

**Annual Budget
Submission**

FY-1993

**INTERNATIONAL
BUSINESS STAFF**

JULY 1991



**Agency for International Development
Washington, D.C. 20523**

INTERNATIONAL BUSINESS STAFF

FY 1993 ABS

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PROGRAM OVERVIEW NARRATIVE

The mission of the International Business Staff (IBS) is to serve as a catalyst to:

- o expand the use of private sector solutions and approaches within A.I.D. development assistance programming;
- o increase participation of U.S. businesses in developmentally sound, commercial opportunities in selected countries;
- o serve as a catalyst to leverage and rationalize U.S. Government resources targeted on trade and investment promotion in developing countries;
- o respond to demands for commercial and economic information and referrals from the U.S. private sector, its counterparts in developing countries, and USAIDs; and
- o advise the PRE/Assistant Administrator on ways to mobilize U.S. private sector interests for development assistance activities.

IBS project activities are coordinated through regional bureaus and implemented in cooperation with individual missions. Specifically, IBS relationships to the regional bureaus have been in the areas of providing technical assistance in PID, PP and evaluation designs of regional projects having a trade and investment component and by directly supporting mission efforts through mission buy-ins to IBS projects described below. IBS staff also participate actively in several regional committees (i.e., ENE/Agribusiness Strategy Committee, AFR/Agribusiness and Research Planning Committee, ENE/Environment and NRM/Technology Committee, and Asia/Agribusiness Committee) to represent the business-development and outreach focus.

The principal thrust of IBS activity is carried out through two mutually-supportive projects: the Trade and Investment Services (TIS) Project and the Market and Technology Access Project (MTAP).

1. The Trade and Investment Services (TIS) Project demonstrates A.I.D.'s ability to match businesses in developing countries with U.S. firms to improve the competitiveness of both. Using a vast network of more than 11,000 volunteer industry experts, U.S. field representatives and foundations, and professional staff, the TIS program operates targeted trade and investment programs in A.I.D.-assisted countries. The TIS project aims to generate U.S. investment, increase employment, and enhance exports to augment foreign exchange earnings. IBS limited "front-end" contributions to the TIS project have been leveraged 100% by USAID buy-ins to sustain activities beyond the project period.

2. The Market and Technology Access Project II (MTAP II) continues to provide USAIDs, and A.I.D./W offices with a proven package of products and services to support their trade and technology transfer efforts. Buy-ins to the MTAP II continue to be high (3 buy-in:1 core project dollar in 1990 and 4:1 in 1991) demonstrating a large demand from all the regional bureaus and S&T for the work offered. MTAP II offers the following services: market access information, technology sourcing, and U.S./Developing Country business linkages aimed primarily at small- and medium-size enterprises seeking to operate successful export businesses and gain access to international markets. In addition, the MTAP II project has done pioneer work in engaging other Federal and State Agencies as well as private sector organizations to cost-share trade and investment projects thereby leveraging A.I.D. resources for a larger developmental impact. For example, a recent Iowa state agency/A.I.D. directed trade and investment mission yielded \$3.0 million in immediate trade transactions, one licensing agreement between a U.S. and Thai firm and several joint/coventure opportunities currently under negotiation totalling in excess of \$50 million.

A description of IBS' new FY 1993 project, MTAP III is also attached. MTAP III will build upon the successful activities of MTAP II as well as other recent assessments of A.I.D.'s private sector programs, to provide a central source of R&D, training, and technical assistance to help A.I.D. missions and private sector organizations design and implement more effective project initiatives in the areas of trade and technology development.

In addition to the MTAP II and TIS projects, IBS is playing a major role in the Agency's Partnership for Business and Development Initiative, particularly the component calling for the creation of a business and development network which includes the Center for Trade and Investment Services (CTIS). This Center is currently under development and is scheduled to begin operations this Fall.

