egyptian Patent Office, Academy of Scientific Research and Technology

**Program Objective:**

CLDP sponsored two officials from the Egyptian Patent Office to attend the Visiting Scholars Program at the United States Patent and Trademark Office (USPTO). The goals of the two-week program were: to foster a better understanding of international intellectual property obligations and norms; to expose participants to at least one method of providing TRIPs-level protection for a variety of intellectual property disciplines by using the U.S. system as an example, and to promote discussion of intellectual property issues in a friendly and supportive environment.

**Program: IPR Judicial Training Conference and Consultations in Cairo**

**Date:** January 21 – 23, 2003

**Location:** Cairo, Egypt

**Number of Participants:** 145

**Beneficiary:** Justices from the Pilot Court, State Council, and Appellate Courts of Cairo

**Program Objective:**

CLDP, in coordination with the Egyptian National Centre for Judicial Studies and the Ministry of Justice, held a three-day judicial conference in Cairo focusing on the principles of intellectual property rights (IPR), the recently passed IPR law in Egypt, and the issues attendant to the adjudication and enforcement of IPR cases.

**Program: Roundtable and Consultations on Draft Competition Law**

**Date:** January 26 – 30, 2003

**Location:** Cairo, Egypt

**Number of Participants:** 22

**Beneficiary:** Ministry of Supply and Internal Trade (MOSIT), Private Sector/AmCham Members

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**Program Objective:**

CLDP advisors from the Federal Trade Commission and the U.S. Department of Justice traveled to Cairo, Egypt to meet with Egyptian officials to review and discuss the draft Egyptian Competition Law. The CLDP advisors then provided written recommendations on how to align the draft law with more closely with internationally accepted competition principles. The workshop also enabled the public and private sectors to engage in constructive dialogue and to exchange views on the draft law's provisions.

**Program: U.S. Consultations on Food Safety for Egyptian Officials**

**Date:** February 27 – March 13, 2003

**Location:** Washington, DC, Columbus, OH, Chicago, IL, Atlanta, GA, and Philadelphia, PA

**Number of Participants:** 5

**Beneficiary:** Egyptian Organization for Standardization and Quality Control (EOS)

**Program Objective:**

CLDP organized a two-week consultative tour to the United States on food safety measures for officials from the Egyptian Organization for Standardization and Quality Control (EOS). The EOS officials received cutting-edge training in food processing and -preservation technologies and learned about the most recent advances in food safety research and applications. This program increased the EOS capacity to research and apply higher food safety standards in Egypt, consistent with international standards.

**Program: Officials to Fannie Mae International Housing Finance Symposium**

**Date:** April 26 – May 10, 2003

**Location:** Washington, DC

**Number of Participants:** 1

**Beneficiary:** General Authority for Real Estate Finance (GARF)

**Program Objective:**

CLDP sponsored one Egyptian official from GARF to travel to the U.S. to attend a two-week consultative program at the Fannie Mae International Housing Finance Symposium that included important training on primary and secondary markets, and mortgage securitization.

**Program: EISA Officials on Consultative Visit to State Insurance Departments**

**Date:** May 29 – June 14, 2003

**Location:** Washington, DC, Columbia, SC, and Kansas City, MO

**Number of Participants:** 10

**Beneficiary:** Egyptian Insurance Supervisory Authority (EISA)

**Program Objective:**

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CLDP organized a two-week consultative visit for EISA officials to meet with U.S. officials from insurance departments in U.S. states, including South Carolina, and Kansas, as well as the District of Columbia. EISA officials acquired knowledge regarding more modern and technologically efficient methods for managing the insurance sector in Egypt. Consultations took place in Washington, DC, Columbia, South Carolina, and Kansas City, Missouri.

**Program: Advisor for Trade Mission Training in Cairo**

Date: June 22 – 25, 2003

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Egyptian Institute for Diplomatic Studies (IDS)

**Program Objective:**

CLDP, in coordination with the U.S. Commercial Service in Egypt, presented a three-day seminar for young commercial attaches from the Egyptian Institute for Diplomatic Studies on how to conduct trade mission events and how to promote Egyptian trade opportunities, while serving in Egyptian embassies around the world.

