

ACTION MEMORANDUM FOR THE ACTING DIRECTOR

Samuel Scott
From : Samuel Scott, Project Development Officer

Subject: Equatorial Guinea Cooperative Development Project Phase II (653-0003)

Problem:

Pursuant to Africa Bureau DDA 14U, Section 4, your approval is required to authorize the subject project involving planned life of project funding of three million dollars (\$3,000,000) of FAA section 103 funds to be given to the National Cooperative Business Association (NCBA) through a Cooperative Agreement.

Discussion:

A. Project Description

A mid-term evaluation was conducted by USAID, NCBA and Government of Equatorial Guinea (GREG) personnel during November, 1985 of the Equatorial Guinea Cooperative Development Phase I Project. With the results of the evaluation and two years of project implementation experience to draw upon, the NCBA then proposed an extension of the project to reinforce their programs. This effort resulted in the submission of the Equatorial Guinea Cooperative Development Phase II Project.

The long-range macroeconomic goal of this project is to enable the small farmer to progress from a subsistence level to one of economic viability within an economy that provides him with adequate incentives for increasing production in both qualitative and quantitative terms. The long-range management goal is to revitalize the agriculture-based economy of Equatorial Guinea by qualitative and quantitative increases in its main cash crops (coffee and cacao), in order to provide needed foreign exchange and to improve agricultural production and marketing for domestic consumption in order to reduce food imports.

The proposed project has a dual long-range purpose: (1) the achievement by the cooperatives of Equatorial Guinea of economic viability; and (2) the establishment of an institutional framework that will assure the small farmer of the technical and capital inputs needed for production and marketing of his farm produce to provide him with profits. Even if this cannot be fully achieved within the five years, the project will at least have laid the groundwork for eventual achievement.

The general objectives of the project are to assist selected primary cooperatives to become viable, self-supporting economic enterprises and to develop the Cooperative Service Centers (CSC) into self-supporting institutions that offer a broad range of services on a cost basis. To realize these general objectives, the following specific objectives are targeted for this Phase II five year development program:

- (1) to continue the development of an economically viable transportation system that is serving cooperatives and pre-cooperative groups.

- (2) to provide training to cooperative members, leaders, staff and extension agents in all aspects of the management and administration of cooperative business enterprises.

In Phase II the project will seek to make the transportation system economically viable by expanding the system and generating additional revenues. This will be accomplished in part by increasing shipments of agricultural inputs on CSC trucks and thus reducing deadheading as well as expanding the service to include more transportation of cash crops (cacao and coffee) in addition to the food crops which made up the bulk of goods hauled during 1985. The project team will also periodically study user rates to ensure that tariffs are being charged which will contribute to the economic viability of the system.

The importance of training as a key component to the success of the project cannot be underestimated. Although the GREG and their Spanish advisors were correct in thinking that organizing farmers into cooperatives would speed up the rehabilitation program abandoned during former President Macias's years, they failed to realize the farmers had never participated in the administration and management of either the cooperatives or cooperative unions. The Ministry of Agriculture is now aware of this problem and wants NCBA to continue to organize and restructure the cooperatives.

In addition to general cooperative education, training will also be conducted in cooperative business management as well as on cooperative member education. The training of boards of directors, cooperative managers, CSC staff and GREG extension agents will also be given.

B. Financial Summary

Personnel	667,993
Travel and transportation	243,948
Allowances	446,588
Participants	14,000
Other direct costs	69,243
Overhead	576,564
Subordinate Agreement CSC	480,836
Commodity and Equipment Procurement	332,353
In-country training	78,500
Contingencies	20,000
General & Administrative Cost	59,427
Total	\$2,999,452

C. Waivers:

A source/origin waiver to code 935 for the purchase of seven vehicles (\$135,000) has been requested from AID/W since it exceeds the Mission Director's authority. However, a source/origin waiver to code 935 for the procurement of commodities (\$107,500) has been included as a part of this authorization package. (See attachment 2)

D. Technical, Socioeconomic and Environmental Considerations:

The project is basically one of institution building and manpower development. It will rely heavily on training at various levels and follow-up technical assistance to guide the trainees in applying and adapting what they have learned and therefore no negative social impact is expected. For a country such as Equatorial Guinea with its lack of trained manpower, this approach taken by the technical assistance team has the greatest chance for success.

The target population for the Phase II project is the small farmers who are presently active members of existing cooperatives or who are potential members of either existing or new cooperatives. The project will continue to work with the approximately 50 existing cacao and/or coffee producing cooperatives with which the project team has worked during the first two and one-half years of the project (35 cooperatives on the island of Bioko and 15 cooperatives in Rio Muni). Although the project will begin by focusing its efforts on only a few selected cooperatives, this number will gradually be expanded and; by the end of the fifth year, most the country's cooperatives will have derived some benefits from its activities.

In addition, the various women's groups, pre-cooperatives and associate members of existing cooperatives who have been the prime beneficiaries of the transportation system in Phase I will continue to benefit from the new program. These groups represent approximately 500 farm families who have been able to take advantage of regular transportation supplied by the project's trucks to gain access to the local markets.

The CSCs will continue to provide transportation as an on-going service to the cooperatives as commercial trucking is unlikely to become available in remote areas where there is no access to either needed agricultural supplies nor to basic necessities of life such as salt and sugar. Roughly 50% of all produce coming into the Malabo and Bata markets is shipped on CSC trucks. The proposal plans for 30 cooperatives, approximately 3,000 members, to utilize the transport system. NCBA has requested seven vehicles to be purchased in Year 1. Two small pickup trucks will be used on feeder roads. If not for these small trucks, farmers would be unable to get their produce to market. The small pickups will transfer the commodities to the regular large trucks for transport to urban markets in Malabo and Bata. Three new trucks will be purchased because many of the current vehicles are very old and too costly to maintain. Two project vehicles will also be purchased for the technical assistance team.

The Africa Bureau Environmental Officer has made a negative environmental determination. (See Attachment 3)

E. Conditions Precedent and Covenants: The Grant will include in substance the following essential conditions precedent to disbursement and covenants:

Conditions Precedents:

1. Evidence of a written agreement between the National Cooperative Business Association and the Government of the Republic of Equatorial Guinea.

2. Prior to any disbursement, or the issuance of any commitment documents under the Grant to finance local costs, the responsible AID officer shall have made the programming determinations required under AID Handbook 1B Chapter 18 1.c.

Covenants:

1. The recipient will establish a non-expendible property inventory system for commodities purchased under this cooperative agreement, with guidance from USAID/Cameroon.
2. Regarding loan funds for cooperative stores, "economatos", NCBA will submit a report to USAID/Cameroon outlining how this will be accomplished prior to startup.