APRE INT'L TRADE & INVESTMENT PROGRAM (129971) FY 1993 ANNUAL BUDGET SUBMISSION

TABLE 1 - LONG RANGE PLAN BY APPROPRIATION ACCOUNT (\$000)

ACCOUNT	FY 1990 ACTUAL	FY 1991 ESTIMATE	FY 1992 CP	FY 1992 PLANNED	FY 1993 PROPOSED	1994	1995	1996	1997
TOTAL ECON. SUPPORT FUND									
Grants									
Loans									
SPECIAL ASST. INIT.									
CAPITAL PROJECTS									
Grants									
Loans									
TOTAL DA, ESF AND SAI									
Grants	1,325	1,190	2,554	2,554	2,900	3,300	3,600	3,900	4,200
Loans	1,325	1,190	2,554	2,554	2,900	3,300	3,600	3,900	4,200

TABLE IV - PROJECT BUDGET DATA

FUNDING SOURCE	INIT DATE	FINAL DATE	AUTH PLAN	TOTAL COST	ESTIMATED U.S. DOLLAR COST (\$000)		FY 1991		FY 1992		FY 1993 PROPOSED
					ORIG THRU FY 1990	ORIG THRU FY 1991	EXPEND ITUES	OBLIG ATIONS	EXPEND ITUES	OBLIG ATIONS	

PROJECT NUMBER: 9364053 TITLE: MARKET AND TECHNOLOGY ACCESS PROJ/NON PROJ IND: PA
 FN G 83 94 4,760 6,118 3,474 490 605 1,154 1,000 1,000 1,000

PROJECT NUMBER: 9400013 TITLE: TRADE AND INVESTMENT SERVICES/IESC PROJ/NON PROJ IND: PA
 FN G 88 93 260 260 260 700 1,000 1,400 1,000 1,000 1,600
 SD G 88 93 3,324 4,924 1,224 700 1,000 1,400 1,000 1,000 1,600
 PROJECT TOTAL: 3,584 5,184 1,484 700 1,000 1,400 1,000 1,600

PROJECT NUMBER: 9400001 TITLE: MARKET AND TECHNOLOGY ACCESS III PROJ/NON PROJ IND: PA
 FN G 93 98 4,000 4,000 4,000 0 0 0 0 0 0
 SD G 93 98 0 8,000 0 0 0 0 0 0 0
 PROJECT TOTAL: 0 8,000 0 0 0 0 0 0 0 0 0

REPORT TOTAL: 8,344 19,302 4,958 1,190 1,605 2,554 2,000 2,600 2,900

APPROPRIATION SUMMARY

FN 490 605 1,154 1,000 1,000 1,150
 SD 700 1,000 1,400 1,000 1,600 1,750
 REPORT TOTAL: 1,190 1,605 2,554 2,000 2,600 2,900

APRE INT'L TRADE & INVESTMENT PROGRAM (129971) FY 1993 ANNUAL BUDGET SUBMISSION

AC/SI AGGREGATE ANALYSIS
 ACTIVITY CODES
 (U.S. Dollars Thousands)

ACTIVITY	FY 1991 ESTIMATE		FY 1992 PLANNED		FY 1993 PROPOSED	
	AMOUNT	PCT OF TOTAL PROGRAM	AMOUNT	PCT OF TOTAL PROGRAM	AMOUNT	PCT OF TOTAL PROGRAM
AGAB AGRIBUSINESS	147	12.4 %	346	13.6 %	390	13.4 %
EVFR FORESTRY	98	8.2 %	231	9.0 %	260	9.0 %
PEBD BUSINESS DEVELOPMENT PROMOTION	123	10.3 %	289	11.3 %	325	11.2 %
PETI TRADE AND INVESTMENT PROMOTION	823	69.1 %	1,689	66.1 %	1,925	66.4 %
PROGRAM TOTAL	1,190	100.0 %	2,554	100.0 %	2,900	100.0 %

AC/SJ AGGREGATE ANALYSIS
SPECIAL INTEREST CODES
(U.S. Dollars Thousands)