**Program: U.S. Consultative Visit on Telecommunications Policy for Egyptian Officials**

Date: August 11 – 22, 2003

Location: Washington, DC

Number of Participants: 8

Beneficiary: National Telecommunications Regulatory Authority (NTRA)

**Program Objective:**

CLDP organized a two-week consultative tour to the U.S. on telecom policy and regulation for eight senior officials from the National Telecommunications Regulatory Authority, including the NTRA Executive President, Mr. Alaa Fahmy. The NTRA officials met with U.S. Government and private sector telecom representatives to discuss learn more about the legal and regulatory framework of U.S. telecommunications policy, including spectrum management, competition, and universal access.

**Program: Public Awareness Campaign Evaluation Advisor**

Date: September 14 – 18, 2003

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Egyptian Insurance Supervisory Authority (EISA)

**Program Objective:**

CLDP advisor, Gail Burns, traveled to Cairo, Egypt, for two weeks to meet with EISA

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officials to evaluate and to determine the effectiveness of the CLDP Insurance Public Awareness Campaign launched in 2001. The advisor also met with EISA employees responsible for public relations to provide technical assistance on how to improve EISA public relations strategies.

**Program: Advisor on Automated Teller Machine (ATM) Network Technology and Operations: Phase II**

Date: September 15 – 30, 2003

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Ministry of Communications and Information Technology (MCIT)

**Program Objective:**

CLDP advisor, David Martin, returned to Egypt to conduct Phase II of the project to electronically link all Egyptian postal offices to an automated teller machine (ATM) network. Mr. Martin provided technical assistance to the Ministry of Communications and Information Technology by reviewing, and providing recommendations on, the project's implementation plan, service agreement, and the software and hardware that would be used to connect the system.

**Program: U.S. Arab Economic Forum**

Date: September 28 – 30, 2003

Location: Detroit, MI

Number of Participants: 4

Beneficiary: Egyptian – American Chamber of Commerce and Egyptian IT Sector

**Program Objective:**

CLDP sponsored the travel of four senior-level executives from Egypt, representing the banking, finance and telecommunications private sectors, to attend the U.S.-Arab Economic Forum. The objective of the program was to facilitate strong professional contacts between the Egyptian and U.S. entrepreneurs, thereby promoting trade, investment and economic collaboration.

**Program: Conference and Consultations on the Egyptian Telecommunications Law**

Date: October 7 – 8, 2003

Location: Cairo, Egypt

Number of Participants: 120

Beneficiary: Ministry of Communications and Information Technology (MCIT) and the National Telecommunications Regulatory Authority (NTRA)

**Program Objective:**

CLDP, in coordination with the Ministry of Communications and Information Technology

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and the National Telecommunications Regulatory Authority, held a Telecommunications Conference in Cairo, Egypt. CLDP advisors, including the Federal Communications Commission and the U.S. Department of State Office of International Telecommunications and Information Policy, reviewed and discussed the rights and obligations set forth in the Egyptian Telecommunications Law and the WTO telecommunications treaties to which Egypt is a party and how to implement the law and treaties.

**Program: Fannie Mae International Housing Symposium Program for Egyptian Officials**

Date: October 20 – 30, 2003

Location: Washington, DC

Number of Participants: 4

Beneficiary: General Authority for Real Estate Finance (GARF)

**Program Objective:**

CLDP hosted four additional Egyptian officials from the General Authority on Real Estate Finance (GARF) to attend the Fannie Mae International Housing Finance Symposium in Washington, D.C., to learn about U.S. primary and secondary markets, and mortgage securitization.