F. Project Management:

The grant will be given to the National Cooperative Business Association. The NCBA's chief of party in Malabo will have overall responsibility for the program, expatriate staff and the operation of the CSC/Malabo. He is also responsible for maintaining contact with the GREG, USAID/Cameroon and American Embassy Malabo. The CSC Manager in Bata is responsible for the development of the CSC/Bata programs including the satellite CSC operation in the interior of Rio Muni. The NCBA's administrative officer, currently posted in Malabo, will be transferred to Bata assuming the new role of administrative/officer trainer. An Equatoguinean officer will be trained to take over most of the administrative duties while the expatriate will concentrate on expanding the project's training activities. Two expatriate mechanics will be responsible for vehicle maintenance, supervision and training.

G. Monitoring:

NCBA will assign a senior staff member to monitor the project and serve as a home office technical support officer. This officer will visit the project approximately every six months, be available for consultation with the GREG and USAID representatives as circumstances require and participate in the scheduled evaluations as appropriate. A project officer in the ARD division of USAID/Cameroon will be assigned to supervise the project.

H. Reports:

Monthly financial reports will be required and quarterly progress reports prepared by the COP in consultation with staff. The COP will also prepare an annual report. These reports will be submitted to USAID/Cameroon and NCBA/Washington. The COP will also submit quarterly progress reports to the GREG.

I. Evaluation:

The project will continue to gather baseline data on the cooperatives and through the CSCs will track the growth of the business activities of the cooperatives and the development of the services to be offered by the CSCs. Growth of the transport system, development of the cooperative stores and

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expansion of the food production cooperatives and sustainability will be of particular interest. A joint GREG-USAID-NCBA team will conduct a comprehensive evaluation early in FY88 to determine if adjustments in the project are needed to achieve planned goals and outputs. An impact evaluation will be performed at the end of the project.

J. Congressional Apprisement:

The congressional notification went to the Congress August 1 and the required waiting period passed without objection being raised by Congress.

K. Authority:

The ECPR has approved this project (See Attachment 4), therefore under DOA 140 you have the authority to authorize this project.

Recommendation:

That you sign the attached project authorization at the life of project funding of \$3 million from the ARDN account for the Equatorial Guinea Cooperative Development Project Phase II.

- Attachment 1 Project Authorization
- Attachment 2 Waiver
- Attachment 3 IEE
- Attachment 4 ECPR approval
- Attachment 5 Justification for no audit of this project
- Attachment 6 Approval to consider an unsolicited application.

Clearances:ARD:WSchillinger WS
ARD:JDorman JD
PRM:BKosheleff BK 11/1/86
CO:MNapper MN
CONT:MSmith MS

Drafter :PDE:ABrewer AB 09/16/86

ATTACHMENT 1

PROJECT AUTHORIZATION

Name of Country : Equatorial Guinea

Name of Project : Equatorial Guinea Cooperative Development Phase II

Number of Project: 553-0003

Pursuant to Section 103 of the Foreign Assistance Act of 1961, as amended, I hereby authorize the Cooperative Development Phase II for Equatorial Guinea, ("Cooperating Country" or "GREG"), involving planned obligations not to exceed \$3,000,000 in grant funds over a five year period from the date of initial obligation, subject to the availability of funds in accordance with the AID/OYB allotment process, to help in financing foreign exchange and local currency costs for the project. No project grant agreement shall be executed and no other obligation of funds under this Project shall be made until the funds to be obligated shall have been allocated to the Mission and the waiting period following Congressional Notification shall have passed without objection being raised by Congress.

2. The Project will assist small farmers of Equatorial Guinea progress from a subsistence level to one of economic viability within an economy that provides him with adequate incentives for increasing production in both qualitative and quantitative terms. The long-range management goal is to revitalize the agriculture-based economy of Equatorial Guinea by qualitative and quantitative increases in its main cash crops (coffee and cacao), in order to provide more adequate levels of foreign exchange and to improve agricultural production and marketing for domestic consumption in order to reduce food imports.

The proposed project has a dual long-range purpose: (1) the achievement by the cooperatives of Equatorial Guinea of economic viability; and (2) the establishment of an institutional framework that will assure the small farmer of the technical and capital inputs needed for production and marketing of his farm produce to provide him with profits. Even if this cannot be fully achieved within the five years, the project will at least have laid the groundwork for eventual achievement.

3. The Cooperative Agreement which may be negotiated and executed by the officer(s) to whom such authority is delegated in accordance with AID Regulations and Delegations of Authority shall be subject to the following essential terms and conditions, together with such other terms and conditions as AID may deem appropriate:

A. Source and Origin of Goods and Services:

Goods and services, except for ocean shipping, financed by AID under the Cooperative Agreement shall have as their source and origin in the United States or in Equatorial Guinea, except as AID may otherwise agree in writing. Except for ocean shipping, the suppliers of commodities or services shall have the United States or Equatorial Guinea as their place of nationality, except

as AID may otherwise agree in writing. Ocean shipping financed by AID under the grant shall, except as AID may otherwise agree in writing, be financed only on flag vessels of the United States.

B. Conditions Precedent and Covenants:

Conditions Precedent:

1. Prior to any disbursement, or issuance of any commitment documents pursuant to which disbursement will be made, the recipient shall furnish to AID in form and substance satisfactory to AID:

Evidence of a written agreement between the National Cooperative Business Association and the Government of the Republic of Equatorial Guinea.

2. Prior to any disbursement, or the issuance of any commitment documents under the Grant or Cooperative Agreement to finance local costs, the responsible AID officer shall have made the programming determinations required under AID Handbook 13, Chapter 18A 1.c.

Covenants:

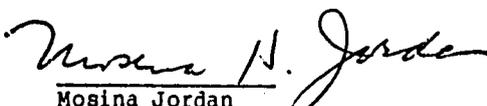
1. The recipient will establish a non-expendible property inventory system for commodities purchased under this cooperative agreement, with guidance from USAID/Cameroon.

2. Regarding loan funds for cooperative stores, "economatos", NCBA will submit a report to USAID/Cameroon outlining how this will be accomplished prior to startup.

C. Waiver

A source/origin waiver from Geographic Code 000 to Code 935 for the procurement of seven vehicles, estimated value of \$135,000, has been requested from AID/W.

The following waiver to AID regulations is hereby approved: A source/origin waiver from Code 000 to Code 935 for the purchase of commodities with an estimated value of \$107,500.