	SPECIAL INTEREST	FY 1991 ESTIMATE		FY 1992 PLANNED		FY 1993 PROPOSED	
		AMOUNT	PCT OF TOTAL PROGRAM	AMOUNT	PCT OF TOTAL PROGRAM	AMOUNT	PCT OF TOTAL PROGRAM
I. Substantive							
	A. Spatial/Geographic						
	B. Special Targets						
W01	WOMEN IN DEVELOPMENT: INTEGRATED	6	0.5 X	14	0.6 X	16	0.6 X
PSD	PRIVATE SECTOR DEVELOPMENT	1,190	100.0 X	2,554	100.0 X	2,900	100.0 X
IMS	INSTITUTION BUILDING	123	10.3 X	789	11.3 X	375	11.2 X
	C. Food, Agriculture & Rural Development						
	D. Energy/Environment						
NRM	NATURAL RESOURCES MANAGEMENT	25	2.1 X	58	2.3 X	65	2.2 X
	II. Institutional Mechanisms						
	A. Public/Private						
PVU	B. PVO/NGOs	700	58.8 X	1,400	54.8 X	1,600	55.2 X
	C. International Agricultural Research Centers						
	D. Universities						
	E. Non-Profit Organizations						
	III. Research Efforts						
	A. Applied Research						
	B. Basic Research						
	C. Development Research						
IV. Training							
TTE	TRAINING, TECHNICAL	92	7.7 X	216	8.5 X	244	8.4 X

AC/SI SUMMARY REPORT
(U.S. Dollars thousands)

FY 1991 ESTIMATE FY 1992 PLANNED FY 1993 REQUEST

PROJECT NUMBER: 936-4053 TITLE: MARKET AND TECHNOLOGY ACCESS

AGAB AGRIBUSINESS			
SI CODE: IMS	25 X	36	86
SI CODE: PSD	100 X	147	346
SI CODE: TTE	25 X	36	86
TOTAL AC CODE:	30 X	147	346

EVER FORESTRY			
SI CODE: IMS	25 X	24	57
SI CODE: NRM	25 X	24	57
SI CODE: PSD	100 X	30	230
SI CODE: TTE	25 X	24	57
TOTAL AC CODE:	20 X	98	230

PEBD BUSINESS DEVELOPMENT PROMOTION			
SI CODE: IMS	25 X	30	72
SI CODE: PSD	100 X	122	288
SI CODE: TTE	25 X	30	72
SI CODE: WDI	5 X	6	14
TOTAL AC CODE:	25 X	122	288

PETI TRADE AND INVESTMENT PROMOTION			
SI CODE: IMS	25 X	30	72
SI CODE: PSD	100 X	122	288
TOTAL AC CODE:	25 X	122	288

PROJECT TOTAL 100 X 490 1,154 1,000

PROJECT NUMBER: 940-yyy1 TITLE: MARKET AND TECHNOLOGY ACCESS III

AGAB AGRIBUSINESS			
SI CODE: IMS	25 X		11
SI CODE: PSD	100 X		45
SI CODE: TTE	25 X		11
TOTAL AC CODE:	30 X		45

EVER FORESTRY

AC/SI-SUMMARY REPORT
 (U.S. Dollars Thousands)

	FY 1991 ESTIMATE	FY 1992 PLANNED	FY 1993 REQUEST
SI CODE: INS	25 X		7
SI CODE: NRH	25 X		7
SI CODE: PSD	100 X		30
SI CODE: TTE	25 X		7
TOTAL AC CODE:	20 X		30

PEBD BUSINESS DEVELOPMENT PROMOTION

SI CODE: INS	25 X		9
SI CODE: PSD	100 X		37
SI CODE: TTE	25 X		9
SI CODE: WDI	5 X		1
TOTAL AC CODE:	25 X		37

PETI TRADE AND INVESTMENT PROMOTION

SI CODE: INS	25 X		9
SI CODE: PSD	100 X		37
TOTAL AC CODE:	25 X		37

PROJECT TOTAL 100 X 0 0 150

PROJECT NUMBER: 940-0013 TITLE: TRADE AND INVESTMENT SERVICES/IESC

PETI TRADE AND INVESTMENT PROMOTION

SI CODE: PSD	100 X	700	1,400	1,600
SI CODE: PVU	100 X	700	1,400	1,600
TOTAL AC CODE:	100 X	700	1,400	1,600

PROJECT TOTAL 100 X 700 1,400 1,600

PROJECT NUMBER: 940-yyyl TITLE: MARKET AND TECHNOLOGY ACCESS III

AGAB AGRIBUSINESS

SI CODE: INS	25 X		11
SI CODE: PSD	100 X		45
SI CODE: TTE	25 X		11
TOTAL AC CODE:	30 X		45

EVFR FORESTRY

SI CODE: INS	25 X		7
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AC/ST SUMMARY REPORT
 (U.S. Dollars Thousands)