**Program: U.S. Consultations on Competition Policy for Egyptian Officials**

Date: October 13 – October 24, 2003

Location: Washington, DC, and New York, NY

Number of Participants: 8

Beneficiary: Ministry of Supply and Internal Trade (MOSIT)

**Program Objective:**

CLDP organized a two-week consultative tour to Washington, D.C. on competition policy and regulation for senior officials from the Ministry of Supply and Internal Trade. The Egyptian officials met with CLDP advisors from the Federal Trade Commission and the U.S. Department of Justice. Through this CLDP program, the Egyptian officials acquired knowledge on U.S. and international best practices for promoting open, competitive markets, and it allowed them to explore alternative models and practical applications that best fit the Egyptian context.

**Program: U.S. Patent and Trademark Office Visiting Scholars Program for Egyptian Officials**

Date: October 27 – November 7, 2003

Location: Arlington, VA

Number of Participants: 3

Beneficiary: Academy of Scientific Research and Technology – Patent Office and Ministry of Supply and Internal Trade – Trademark Office

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**Program Objective:**

CLDP sponsored the participation of four officials from the Egyptian Patent and Trademark Offices to attend the Visiting Scholars Program at the United States Patent and Trademark Office (USPTO). This two-week program is a hands-on classroom training on the U.S. intellectual property system. The program included presentations by U.S. Government officials and private experts specializing in patents, trademarks and copyrights. Participants engaged in training seminars and substantive discussions regarding international intellectual property treaties and TRIPS compliance and enforcement issues, and they toured the USPTO's patent and trademark examination operations, the Court of Appeals for the Federal Circuit and the U.S. Copyright Office.

**Program: On-the-Job Enquiry Point Training in U.S. at NIST**

Date: December 8 –12, 2003

Location: Gaithersburg, MD

Number of Participants: 4

Beneficiary: Egyptian Organization for Standardization and Quality Control (EOS)

**Program Objective:**

CLDP, in coordination with the National Institute for Standards and Technology (NIST), conducted a practical, hands-on training for EOS officials on the day-to-day operations of managing an Enquiry Point in the U.S. The EOS officials trained for one week at the U.S. Enquiry Point in Washington, D.C., which focused on the efficient and effective operation of an Enquiry Point that is in greater conformity with international standards and a friendlier environment for foreign trade and investment.

**Program: International Law Institute Seminar on the World Trade Organization: Rights and Obligations**

Date: December 10 – 15, 2003

Location: Cairo, Egypt

Number of Participants: 8

Beneficiary: Ministry of Supply and Internal Trade – Trademark Office, Egyptian Organization for Standardization & Quality Control (EOS), National Telecommunications Regulatory Authority (NTRA), Academy of Scientific Research and Technology – Patent Office, Ministry of Communications and Information Technology (MCIT)

**Program Objective:**

CLDP sponsored eight officials from the above Egyptian ministries and agencies to attend a seminar in Cairo on the World Trade Organization (WTO). The seminar provided a deeper understanding for the Egyptian officials on the rights and obligations under the WTO and the Uruguay Round Agreements, as well as the significance of regional trade agreements.

**Program: Conference and Consultations on Protection of Intellectual Property in**

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**the Digital Age in Cairo**

Date: January 10 – 12, 2004

Location: Cairo, Egypt

Number of Participants: 118

Beneficiary: Egyptian Ministry of Justice and the National Centre for Judicial Studies (NCJS)

**Program Objective:**

CLDP, in collaboration with the Egyptian Ministry of Justice, held a conference in Cairo on the commercial harm caused by copyright infringement on the Internet. The conference focused on the civil and criminal remedies available to the judiciary under domestic and international law, the challenges involved in protecting copyright holders' rights on the Internet, and how other countries are dealing with this challenge.

**Program: Conference and Consultations on Protection of Intellectual Property in the Digital Age in Alexandria**

Date: January 17 – 19, 2004

Location: Alexandria, Egypt

Number of Participants: 85

Beneficiary: National Centre for Judicial Studies (NCJS)

**Program Objective:**

CLDP, in collaboration with the Egyptian Ministry of Justice, held a second conference in Alexandria on the commercial harm caused by copyright infringement on the Internet. This conference also focused on the civil and criminal remedies available to the judiciary under domestic and international law, the challenges involved in protecting copyright holders' rights on the Internet, and how other countries are dealing with this challenge.