Mosina Jordan
Acting Director

Date: 9/19/86

Clearances: PDE: STScott 
ARD: WSchillinger W.S.
ARD: JDorman JD
PRM: BKosheleff B/K 9/19/86
CO: MNapier MN
CONT: MSmith MS

Drafter: PDE: ABrewer: ABrewer na: 09/16/86

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ATTACHMENT 2

September 15, 1986

ACTION MEMORANDUM TO THE ACTING MISSION DIRECTOR

FROM : Martin Napper, Contracting Officer

Martin J. Napper

SUBJECT: Waiver request for the procurement of equipment and materials for the Cooperative Development Project Phase II

Problem: Your approval is requested for a procurement source/origin waiver from Geographic code 000 (U.S. only) to AID Geographic Code 935 (Special Free World) to permit the procurement of commodities cited.

- A. Cooperating Country : Equatorial Guinea
- B. Authorizing Document : Project Authorization dated 09/19/86
- C. Project : Cooperative Development Phase II (653-0003)
- D. Nature of Funding : Grant

<u>E. Description of Goods</u>	<u>Quantity</u>	<u>Cost</u>
Fuel tank for diesel fuel	2	\$20,000
Shop equipment		
Hoist	2	5,000
Air impact tools	2	5,000
Lath	2	5,000
Drill press	2	5,000
Office furniture and equipment		
Typewriters	2	4,000
Calculators	5	1,000
Photocopiers	2	10,000
Office furniture sets (chairs, desks, etc)	2	5,000
Camping equipment	2	1,500
Audio visual equipment for 2 CSCs	2	6,000
Vehicle tires	100	<u>40,000</u>
	TOTAL	\$107,500

- F. Approximate Value : \$107,500
- G. Probable Source : Cameroon, Canary Islands
- H. Probable Origin : Western Europe, Japan

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Discussion and Justification

The purpose of this project is to improve the performance of existing coffee and cocoa cooperatives by assisting them to better organize, by increasing the services they offer to their membership, and to prepare the cooperatives to enter the credit system. This will be accomplished by:

- a. Establishing two cooperative service centers which will provide services to the cooperatives including vehicle maintenance and training.
- b. Cooperative member education.
- c. Leadership training.
- d. Technical assistance in management and administrative systems.
- e. Establishing cooperative stores.

The equipment and materials included in this waiver request are urgently needed to support project activities. Equatorial Guinea is in a dire economic condition and there are little if any manufactured commodities available to purchase in the country. Such commodities can be easily imported from either Cameroon or the Canary Islands (Spain) which provide the only regular transport to the country. Importation from the United States is difficult and time consuming since ocean freight must be transferred several times before it reaches Equatorial Guinea. USAID's experience is that unless a large shipment is made and special transportation services from the United States can be arranged, transport is a very long process and it is difficult to track the status of the shipment. Also transshipments greatly increase the cost of commodities as well as the risk of damage and theft.

The most efficient and effective system for provision of the above mentioned commodities in Equatorial Guinea is to establish a line of credit in the Canary Islands and telephone requests to suppliers who ship them airfreight. (The only airfreight service to Malabo is from the Canary Island.) The project will use this system since provision of the above commodities from the United States is impracticable and would greatly hamper project progress. To the extent possible, procurement at the Canary Islands Free Port will be from 941 countries.

Conclusion

You have authority under Section 5D of Africa Delegation of Authority 140 (DOA 140), after consultation with a Commodity Management Advisor, to grant the source/origin waiver.

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Recommendation

Based upon the above justification and under the authorities provided, it is recommended that you:

1. Approve a procurement source/origin waiver for the above mentioned commodities from A.I.D. Geographic Code 000 to Code 935;
2. Certify that exclusion of procurement from free world countries other than the cooperating country and countries included in Code 941 of the above described commodities would seriously impede the attainment of U.S. foreign policy objectives and the objectives of the foreign assistance program.
3. Certify that the interests of the U.S. are best served by permitting the procurement of services from free world countries other than the cooperating country and countries included in Code 941.

Approved: William V. Jones

Disapproved: _____

Date: 9/19/86

Drafted:ARD:WSchillinger ^{web}

clear:ARD:JDorman draft
PDE:ABrewer draft
SMD:JBangob llm
PDE:SScott draft
PRM:BKosheleff 8/29/86
CON:MNapper MN 9/12/86
CONT:MSmith MS

UNCLASSIFIED

AID2 ECON AMB DCM CHRON (6)

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DIST: AID

ACTION: DOE
INFO: DIR

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UNCLAS STATE 272256

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AIDAC

E.O. 12356: N/A

TAGS:

SUBJECT: EQUATORIAL GUINEA COOPERATIVE DEVELOPMENT 653-0000
(PHASE II) CLUSA INITIAL ENVIRONMENTAL EXAMINATION (IEE)

NEGATIVE IEE DETERMINATION SUBJECT PROPOSAL APPROVED
JULY 16, 1986. WHITEHEAD

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653-0003

E.O. 12356: N/A

TAGS:

SUBJECT: EQUATORIAL GUINEA COOPERATIVE DEVELOPMENT -
PHASE TWO (653-0003)

ACTION: *FDE*
info: D

CC: IT
PM: *ARD*
RE: *ARD*
CHRON
RF

REF: STATE 208792

DUE 9/3

1. SUBJECT PROPOSAL WAS APPROVED AT ECPR MEETING ON
AUGUST 7, 1986, AT REDUCED LEVEL OF THREE MILLION
DOLLARS OVER FIVE YEARS WITH ONE MILLION TO BE OBLIGATED
IN FY 1986. THIS FIGURE REFLECTS OYB PLANNING LEVELS
FOR EQUATORIAL GUINEA CITED IN REF ABS REVIEW CABLE.

2. DETAILED GUIDANCE FOLLOWS REFLECTING CONCERNS ON
SEVERAL ISSUES. WHITEHEAD

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ATTACHMENT 5

JUSTIFICATION FOR NOT INCLUDING AN AUDIT FOR (653-0053)
EQUATORIAL GUINEA COOPERATIVE DEVELOPMENT PHASE II

This project will be funded through a cooperative agreement with a registered US Cooperative Development Organization (CDO), the National Cooperative Business Association, formerly Cooperative League of the United States of America (CLUSA) under a letter of credit.

This CDO has successfully worked in Equatorial Guinea under a Phase I project since 1984. NCBA sends monthly financial reports to USAID under Phase I which all have been in order.

Two evaluations are planned for Phase II, one in FY '88, as well as at the end of the project in FY '91. These evaluations will specifically address how well AID funds were used in achieving program goals and objectives. If any problems are found, they will be corrected by either the technical assistance team or USAID, both of whom have implementation responsibilities as defined in the Cooperative Agreement, Article III.