	FY 1991 ESTIMATE	FY 1992 PLANNED	FY 1993 REQUEST
SI CODE: NRM	25 X		7
SI CODE: PSD	100 X		30
SI CODE: TTE	25 X		7
TOTAL AC CODE:	20 X		30
PEBD BUSINESS DEVELOPMENT PROMOTION			
SI CODE: INS	25 X		9
SI CODE: PSD	100 X		37
SI CODE: TTE	25 X		9
SI CODE: WDI	5 X		1
TOTAL AC CODE:	25 X		37
PETT TRADE AND INVESTMENT PROMOTION			
SI CODE: INS	25 X		9
SI CODE: PSD	100 X		37
TOTAL AC CODE:	25 X		37
PROJECT TOTAL	100 X	0	150
REPORT TOTAL	1,190	2,554	2,900

AGGREGATION OF AC/SI CODES FOR SPECIAL ISSUES
(U.S. Dollars Thousands)

	FY 1991 ESTIMATE	FY 1992 PLANNED	FY 1993 REQUEST
(1) Child Survival Funding			
(2) Other Health			
(3) Environment	98	230	260
(4) Energy			
(5) Forestry	98	230	260

Refer to ABS Guidance Attachment B for aggregation basis

The above summaries are aggregations of ACs and SIs. Other aggregations consist of ACs only and can be derived from AC section of the Aggregate Analysis Report

APRE INT'L TRADE & INVESTMENT PROGRAM (129971)
 FY 1993 ANNUAL BUDGET SUBMISSION

TABLE V - PROPOSED PROGRAM RANKING

RANK	PROJECT	TITLE	PROGRAM FUNDING (\$000)	
			APPROP	INCR
MCC LEVEL				
	936-4053	MARKET AND TECHNOLOGY ACCESS	FM	1,000
	940-0013	TRADE AND INVESTMENT SERVICES/IESC	SD	1,400
		TOTAL MCC PROPOSED		2,400
INCREMENT LEVEL				
1	940-0013	TRADE AND INVESTMENT SERVICES/IESC	SD	200
2	940-yyy1	MARKET AND TECHNOLOGY ACCESS III	FM	150
2	940-yyy1	MARKET AND TECHNOLOGY ACCESS III	SD	150
		TOTAL INCREMENT PROPOSED		500
		TOTAL PROPOSED		2,900

TABLE VII - LIST OF PLANNED EVALUATIONS FY 1993 ABS

PROJECT LIST (Project # and Title)	Last Eval Completed (Mo./Yr.)	FY 1992 Start To (Qtrs.)	FY 1993 Start To (Qtrs.)	REASONS/ISSUES	FUNDING SOURCE (\$000)	USAID (PERSON DAYS)	COLLATERAL ASSISTANCE
Market & Techn. Access Project (MTAP) (936-4053)	--	3 4	- -	Final Evaluation of Progress toward Project Objectives	PD&S 50	20	
Trade & Invest- ment Services (TIS) (940-0013)	--	- -	3 4	Final Evaluation of Progress toward Project Objectives	PD&S 50	20	

BUDGET PLAN CODE _____

FILE NAME: 91 92WASH
RANGE NAME: 91 92

TABLE VIII(c)
FY 1993 ANNUAL BUDGET SUBMISSION
(Dollars in Thousands)

EXPENSE CATEGORY	FUNC CODE	FY 1991 EST		FY 1992 ESTIMATE	
		DOLLARS	UNITS	LOW \$ LIMIT DOLLARS	HIGH \$ LIMIT UNITS
IPAs/Details-in	N200				
AID/W Travel	T500				
Site Visits - Proj/Prog	T510			15,500	5
Site Visits - Admin. Support	T520				
Meetings/Conferences	T530				
Retreats	T540				
Exprts/Consultant Travel	T550				
Invitational Travel	T560				
Orientation Travel	T570				
Disaster Related Travel	T581				
Evaluation Travel	T582				
All Other Travel	T590				
TOTAL TRAVEL	T500	13,275		15,500	
Miscellaneous Services	V900				
Data Entry/Retrieval Svcs	V911				
Clerical Services	V912				
Consultant Services	V913				
All Other Manpower Svcs	V919				
DCAA Audits	V921				
HHS Audits	V922				
All Federal Audits	V923				
Non Federal Audits	V924				
OPM Background Invest.	V925				
Cont Background Invest.	V926				
Other Investigations	V927				
Other Audits	V929				
A. I. D. Hosted Conf/Seminars	V931				
Meetings/Workshops	V932				
Other Seminars	V933				
Other Conferences	V939				
Internal Studies & Analysis	V951				
Congressional Studies	V952				
OMB Studies	V953				
All Other Studies/Analysis	V959				
Boards - Review	V961				
Recruiting/Advertising	V962				
Recruiting - All Other	V963				
Grievances	V964				
Outplacement	V965				
FSN Activities	V966				
All Other Pers. Spt Act.	V969				
All Other Misc Services	V990				
SUBTOTAL MISC. SVCS.	V900				
TOTAL BUDGET		13,275		15,500	