**Program: On-the-Job Enquiry Point Training in Mexico**

Date: January 26 – 30, 2004

Location: Mexico City, Mexico

Number of Participants: 6

Beneficiary: Egyptian Organization for Standardization and Quality Control (EOS)

**Program Objective:**

CLDP organized a one-week program for in Mexico City, Mexico for government officials from the Egyptian Organization for Standards and Quality Control (EOS) on the day-to-day operations of managing an Enquiry Point in Mexico. This hands-on training was a continuation of CLDP enquiry point training in the U.S. in December 2003. As in the U.S., the training in Mexico also focused on the efficient and effective operation of an Enquiry Point as required by the WTO Agreement. However, the Mexican example was especially significant to demonstrate to the Egyptian delegation how other less

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developed countries are meeting WTO obligations and, consequently, promoting a transparent environment for greater trade and investment in their country.

**Program: Hazard Analysis and Critical Control Point (HACCP) Train-the-Trainers Program**

Date: February 4 – 13, 2004

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Egyptian Organization for Standardization and Quality Control (EOS)

**Program Objective:**

CLDP advisor, Dr. A. Estes Reynolds, an renowned expert on HACCP food safety systems, traveled to Egypt for one week to design and implement a two-part HACCP train-the-trainers program within the EOS. The primary goal of this program was to provide the participants with the knowledge and skills necessary to set up a HACCP training unit in the EOS and to become self-sufficient in training and certifying their peers.

**Program: Advisor on Automated Teller Machine (ATM) Network Technology and Operations: Phase II**

Date: February 11 – 26, 2004

Location: Cairo, Egypt

Number of Participants: 20

Beneficiary: Ministry of Communications and Information Technology (MCIT)

**Program Objective:**

CLDP advisor, David Martin, continued his work assisting the Egyptian Ministry of Communications and Information Technology (MCIT) Government with the launch of a pilot program designed to electronically link the Egyptian postal offices using an automated teller machine (ATM) network. Mr. Martin spent two weeks in Cairo, Egypt providing further technical assistance to the Ministry of Communications and Information Technology to finalize the second phase of this program on reviewing the implementation plan, service agreement, software and hardware for the project.

**Program: Conference: Role of Standards in Promoting Industry and Trade**

Date: February 23 – 25, 2004

Location: Cairo, Egypt

Number of Participants: 200

Beneficiary: Egyptian Organization for Standardization and Quality Control (EOS)

**Program Objective:**

CLDP conducted a three-day conference in Cairo, Egypt on the WTO TBT Agreement and on how the international harmonization of standards in accordance with that

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agreement will promote trade and industry in Cairo. CLDP advisors included representatives from the International Labor Organization, WTO, ASTM International, ANSI, and U.S. private sector industries.

**Program: Real Estate Lending Workshop**

Date: February 25 – 26, 2004

Location: Cairo, Egypt

Number of Participants: 50

Beneficiary: Ministry of Finance, the General Authority for Real Estate Finance (GARF), commercial and investment banks, real estate lending companies, real estate investors, bankers, and real estate institutions in Egypt

**Program Objective:**

CLDP conducted a two-day workshop on the basics of real estate finance in Cairo, Egypt. In coordination with CLDP advisors from the U.S. Department of Treasury, the Overseas Private Investment Corporation, and the private sector, this workshop presented participants with a comparative analysis of the U.S., European and Asian real estate finance systems, and how each of these systems relates to the current Egyptian model. Key real estate finance topics, such as regulation, banking, operation, and legal issues were also reviewed and discussed with public and private sector participants.

**Program: Competition Law Seminar**

Date: March 2-3, 2004

Location: Cairo, Egypt

Number of Participants: 35

Beneficiary: Egyptian Ministry of Supply and Internal Trade (MOSIT)

**Program Objective:**

CLDP conducted a seminar on the draft Egyptian Competition Law in Cairo, Egypt. CLDP advisors from the Federal Trade Commission and the U.S. Department of Justice first met with the Minister of Supply and Internal Trade to discuss the status of draft competition legislation in Egypt. Following this meeting, the CLDP advisors conducted a seminar for public and private sector participants to discuss the draft Egyptian competition law, the institutional requirements for competition regulations, and to address the concerns and questions of the Egyptian business sector. This program was an excellent opportunity for public-private dialogue on concerns relating to the draft law's provisions.