During this Phase II, the team will submit monthly and annual reports that include financial information to USAID and NCBA/Washington as well as quarterly reports to the Government of the Republic of Equatorial Guinea. As required in the Cooperative Agreement, Article III, the revolving funds for the Cooperative Stores (\$8,000) will be administered only upon approval/acceptance of a detailed implementation plan by NCBA.

Thus, for the above mentioned reasons, the Mission does not see the need at the present time to conduct an audit. However, USAID/Cameroon does reserve the right to request an audit, if deemed necessary, according to the Mandatory Standard Provisions for US Nongovernmental Grantees, Item 2.

Approved: 

Disapproved: _____

Date: 9/19/86

Marsha Smith
USAID/Cameroon Controller

Drafted AB ABrewer
Cleared BS BSchillinger

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UNCLAS YAOUNDE 07909

CLASS: UNCLASSIFIED
CHRG: AID 09/12/86
APPRV: FDE STSCOTT
DRFTD: PDE: ABREWER: N
CLEAR: NONE
DISTR: AIDB AMB DCM
CHRON

AIDAC

SECSTATE FOR: CLUSA

E.C. 12356: N/A

TACS: N/A

SUBJECT: CONSIDERATION OF UNSOLICITED PROPOSAL
(653-0023)

REF: STATE 271119

SINCE SUBJECT PROPOSAL WAS APPROVED BY ECPR, MISSION
SUPPOSES THAT EB 13 1D 2 (E)4 WAS SIMULTANEOUSLY
SATISFIED. IF THIS IS NOT THE CASE, THEN PLEASE PROVIDE
MISSION SUCH APPROVAL BY 17 SEPTEMBER. FRECHETTE

BT

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LOC: 146

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CN: 41263

CHRG: AID

DIST: AID

DDE 9/19

AIDAC

E.O. 12356: N/A

TAGS:

SUBJECT: CONSIDERATION OF UNSOLICITED CLUSA PROPOSAL

REF: YAOUNDE 07909

1. ASSUMPTION IN REFTEL IS CORRECT. SHULTZ

BT

#4894

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AID 1200-1
(18-75)

FCMT

UNITED STATES INTERNATIONAL
DEVELOPMENT COOPERATION AGENCY
AGENCY FOR
INTERNATIONAL DEVELOPMENT
**PROJECT IMPLEMENTATION
ORDER/TECHNICAL
SERVICES**

1. Country or Country

Equatorial Guinea

Page 1 of 1 Pages

2. FCMT No.

653-0003-3-60032

3. Original or
Attachment No.

4. Project Agency use, only

653-0003

Equatorial Guinea Cooperative Development
Phase II

DISTRIBUTIONS

- E.G. AMEMBASSY - 1
- GREG - 1
- AID/W
- AFR/PD/IPS - 2
- AFR/CCWA - 2
- USAID/Cameroon
- J&R (Original)
- ARD - 2
- CONT - 2
- CON: - 2
- PRM - 1
- PDE - 2

5. Appropriation Symbol

72-1161021.3

6. Amendment Symbol and Change

GDA-86-21653-AG13

7. Obligation Status

Administrative Reservation

Implementing Document

8. Project Assistance Completion Date (Mo., Day, Yr.)

Sept. 1, 1991

9. Authorized Agency

USAID/Cameroon

10. This FCMT is in full (providing with FWD/AG
Proposal Authorization)

11a. Type of Action and Governing AID Handbook

AID COVERED (INS 14)

PAA/PSEA (INS 12)

AID Grant (INS 12)

Other

11b. Covering PAA/PSEA Handbook Number (if this is an Amendment)

12. Estimated Financing (A detailed budget in support of column (2) is attached as attachment no. _____)

Maximum AID Financing	A. Dollars	(1) Provides Year	(2) Increase	(3) Decrease	(4) Total to Date
		B. U.S.-Owned Local Currency		\$1,000,000	

13. Related References

- CLUSA Phase II proposal
- Project Authorization
- Mid-Term Evaluation of 653-0002 Project

14a. Instructions to Authorized Agent

Negotiate a Cooperative Agreement with the National Business Cooperative Association (NBCA).

14b. Address of Voucher Paying Office

Controllers Officer
USAID/Cameroon
Yaounde, Cameroon

15. Comments—Include typed name, office symbol, telephone number and date for all clearances.

A. The project officer certifies that the responsibilities in the certificate of work are satisfactorily completed

ARD: WSchillinger *W Schillinger*

Office No. 362

16. The signature of user for which the position is held

PRM: BKosheleff *BK* Date 9-17-86

CARD: JDorman *J Dorman*

Date 9/15/86

17. Funds for the current proposal and available

CON: MMapper *M Mapper*

Date 9/14/86

CONT: MSmith *M Smith*

PDE: ABrewer *A Brewer*

Date 9/16/86

D/DIR: MJordan *M Jordan* 9/19/86

PDE: SScott *S Scott*

Date 9/17/86

18. For use in reporting matters: The funds and completion of funds received are hereby agreed to

19. For use Agency for financial record management

Signature N/A

M Jordan 9/19/86

Jay P. Johnson
Mission Director

AID 1350-1
(13-75)

1. Cooperating Country
Equatorial Guinea

2. PIOT No.
653-0003-3-60032

Page 2 of Pages

PIOT

4. Project/Activity No. and Title

Cooperative Development Phase II 653-0003

SCOPE OF WORK

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

19. SPECIAL PROVISIONS

- A. LANGUAGE REQUIREMENTS (SPECIFY) Spanish FSI S-3, R-3
(IF MARKED, TESTING MUST BE ACCOMPLISHED BY AID TO ASSURE DESIRED LEVEL OF PROFICIENCY)
- B. ACCESS TO CLASSIFIED INFORMATION WILL WILL NOT BE REQUIRED BY TECHNICIANS.
- C. DUTY POST(S) AND DURATION OF TECHNICIANS' SERVICES AT POST(S) (MONTHS)
Bata and Malabo, Equatorial Guinea 60 months
- D. DEPENDENTS WILL WILL NOT BE PERMITTED TO ACCOMPANY TECHNICIAN.
- E. WAIVER(S) HAVE BEEN APPROVED TO ALLOW THE PURCHASE OF THE FOLLOWING ITEM(S) (COPY OF APPROVED WAIVER IS ATTACHED)
- F. COOPERATING COUNTRY ACCEPTANCE OF THIS PROJECT (APPLICABLE TO AID/W PROJECTS ONLY)
 HAS BEEN OBTAINED HAS NOT BEEN OBTAINED
 IS NOT APPLICABLE TO SERVICES REQUIRED BY PIOT
- G. OTHER (SPECIFY)