BUDGET PLAN CODE _____

FILE NAME: 93 94WASH
 RANGE NAME: 93REQUEST

TABLE VIII(c)
 FY 1993 ANNUAL BUDGET SUBMISSION
 (Dollars in Thousands)

EXPENSE CATEGORY	FUNC CODE	FY 1993 REQUEST				TOTAL FY 93 REQUEST	UNITS
		EST. FY 92 EST	DECREASE & NON- RECUR.	WAGE & PRICE INC.	OTHER INC.		
IPAs/Details-in	N200						
AID/W Travel							
Site Visits - Proj/Prog	T510					16,000	5
Site Visits - Admin. Support	T520						
Meetings/Conferences	T530						
Retreats	T540						
Exprts/Consultant Travel	T550						
Invitational Travel	T560						
Orientation Travel	T570						
Disaster Related Travel	T581						
Evaluation Travel	T582						
All Other Travel	T590						
TOTAL TRAVEL	T500					16,000	
Miscellaneous Services	V900						
Data Entry/Retrieval Svcs	V911						
Clerical Services	V912						
Consultant Services	V913						
All Other Manpower Svcs	V919						
DCAA Audits	V921						
HHS Audits	V922						
All Federal Audits	V923						
Non Federal Audits	V924						
OPM Background Invest.	V925						
Cont Background Invest.	V926						
Other Investigations	V927						
Other Audits	V929						
A.I.D. Hosted Conf/Seminars	V931						
Meetings/Workshops	V932						
Other Seminars	V933						
Other Conferences	V939						
Internal Studies & Analysis	V951						
Congressional Studies	V952						
OMB Studies	V953						
All Other Studies/Analysis	V959						
Boards - Review	V961						
Recruiting/Advertising	V962						
Recruiting - All Other	V963						
Grievances	V964						
Outplacement	V965						
FSN Activities	V966						
Other Pers. Spt. Activities	V969						
All Other Misc Services	V990						
TOTAL MISC. SERVICES	V900						
TOTAL REQUEST						16,000	

**Enter all non-recurring/decreasing items as negative amounts.

BUDGET PLAN CODE _____

FILE NAME: 03_04WASH
 RANGE NAME: 04REQUEST

TABLE VIII(c)
 FY 1993 ANNUAL BUDGET SUBMISSION
 (Dollars in Thousands)

EXPENSE CATEGORY	FUNC CODE	FY 1994 REQUEST				TOTAL FY 94 REQUEST	UNITS
		EST. FY 93 EST	DECREASE & NON-RECUR.	WAGE & PRICE INC.	OTHER INC.		
IPAs/Details-in	N200						
AID/W Travel					16,500	5	
Site Visits - Proj/Prog	T510						
Site Visits - Admin. Support	T520						
Meetings/Conferences	T530						
Retreats	T540						
Exptrs/Consultant Travel	T550						
Invitational Travel	T560						
Orientation Travel	T570						
Disaster Related Travel	T581						
Evaluation Travel	T582						
All Other Travel	T590						
TOTAL TRAVEL	T500				16,500		
Miscellaneous Services	V900						
Data Entry/Retrieval Svcs	V911						
Clerical Services	V912						
Consultant Services	V913						
All Other Manpower Svcs	V919						
DCAA Audits	V921						
HHS Audits	V922						
All Federal Audits	V923						
Non Federal Audits	V924						
OPM Background Invest.	V925						
Cont Background Invest.	V926						
Other Investigations	V927						
Other Aucits	V929						
A.I.D. Hosted Conf/Seminars	V931						
Meetings/Workshops	V932						
Other Seminars	V933						
Other Conferences	V939						
Internal Studies & Analysis	V951						
Congressional Studies	V952						
OMB Studies	V953						
All Other Studies/Analysis	V959						
Boards - Review	V961						
Recruiting/Advertising	V962						
Recruiting - All Other	V963						
Grievances	V964						
Outplacement	V965						
FSM Activities	V966						
Other Pers. Spt. Activities	V969						
All Other Misc Services	V990						
TOTAL MISC. SERVICES	V900						
TOTAL REQUEST					16,500		