**Program: ICT Privacy Advisor**

Date: March 14 – 17, 2004

Location: Cairo, Egypt

Number of Participants: 6

Beneficiary: National Telecommunications Regulatory Authority (NTRA) and the Ministry of Communications and Information Technology (MCIT)

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**Program Objective:**

CLDP advisor on privacy, David Valdez, traveled to Cairo, Egypt, to conduct a four-day workshop on how to develop privacy protection guidelines in Egypt's ICT sector. Workshop participants included officials from the Ministry of Communications and Information Technology (MCIT) and the National Telecommunications and Regulatory Authority (NTRA). They were introduced to significant privacy issues and challenges in the U.S., and learned why privacy is important to customers and to businesses. Additionally, Mr. Valdez discussion topics included, but were not limited to, the significance of federal and/or state privacy legislation in the U.S., relating to the collection, use, protection and enforcement of private consumer information in the ICT sector, and guidelines on how to develop a regulatory framework that provides privacy protection for ICT consumers and entities in Egypt.

**Program: Cross Border Interference Advisor**

**Date:** March 14 – 18, 2004

**Location:** Cairo, Egypt

**Number of Participants:** 10

**Beneficiary:** National Telecommunications Regulatory Authority (NTRA) and the Ministry of Communications and Information Technology (MCIT)

**Program Objective:**

CLDP advisor, Hal Grigsby, from the U.S. Department of State of International Telecommunications and Information Policy, traveled to Cairo, Egypt, for one week to advise the Government of Egypt (GOE) on how to develop and implement a cross-border mechanism that will enable the GOE to coordinate efforts with neighboring States to eliminate harmful interference and ensure optimal use of radio frequencies.

**Program: Conference on Electronic Signatures in Cairo**

**Date:** March 27 – 28, 2004

**Location:** Cairo, Egypt

**Number of Participants:** 150

**Beneficiary:** Ministry of Communication and Information Technology (MCIT) and Ministry of Justice (MOJ)

**Program Objective:**

CLDP, in coordination with the Egyptian Ministries of Communication and Information Technology (MCIT) and Justice (MOJ), presented a two-day Conference on Electronic Signatures, simultaneously in Cairo and Alexandria (via digital video conferencing technology). Conference participants included MCIT officials, Egyptian judges, E-commerce businesses, attorneys, and other interested parties. This conference provided a forum to analyze the draft E-Signature law's provisions, U.S. and international law for using and enforcing E-Signature technology, and the positive

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impact of the Egyptian draft E-Signatures Law will have on E-commerce in Egypt. Within weeks after this CLDP conference, the Egyptian E-Signature law was passed by the Egyptian Parliament.

**Program: Conference on Electronic Signatures Alexandria**

Date: March 27 – 28, 2004

Location: Alexandria, Egypt

Number of Participants: 80

Beneficiary: Ministry of Communication and Information Technology (MCIT) and Ministry of Justice (MOJ)

**Program Objective:**

CLDP, in coordination with the Egyptian Ministries of Communication and Information Technology (MCIT) and Justice (MOJ), presented a two-day Conference on Electronic Signatures, simultaneously in Cairo and Alexandria (via digital video conferencing technology). Conference participants included MCIT officials, Egyptian judges, E-commerce businesses, attorneys, and other interested parties. This conference provided a forum to analyze the draft E-Signature law's provisions, U.S. and international law for using and enforcing E-Signature technology, and the positive impact of the Egyptian draft E-Signatures Law will have on E-commerce in Egypt. Within weeks after this CLDP conference, the Egyptian E-Signature law was passed by the Egyptian Parliament.