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

21. SUMMARY OF ATTACHMENTS ACCOMPANY THE PIOT (INDICATE ATTACHMENT NUMBER IN BLANK)

- _____ DETAILED BUDGET IN SUPPORT OF INCREASED FUNDING (BLOCK 12)
- _____ EVALUATION CRITERIA FOR COMPETITIVE PROCUREMENT (BLOCK 14)
- _____ JUSTIFICATION FOR NON-COMPETITIVE PROCUREMENT (BLOCK 14)
- _____ STATEMENT OF WORKS (BLOCK 13)
- _____ WAIVERS (BLOCK 13 (SPECIFY NUMBER))

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AID 125-2-1 (12-79)	1. Cooperating Country Equatorial Guinea	2. PRO/T No. 653-0003-3-60032	Page 3 of Page
	A. Project/Activity No. and Title Cooperative Development Phase II 653-0003		

B. Relationship of Cooperator or Participating Agency to Cooperating Country and to AID

1. Relationship and Responsibilities

CLUSA is responsible to the Government of Equatorial Guinea (GREG) for all project implementation taking place within E.G. CLUSA will keep USAID/Cameroon and the U.S. Ambassador in Malabo informed of project implementation progress.

2. Cooperating Country Liaison Official

The MINISTER OF Agriculture, Livestock and Rural Development

C. AID Liaison Official

Project Officer
Agriculture & Rural Development Division
USAID/Cameroon

LOGISTIC SUPPORT

3. Provides for Logistic Support

A. Specific Items (Insert "X" in applicable columns as applicable. If entry needs qualification, insert asterisk and explain below in C. "Comments")

	IN KIND SUPPLIED BY		FROM LOCAL CURRENCY SUPPLIED BY		TO BE PROVIDED OR ARRANGED BY SUPPLIER
	AID	COOPERATING COUNTRY	AID	COOPERATING COUNTRY	
(1) Office Space					X
(2) Office Equipment					X
(3) Housing and Utilities					X
(4) Furniture					X
(5) Household Equipment (Stoves, Refrig., etc.)					X
(6) Transportation in Cooperating Country					X
(7) Transportation To and From Country					X
(8) Interpreter Services/Secretarial					X
(9) Medical Facilities					X
(10) Vehicles (official)					X
(11) Travel Arrangements/Tickets					X
(12)					X
(13)					
(14)					
(15)					

ST-43R
REC-51

D. Additional Facilities Available From Other Sources

APO/FFO

PX

COMMISSARY

OTHER (Specify, e.g., duty free entry, tax exemption)

(1) CLUSA personnel will have limited pouch privileges

(2) CLUSA personnel will have access to U.S. Embassy Health Unit in Yaounde on a cost reimbursement basis.

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PROGRAM DESCRIPTION

A. GOAL OF PROJECT

The long-range goal of this project is to contribute towards enabling the small farmer to progress from a subsistence level to one of economic viability within an economy that provides him with adequate incentives for increasing production. The long-range macroeconomic goal is to revitalize the agriculture based economy of Equatorial Guinea by qualitative and quantitative increases in its main cash crops, coffee and cacao, in order to provide more adequate levels of foreign exchange, and to improve agricultural production and marketing for domestic consumption in order to reduce food imports.

These two goals are those of the Government of Equatorial Guinea (GREG) stated both orally and in official pronouncements. It is realized that achievement of these goals will require a carefully orchestrated and interrelated set of programs and projects in Equatorial Guinea stretching over a considerable period of time, perhaps fifteen or more years. Equatorial Guinea must revitalize its agriculture-based economy on a priority basis, but cannot do so without providing incentives and inducements to the small farmer. Without these, the small farmer will progress, if at all, at an unacceptably slow pace from subsistence to a productive level.

The target population for the project will be the small farmers who are presently active members of existing cooperative or who are potential members of either existing or new cooperatives. The project will work with approximately 50 cacao and/or coffee producing cooperatives.

B. PROJECT PURPOSE

The project has a dual long range purpose: (1) the achievement by the cooperatives in Equatorial Guinea of economic viability; and (2) the establishment of an institutional framework that will assure the small farmer of the technical and capital inputs needed for production and marketing of his farm produce. Although this cannot be entirely achieved within the framework of this project, nevertheless, this dual purpose is to guide the NCBA technical assistance team in carrying out the project in order to assure that the groundwork is laid for its eventual achievement.

C. PROJECT OBJECTIVES

The following accomplishments are expected to be achieved at the end of this five year program:

- a. Two fully functioning Cooperative Service Centers providing a series of services to their member cooperatives at cost.
- b. Board members selected and trained for each of the CSCs and managing the Centers.
- c. Equatoguinean staff trained in all aspects of the operations of the CSCs.
- d. Trained mechanics at each CSC capable of maintaining the vehicles for the transportation system.
- e. A self-sufficient cooperative transport system (inputs and marketing) operating out of the two CSCs.
- f. Thirty cooperatives with approximately 3,000 members utilizing the transport system.
- g. A member education program developed with twenty cooperatives participating in the program.
- h. Boards of directors of twenty cooperatives will have received basic leadership training and board training.
- i. Twenty cooperatives will have received technical assistance and training in the organization and management of agribusiness activities.
- j. Sixteen MINAGRI Extension Agents will have received technical assistance and training in the organization and management of agribusiness activities.
- k. An experimental program to test the viability of cooperative stores will be undertaken in two to four cooperatives.

USAID and NCBA may from time to time mutually agree in writing to modifications of, deletions of, and/or additions to the foregoing objectives within the scope of the project.

D. SCOPE OF WORK

NCBA is to proceed with the five year objectives of the project outlined in the Phase II proposal and reiterated in paragraph C. Upon signing the NCBA-USAID Cooperative Agreement, NCBA is to conclude its own agreement with the GREG.

E. CONDITION PRECEDENT

Prior to the first disbursement under the Cooperative Agreement, or to the issuance by AID of documentation pursuant to which disbursement will be made, NCBA will furnish to AID in form and substance satisfactory to AID, a Country Project Agreement between NCBA and the GREG.