**Enter all non-recurring/decreasing items as negative amounts.

A.I.D./WASHINGTON STAFFING IN WORKYEARS

Worksheet # 1

GENERAL MANAGEMENT

Bureau/Office Name: APRE/IBS	Fiscal Year: 91 (6)
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FUNCTIONAL CATEGORY	USDR	Other U.S.G.		Other Int.		CONTRACTS	
	OE	OE	PR	OE	PR	OE	PR
Executive Direction							
Policy Development	.2						
Planning & Budgeting							
Program Assessment & Evaluation	.7						
Project Design & Development	.7						
Project Review							
Field Liaison							
Financial Management							
Admin. Mgmt.: Personnel Mgmt.							
Admin. Mgmt.: All Other	.2						
Program Support:							
Info. Systems Mgmt.: Development							
Info. Systems Mgmt.: Maintenance							
Info. Systems Mgmt.: Data Entry							
Leg. Liaison, Support, & Analysis							
General Legal Functions							
Liaison: Other U.S. Gov. Agencies							
Liaison: Donors & Institutions							
Liaison: General Public & Media							
Clerical/Secretarial Support	1.0						
Other (identify):							
Sub - TOTALS	2.8						

*Projected actual usage

A.I.D./WASHINGTON STAFFING IN WORKYEARS

Worksheet # 2

PROGRAM/PROJECT MANAGEMENT (BY SECTOR)

Bureau/Office Name: APRE/IBS	Fiscal Year: 91 (6)
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FUNCTIONAL CATEGORY	USDH	Other U.S.G.		Other Inst.		CONTRACTS	
	OE	OE	PR	OE	PR	OE	PR
Agriculture/Rural Development							
Natural Resources Mgmt./ Environment/Energy							
Health/Child Survival/ Nutrition/AIDS							
Population/Family Planning							
Education/Human Resource Development							
Private Sector Activities (not included above)	2.7						
Sub. - TOTALS	2.7						

A.I.D./WASHINGTON STAFFING IN WORKYEARS

Worksheet # 3

MISCELLANEOUS PROGRAM/PROJECT MANAGEMENT

Bureau/Office Name: APRE/IBS	Fiscal Year: 91 (6)
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FUNCTIONAL CATEGORY	USDH	Other U.S.G.		Other Inst.		CONTRACTS	
	OE	OE	PR	OE	PR	OE	PR
Housing Guarantees							
Urban Development							
Disaster Activities							
Democracy Intvs./Admin. of Justice							
Infrastructure/Capital Projects							
American Schools & Hospitals Abrd.							
Other (identify):							
Worksheet 1, 2 & 3	TOTALS	5.5					

A.I.D./WASHINGTON STAFFING IN WORKYEARS

Worksheet # 1

GENERAL MANAGEMENT

Bureau/Office Name: APRE/IBS	Fiscal Year: 92 (6)
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FUNCTIONAL CATEGORY	USDH	Other U.S.G.		Other Inst.		CONTRACTS	
	OE	OE	PR	OE	PR	OE	PR
Executive Direction	--						
Policy Development	--						
Planning & Budgeting	--						
Program Assessment & Evaluation	.8						
Project Design & Development	1.0						
Project Review	--						
Field Liaison	--						
Financial Management	--						
Admin. Mgmt.: Personnel Mgmt.	--						
Admin. Mgmt.: All Other	.2						
Program Support	--						
Info. Systems Mgmt.: Development	--						
Info. Systems Mgmt.: Maintenance	--						
Info. Systems Mgmt.: Data Entry	--						
Leg. Liaison, Support, & Analysis	--						
General Legal Functions	--						
Liaison: Other U.S. Gov. Agencies	--						
Liaison: Donors & Institutions	--						
Liaison: General Public & Media	--						
Clerical/Secretarial Support	1.0						
Other (identify):	--						
Sub- TOTALS	3.0						