**Program: Workshop on Telecom Dispute Resolution in Egypt**

Date: May 23 – 24, 2004

Location: Cairo, Egypt

Number of Participants: 48

Beneficiary: National Telecommunications Regulatory Authority (NTRA), Ministry of Interior, National Centre for Judicial Studies, and private sector service providers

**Program Objective:**

CLDP conducted a two-day workshop in Cairo, Egypt on the development and adoption of telecom dispute resolution procedures in the National Telecommunications Regulatory Authority (NTRA). CLDP advisors included NTRA representatives, officials from the U.S. Federal Communications Commission (FCC), and private sector experts. Followed by an overview by the NTRA of the current status of telecom dispute resolution in Egypt, CLDP advisors from the FCC discussed the important policy reasons for establishing such a system, and what has been the U.S. experience in doing so. CLDP advisors from the private sector presented the various types of telecom disputes and alternative dispute resolution systems, country experiences, and roles of the regulator and judiciary within such systems.

**Program: Financial Analysis Advisor to Cairo**

Date: May 24 – 30, 2004

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**Location:** Cairo, Egypt  
**Number of Participants:** 20  
**Beneficiary:** Egyptian Insurance Supervisory Authority (EISA)

**Program Objective:**

CLDP advisor traveled to Cairo, Egypt to provide technical assistance to the Egyptian Insurance Supervisory Authority on financial and market conduct examination procedures for health maintenance organizations (HMOs), sample checklists and application forms for licensing HMOs, and guidance on reserving/solvency margin issues.

**Program: U.S. Consultative Tour on Telecom Policy and Regulation for Telecommunications Officials**

**Date:** June 12 – 25, 2004

**Location:** Washington, DC and Chicago, IL

**Number of Participants:** 10

**Beneficiary:** National Telecommunications Regulatory Authority (NTRA) and Ministry of Communications and Information Technology (MCIT)

**Program Objective:**

CLDP conducted a one-week consultative visit for 10 Egyptian Telecom officials with public and private telecommunications regulators and experts in Washington, D.C. The officials met with telecom policymakers and regulators at the Federal Communications Commission, the U.S. Department of State, the Department of Commerce National Telecommunications and Information Administration, the World Bank, and several private telecom companies and practitioners. Afterwards, CLDP sponsored six of the Egyptian officials to attend the annual SUPERCOMM Telecommunications Conference in Chicago, an event that covers all aspects of telecom industry developments in technology, infrastructure, policy and regulation, and attracts thousands of decision-makers, representing businesses, government agencies and more than 100 nations.

**Program: Consultative Tour for E-commerce Officials in Ireland**

**Date:** June 14 – 18, 2004

**Location:** Dublin, Ireland

**Number of Participants:** 8

**Beneficiary:** Ministry of Communications and Information Technology (MCIT), Ministry of Interior, Central Bank of Egypt, National Post Office

**Program Objective:**

CLDP, in coordination with the Ministry of Communications and Information Technology (MCIT) and the General Dynamics' ICT Project, conducted a one-week consultative tour in Ireland for eight Egyptian officials involved in the development of E-commerce legislation and regulation in Egypt. The consultative tour included meetings, seminars and site visits

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where the Egyptian officials met with their counterparts in the Government of Ireland, as well as private companies engaged in E-commerce business. Ireland was chosen as the site for this program due to its considerable success in developing communications and information services.

**Program: Advisor on Automated Teller Machine (ATM) Network Technology and Operations: Phase III**

**Date: June 18 – 30, 2004**

**Location: Cairo, Egypt**

**Number of Participants: 20**

**Beneficiary: Ministry of Communications and Information Technology (MCIT)**

**Program Objective:**

CLDP advisor, David Martin, traveled to Cairo to work with the Ministry of Communications and Information Technology (MCIT) to assess, and provide recommendations for, the ATM Network operational plan with a particular emphasis on the security network. In addition, Mr. Martin provided assistance on the technical and operational aspects of Public Key Infrastructure (PKI) for the Electronic-Signature (E-Signature) System. This type of system is similar to the EFT security system that is part of the ATM network. This was the final phase for the CLDP advisor to assist MCIT electronically link all Egyptian postal offices through an ATM network.