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F. TECHNICAL ASSISTANCE PERSONNEL TO BE ASSIGNED TO THE PROJECT

(1) Chief of Party (COP). Five years. A cooperative development specialist with prior experience in developing countries who is conversant in all aspects of cooperative operations with particular emphasis on administration and management. His duties will include the following:

- a. Be responsible for the overall implementation of the project and the development and program of the CSC in Malabo.
- b. Serve as the senior in-country representative of NCBA and Manager of the project.
- c. Maintain regular communication in regard to project implementation with the GREG, USAID/Cameroon and the American Embassy in Malabo.
- d. Prepare and submit monthly expenditure reports and quarterly progress reports.
- e. Supervise-expatriate and host country staff.
- f. Initiate, supervise and coordinate project implementation.

(2) Cooperative Advisor for Rio Muni. Five years. Areas of responsibility include:

- a. Manage the implementation of the Cooperative Development program and all aspects of the Cooperative Service Center in Rio Muni. He will manage: (1) all project staff and Peace Corps Volunteers in Rio Muni; (2) project logistic support facilities and systems; (3) cooperative and vehicle maintenance systems; (4) hiring and training of local personnel; (5) training and member education activities; (6) technical assistance to the cooperatives; and (7) collection of baseline data on cooperatives, including members, potential members and business activities.
- b. At the request of the Chief of Party, represent the project to the GREG on the mainland on matters related to the project.
- c. Communicate regularly with the COP in regard to project activities, progress and problems. In addition, prepare and submit written reports as requested by the COP.
- d. Undertake other activities/responsibilities as may be deemed necessary by the COP in order to achieve orderly and timely project progress.

(3) Project Administrative Officer/Trainer in Rio Muni. Two years. This individual will be responsible for all aspects of project administration in accordance with the project's goals and objectives as well as other related duties deemed necessary by the Cooperative Advisor. Specific duties include:

- a. Providing staff services to the members of the project team and Peace Corps Volunteers including establishment and maintenance of housing and the provision of necessary supplies and furnishings.
- b. Providing support services to PCVs to include establishing adequate banking/financial services, insuring the availability of medical facilities in Rio Muni, and securing adequate means of transportation and communications.
- c. Assisting the Cooperative Advisor and CSC Mechanic-Trainer in procuring vehicles, equipment and supplies for the support of the project team, the CSC and the PCVs in compliance with all U.S. Government regulations and procedures.
- d. Reporting to the designated Peace Corps Administrative person in Malabo as required for PCV administrative matters.
- e. As appropriate, train a host country national to undertake the above duties.

(4) Truck Mechanic/Mechanic Trainer. Two positions: one in Malabo, one in Bata. Two years each. Each mechanic/trainer will be responsible for:

- a. Setting up and overseeing the operation of a motor vehicle repair facility.
- b. Organizing the transport of all project vehicles for the Cooperative Service Centers.
- c. Repairing/rehabilitating and supervising the repair/rehabilitation of project vehicles, including body work, using spare parts provided by the USAID and/or parts cannibalized from vehicles beyond repair.
- d. Training Equatoguinean nationals to repair and maintain project vehicles.
- e. Training Equatoguinean drivers in the operation and maintenance of project vehicles.
- f. Taking inventory and maintaining records on tools and spare parts, identifying needs for additional tools and parts, and work with the Administrative Officer on procurement of replacement parts.
- g. Submitting reports detailing progress, problems and plans as requested by the Chief of Party.
- h. Providing other assistance as requested by the Chief of Party or the Bata Cooperative Advisor.

(5) Short Term Staff. The expatriate team will be assisted by short term specialists for a total not to exceed 250 work days. The NCBA technical assistance team will determine their precise consulting needs during implementation of the project. Written approval will be required from USAID for travel to Equatorial Guinea for each short term specialist.

G. RESPONSIBILITIES OF ORGANIZATIONS INVOLVED

1. NCBA

NCBA's primary responsibility is to successfully achieve the project's eleven primary objectives outlined in Section C. NCBA will have complete responsibility for the implementation of the project, to include project logistics, fielding and supporting its personnel, and concluding its arrangements and agreements with the GREG. NCBA will provide representatives for the mid-term and final project evaluations.

2. USAID/Cameroon

USAID/Cameroon will assign a Project Officer whose primary responsibility will be to monitor the progress of project activities and to consult with NCBA when it is apparent that a change in emphasis or direction is needed during project implementation. USAID/Cameroon will participate in the mid-term and final project evaluations.

3. American Embassy in Equatorial Guinea

The American Embassy's responsibility will be limited to those services extended to any unofficial American working in Equatorial Guinea. The American Ambassador shall have the right to be present and give an oral statement at the signing of the NCBA-GREG agreement and at other significant events during the implementation of the project. The Ambassador may, from time to time, issue public relations releases identifying the United States Government and himself as its representative with the project. The Ambassador may, at his option, sign as a witness to the NCBA-GREG agreement.

4. The Government of the Republic of Equatorial Guinea (GREG)

The Ministry of Agriculture, Livestock and Rural Development (MINAGRI) will be the responsible agency of the GREG. Although MINAGRI will not have any project management responsibilities, it should assist NCBA with implementation problems which arise with the GREG. MINAGRI Extension Agents should be made available for training and should work on project activities in the context of their normal assignments and responsibilities with MINAGRI. MINAGRI should assist NCBA in facilitating the duty free entry of vehicles, equipment and other commodities called for in the project. MINAGRI should assist NCBA obtain agreement from the GREG that NCBA personnel entering Equatorial Guinea under the project shall be entitled to the privileges and immunities normally accorded to diplomatic representatives accredited to Equatorial Guinea, including freedom from subjection to civil or criminal jurisdictions of the courts of Equatorial Guinea or by any of its political subdivisions and freedom from obligation for military service.

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ATTACHMENT NO. 1

PIO/T 653-0003-_____

BUDGET

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>TOTAL</u>
1. Salaries and wages	71,254	142,728	84,945	89,193	93,652	481,772
2. Fringe Benefits	19,399	38,705	23,112	24,268	25,481	130,965
3. Consultant Fees	10,000	10,500	11,025	11,576	12,155	55,256
4. Travel and Transportation	24,000	91,245	32,891	32,116	63,696	243,948
5. Allowances	72,429	140,195	74,096	78,176	81,692	446,588
6. Training	29,700	15,700	15,700	15,700	15,700	92,500
7. Other Direct Costs	13,200	13,746	13,534	14,411	14,352	69,243
8. Overhead (1-7 above)	89,690	174,804	95,817	99,871	116,382	576,564
9. Subordinate Agreement	81,800	126,920	106,539	89,735	75,842	480,836
10. Commodities	231,000	30,000	27,300	23,370	20,683	332,353
11. Contingencies	4,000	4,000	4,000	4,000	4,000	20,000
12. General & Admin. Cost	<u>16,425</u>	<u>18,105</u>	<u>11,598</u>	<u>11,285</u>	<u>12,014</u>	<u>69,427</u>
TOTAL	\$662,897	\$806,648	\$500,557	\$493,701	\$535,649	<u>2,999,452</u>