A.I.D./WASHINGTON STAFFING IN WORKYEARS

Worksheet # 2

PROGRAM/PROJECT MANAGEMENT (BY SECTOR)

Bureau/Office Name: APRE/IBS	Fiscal Year: 92 (6)
------------------------------	---------------------

FUNCTIONAL CATEGORY	USDH	Other U.S.G.		Other Inst.		CONTRACTS	
	OE	OE	PR	OE	PR	OE	PR
Agriculture/Rural Development							
Natural Resources Mgmt./ Environment/Energy							
Health/Child Survival/ Nutrition/AIDS							
Population/Family Planning							
Education/Human Resource Development							
Private Sector Activities (not included above)	3.0						
Sub- TOTALS	3.0						

A.I.D./WASHINGTON STAFFING IN WORKYEARS

Worksheet # 3

MISCELLANEOUS PROGRAM/PROJECT MANAGEMENT

Bureau/Office Name: APRE/TBS	Fiscal Year: 92 (6)
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FUNCTIONAL CATEGORY	USDH	Other U.S.G.		Other Inst.		CONTRACTS	
	OE	OE	PR	OE	PR	OE	PR
Housing Guarantees							
Urban Development							
Disaster Activities							
Democracy Intvs./Admin. of Justice							
Infrastructure/Capital Projects							
American Schools & Hospitals Abroad							
Other (identify):							
Worksheet 1, 2 & 3 TOTALS	6.0						

APRE INT'L TRADE & INVESTMENT PROGRAM (129971)
 FY 1993 ANNUAL BUDGET SUBMISSION

TABLE X. MICROENTERPRISE PROGRAMS
 (U.S. Dollars thousands)

FUNCIUM FUND & FUNCTION		FY1990 ACTUAL	FY1991 ESTIMATE	FY1992 PLANNED	FY1993 PROPOSED
9364053	MARKET AND TECHNOLOGY ACCESS GA Training and Technical Assistance PROJECT TOTAL:	40 40	25 25	58 58	50 50
940yyyl	MARKET AND TECHNOLOGY ACCESS III DA Training and Technical Assistance PROJECT TOTAL:				15 15
	REPORT TOTAL:	40	25	58	65

APRE INT'L TRADE & INVESTMENT PROGRAM (129971)
 FY 1993 ANNUAL BUDGET SUBMISSION

TABLE X: MICROENTERPRISE PROGRAMS
 COUNTRY RECAP
 (U.S. Dollars Thousands)

FUND SOURCE FUNCTION	FY1990 ACTUAL	FY1991 ESTIMATE	FY1992 PLANNED	FY1993 PROPOSED
ESF/SAI DOLLAR OBLIGATIONS				
Loans to Microenterprises				
Training and Technical Assistance				
Institutional Development & Support				
Policy/Regulatory Reform				
Other				
ESF/SAI DOLLAR OBLIGATIONS	TOTAL:			
FDAP DOLLAR OBLIGATIONS				
Loans to Microenterprises				
Training and Technical Assistance				
Institutional Development & Support	40	25	58	65
Policy/Regulatory Reform				
Other				
FDAP DOLLAR OBLIGATIONS	TOTAL:	40	25	58
LOCAL CURRENCY EXPENDITURES				
Loans to Microenterprises				
Training and Technical Assistance				
Institutional Development & Support				
Policy/Regulatory Reform				
Other				
LOCAL CURRENCY EXPENDITURES	TOTAL:			
GRAND TOTAL	40	25	58	65

Project Number:

Project Title:

Market and Technology
Access Project III (MTAP
III)

Life of Project Funding:

\$8 million

Appropriate Account:

Agriculture, Rural
Development & Nutrition

Activities:

Selected Development

Major Problem to be Addressed:

Over the past decade, A.I.D. has made considerable progress in finding ways to support private sector growth in developing countries. As we move into the 1990's, it is still very clear that access to U.S. markets and technologies continues to be a vital concern to developing country firms and industries and is critical to their continued growth and development. But it is also becoming increasingly clear that development is not a one-way street -- and that U.S. competitiveness and growth also requires an active involvement by U.S. firms in developing country business opportunities.