COOPERATIVE LEAGUE OF THE USA
 EQUATORIAL GUINEA PHASE II
 DATE PREPARED: 2/6/86
 REVISED: 8/25/86 AS EGREV

LINE ITEM =====	YEAR ONE =====	YEAR TWO =====	YEAR THREE =====	YEAR FOUR =====	YEAR FIVE =====	TOTAL =====
COOPERATIVE LEAGUE OF THE USA EQUATORIAL GUINEA PHASE II DATE PREPARED: 2/6/86 REVISED: 8/25/86 AS EGREV						

LINE ITEM =====	YEAR ONE =====	YEAR TWO =====	YEAR THREE =====	YEAR FOUR =====	YEAR FIVE =====	TOTAL =====
I. SALARIES AND WAGES (Assumes 5%/Year Increase)						
A.U.S. FIELD PERSONNEL (Effective 5/1/87)						
i) Chief of Party	115,625	137,500	139,375	141,314	143,411	
ii) Data Manager (Doroski)	14,583	35,000	36,750	38,588	40,517	
iii) Malabo Admin. Officer						
iv) Data Admin. Officer/Trainer (COLON - 1/88)	10,526	21,666	0	0	0	
v) Malabo Mechanic (NGORE - 2/88)	10,474	11,812				
vi) Data Mechanic (DORNE - 0/88)	12,046	20,350				
vii) Mechanic - Trainer (Continuation of Data Mech)						
viii) Co-op Organization Specialist - Rio Muni	0	0	0			
ix) Co-op Trainer - Malabo						
Subtotal U.S. Field Personnel	63,254	134,320	76,125	79,932	83,928	\$437,559

B. WASHINGTON PROJECT MONITORING Monitoring/Support Staff: 2 Pers. Mos. per year @ \$4,000 / mo.	8,000	8,400	8,820	9,261	9,724	44,205
TOTAL SALARIES AND WAGES	\$71,254	\$142,720	\$84,945	\$89,193	\$93,652	\$481,774

2. FRINGE BENEFITS						
A.U.S. FIELD PERSONNEL 27% of Salaries	17,079	36,269	20,554	21,502	22,661	
B. WASHINGTON PROJECT MONITOR 19% of Salaries	1,520	1,596	1,676	1,760	1,848	
C. CONSULTANT FEES 8% of fees	800	840	882	926	972	
TOTAL FRINGE BENEFITS	\$19,399	\$39,705	\$23,112	\$24,238	\$25,481	\$130,985

3. CONSULTANT FEES (Assumes 5% /yr. increase)						
a) Yr. 1: 50 work days @ \$200/week a 2 trips to EG	10,					
b) Yr. 2: 50 work days		10,500				
c) Yr. 3: 50 work days			11,025			
d) Yr. 4: 50 work days				11,576		
e) Yr. 5: 50 work days					12,155	
TOTAL CONSULTANT FEES	\$10,000	\$10,500	\$11,025	\$11,576	\$12,155	\$55,256

4. TRAVEL AND TRANSPORTATION (Assumes 5%/Yr. inflation incr.)						
i) In-Country Travel - Taxis/ground	1,000	1,050	1,103	1,159	1,216	
ii) In-Country Travel - Vehicle Fuel						

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COOPERATIVE LEAGUE OF THE USA
 EQUATORIAL GUINEA PHASE II
 DATE PREPARED: 2/4/66
 REVISED: 07/25/66 AS EBREV

LINE ITEM =====	YEAR ONE =====	YEAR TWO =====	YEAR THREE =====	YEAR FOUR =====	YEAR FIVE =====	TOTAL =====
Ten vehicles @18000 mi/yr/veh-@15 miles/gal/veh @ \$0.70/gal	8,400	8,820	9,261	9,724	10,210	
c)International Travel: Home Leave 1 pers.yr 2 & 3 @ \$2000/pers		2,000	2,100			
d)International Travel:R & R (to nearest US port of entry):1 r/t per yr. @ \$1800/trip		1,800	1,890	1,985	2,084	
e)International Travel: Relocation						
i)Chief of Party (2) Replace in yr.2		4,600			1,250	
ii)Bata Manager (1);Travel out under phase I					1,250	
iii)Malabo Admin. Officer					0	
iv)Bata Admin.Officer/Trainer(Colon)		1,150			0	
v)Malabo Mechanic (Poore)		1,150				
vi)Bata Mechanic (Gagner)		2,500				
vii)Mechanic - Trainer						
viii)Co-op Organization Spec. - Rio Muni	0			0		
f)International Travel: Trips to Caseroun 20 trips per yr. @ \$500/trip	7,000	7,350	7,718	8,104	8,597	
g)Int.Travel Proj.Monitors:2 trips per yr. @ \$2000/trip		4,000	4,200	4,410	4,631	
h)Int.Travel-Consultants:two trips per year @ \$2,000 per trip	4,000	4,200	4,410	4,631	4,863	
i)Medical Travel est @ \$250/pers/yr	1,500	1,500	394	413	434	
j)Transport.H.H.E.						
i)Co-op Org.,Bata + 1 dep.@2500 lbs.@\$3.50/lb	0			0		
ii)Mech.Tr. w/ 1 dep.@2500 lb./ea			0		0	
iii)Malabo Mechanic, Bata Mechanic; ea. return travel only - travel to post under Phase I @ 1500 lb./ea		11,026				
iv)Chief of Party, Bata Mgr.,assures replacement at end of yr.2 (Original incumbents travel to post under Phase I)		18,376			250	
v)Bata Admin. Officer return travel only - travel to post under Phase I		5,513				
						0
k)Transp. Unaccessp.baggage						
i)Co-op Org.,Bata + 1 dep.@450 lbs.@\$4.00/lb	0					
ii)Bata Admin. Officer return travel only - travel to post under Phase I @ 450 lb./ea @ \$4.00/lb		1,090				
iii)Malabo Mechanic, Bata Mechanic; return travel only - travel to post under Phase I @ 450 lb./ea @ \$4.00/lb		3,780				
iv)Chief of Party, and Bata Mgr.,assures replacement at end of yr.2 (Original incumbents travel to post under Phase I)		5,460			20	
v)Bata Admin. Officer w/ one dep. return travel only - travel to post under Phase I @ 450 lb.						0
l)Storage of HHE in US @ \$60/mo/adv		3,760	1,515	1,591	1,671	