A.I.D.'s private sector programs need to be more effective in defining areas where U.S. and developing country private sector interests coincide and where increased private sector collaboration can contribute significantly to achieving developmental objectives common to both sides. New approaches are needed for mobilizing U.S. private sector resources so they can contribute effectively to achieving mutually beneficial development objectives. Such approaches should include ways to broaden A.I.D.'s network of contacts with the U.S. private sector to develop project and program models that meet both company/industry interests and A.I.D. development concerns.

Objectives:

MTAP III will build upon the experience gained under MTAP I and II, as well as other recent assessments of A.I.D.'s private sector programs, to provide a central source of R&D, training, and technical assistance to help A.I.D. missions and private sector organizations design and implement more effective project initiatives in trade and technology development. The goal of the project will be to stimulate the growth of mutually beneficial trade and technology relationships between U.S. and LDC firms. The purpose of the project will be to work jointly with mission programs to forge effective, sustainable linkages and partnerships between the U.S. and developing country private sectors -- including both firm-to-firm and industry-to-industry

relationships. Such relationships should provide measurable benefits to both sides in terms of increases in employment and income, improve international competitiveness, and other development objectives.

Some of the specific objectives of MTAP III include:

- o examining project design, contracting, and program management measures available to A.I.D. that can improve the effectiveness of A.I.D.'s efforts in the areas of trade and investment promotion;
- o developing training, information and technical assistance packages to speed the adoption of such measures in USAID-funded efforts world-wide;
- o supporting various types of private sector intermediaries (e.g., trade associations, chambers of commerce, and for-profit service enterprises) in developing and supplying improved business services that facilitate the growth of U.S.-developing country trade and technology ventures; and
- o developing key institutional relationships with U.S. private sector organizations that will enable mission-funded programs to achieve more effective linkages with U.S. firms and industry groupings.

Target groups: Small- and medium-sized developing country firms and business organizations that are interested in forming mutually beneficial trade and technology linkages with U.S. firms and private sector organizations.

APRE/IBS
OPERATING EXPENSE AND WORKFORCE NARRATIVE

Supporting Tables (VIIIc and IX) have been completed in accordance with Bureau instructions calling for straight-lined calculations, resulting in six DH FTEs for FY 1991 and 92, and OE travel plan of \$15,500 for FY 1992.

Both the FTE and travel budgets are levels which indicate minimal commitment to the IBS purpose and mission, outlined above in the Program Overview. To continue its principal two projects, on a world-wide basis, at the indicated levels of resource allocation is to "mark time" with two successfully field-tested, results oriented projects.

To be fully effective at the indicated FTE level and with its current portfolio, IBS must be given adequate travel funding. There appears to be inequities of travel budgets with other APRE operating units and no correlation to FTEs, size and scope of portfolio or any other criteria other than historic allocations. IBS is new, it has no historic levels of funding. IBS is a set of activities which were grouped under a management initiative to demonstrate new approaches and to create new linkages to the U.S. business community. If IBS is to serve as the principal "outreach" to business organizations and firms, its budget must reflect that commitment. The nature of this office is to be proactive -- on the road -- explaining the products to the business public as well as targeted, Mission clients. The following schedule indicates an appropriate level of FY 1992 travel funds to support current levels of professional services capacity of IBS:

Hubbard	16 Days	\$ 9,000	Marketing/Consulting
Wise	28 Days	14,000	Project Mgt/Marketing
Bacha	24 Days	13,500	Project Mgt/Marketing
Stupay	14 Days	7,500	Project Development
Smith	12 Days	6,000	Project Management
TOTAL		\$50,000	

It is anticipated that the impending merger of IBS, with additional resources allocated for a center for trade and investment services, will result in appropriate levels of FTEs and travel (OE). However, to submit this funding request is to acknowledge that IBS will take a minimalist approach to its functional mandate, throughout the next fifteen months.

IBS is designated as the Agency's appropriate lead-office for the Administrator's initiative for the Partnership for Business and Development. Its allocation of resources should support the implementation of the initiative as well as collateral, follow-on activities.

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