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COOPERATIVE LEAGUE OF THE USA
 EQUATORIAL GUINEA PHASE II
 DATE PREPARED: 2/5/66
 REVISED: 9/25/66 AS ESREV

LINE ITEM =====	YEAR ONE =====	YEAR TWO =====	YEAR THREE =====	YEAR FOUR =====	YEAR FIVE =====	TOTAL =====
n)Pack/above HME to/from storage	1,800	600			1,200	
n)Passports, visas, airport tax	100	100	100	100	100	
o)Physical exams, \$100/adult	200	600	200			
TOTAL TRAVEL AND TRANSPORTATION	\$24,000	\$91,245	\$32,891	\$32,116	\$63,696	\$243,54
5. ALLOWANCES						
a)Post Differential: 25% of salaries	15,814	33,582	19,031	19,983	20,000	
b)Post Allowances:						
i)Yr. 1: 6 Advisors @ \$4500/adv. (5 mos.)	11,250					
ii)Yr. 2: 6 Advisors @ \$4500/adv. plus inflation		27,000				
iii)Yr. 3: 2 Advisors @ \$4500/adv. plus inflation			9,923			
iv)Yr. 4: 2 Advisors @ \$4500/adv. plus inflation				10,419		
v)Yr. 5: 2 Advisors @ \$4500/adv. plus inflation					10,940	
c)Quarters and Utilities @ \$12,000/yr. per adv.						
i)Chief of Party (eff. 5/1/67)	5,000	12,600	13,230	13,892	14,587	
ii)Data Manager (eff. 5/1/67)	5,000	12,600	13,230	13,892	14,587	
iii)Malabo Adm. Officer (eff. 5/1/67)	5,000	0	0	0	0	
iv)Data Adm. Officer/Trainer (eff. 5/1/67)	5,000	12,600	0	0	0	
v)Malabo Mechanic (eff. 5/1/67)	5,000	5,250				
vi)Data Mechanic (eff. 5/1/67)	5,000	12,600				
vii)Mechanic - Trainer			0	0	0	
viii)Co-op Organization Specialist - Bata	0	0	0	0	0	
d)Per Diem: Expatriate staff (Cost: 1000) @ \$100/d. 60 days/yr. (yrs. 1 & 2); 30 days/yr., (yrs. 3-5)	6,240	6,552	3,440	3,612	3,793	
e)Per Diem: Expatriate staff @ \$40/day						
i)Chief of Party @ 60 days/yr.		2,520	2,646	2,778	2,917	
ii)Data Manager @ 70 days/yr.		2,940	087	1,241	3,403	
iii)Malabo Adm. Officer @ 20 days/yr.		0	0	0	0	
iv)Bata Adm. Officer/Trainer @ 30 days/yr.		1,260	0	0	0	
v)Malabo Mechanic @ 10 days/yr.		420				
vi)Bata Mechanic @ 20 days/yr.		840				
vii)Mechanic - Trainer @ 20 days/yr.			0	0	0	
viii)Co-op Organization Spec. - Bata @ 20 days/yr.	0	0	0			
f)Per Diem: Recruitant/Orient.	500					
g)Per Diem: (Equatorial Guinea): Consultants 60 days/year @ \$115/day	6,900	7,24	1,107	7,987	8,386	
h)Per Diem: Washington Proj. Con. 15 days/yr @ \$115/day	1,725	1,81	1,902	1,997	2,097	
i)Per Diem: Consultation in Washington COP @ \$75/day; yrs 2 & 4 @ 5 days/trip		375		375		
TOTAL ALLOWANCES	72,429	\$140,191	4,096	178,176	\$81,692	
PARTICIPANTS						
Two in yr. 1; three in yr. 2 @ \$7,000/person	14,000					\$14,000
OTHER DIRECT COSTS (RESPONSIBLE)						
i)Telephone, telex, cable	4,000	4,200	4,410	4,631	4,863	
ii)Postage and messenger	750	788	827	866	911	
iii)Photocopying	150	158	166	174	183	
iv)Research material	300	280		200		

COOPERATIVE LEAGUE OF THE USA
 EQUATORIAL GUINEA PHASE II
 DATE PREPARED: 2/6/25
 REVISED: 8/25/36 AS EGREV

LINE ITEM =====	YEAR ONE =====	YEAR TWO * =====	YEAR THREE =====	YEAR FOUR =====	YEAR FIVE =====	TOTAL =====
e) Office Rent, up-country (Data)	0	0				
f) Office Supplies	500	525	551	579	600	
f) Insurance on vehicles @ \$2500/yr.	2,500	2,625	2,067	2,170	1,709	
h) Vehicle Maintenance	5,000	5,250	5,513	5,709	6,070	
TOTAL OTHER DIRECT COSTS	\$13,200	\$13,746	\$13,534	\$14,411	\$14,352	\$69,24
TOTAL DIRECT COSTS (# 1 THRU 7)	\$224,282	\$437,119	\$235,603	\$249,740	\$291,028	\$1,441,77
B. OVERHEAD						
359.99% of # 1 thru 7 (Provisional)	\$89,690	\$174,804	\$95,817	\$99,871	\$116,382	\$576,56
9. SUBORDINATE AGREEMENT - CSC						
a) CSC Staff						
i) Two counterparts to Center Director		16,000	12,800	10,240	8,192	
ii) Two counterparts to Admin. Officers	10,000	9,000	7,200	5,760	4,608	
iii) Two office clerks		7,000	5,600	4,480	3,584	
iv) Four Harchoueren		9,000	7,200	5,760	4,608	
v) Ten driver / mechanics		25,000	20,000	16,000	12,800	
vi) Two counterparts to mechanics	0,000	9,000	7,200	5,760	4,608	
vii) Guard and Maintenance Service	2,100	1,630	1,512	1,210	963	
viii) One counterpart to trainer		3,500	3,150	2,835	2,552	
ix) Local Staff per Dia		7,000	6,300	5,670	5,103	
Subtotal Local Staff	2,100	80,390	64,662	52,045	41,920	261,117
b) Direct Costs - Maintenance and Repair						
i) Fuel and Lubricants	32,400	29,160	26,244	23,620	21,259	
ii) Utilities (including generator fuel)	8,100	7,290	6,561	5,905	5,315	
iii) Outside Services	2,500	2,250	2,025	1,823	1,641	
iv) Equipment Rental	700	630	567	510	459	
Subtotal - Direct Costs (Maint. and Repair)	43,700	39,330	35,397	31,859	28,673	178,958
c) Commodities & Equipment - Materials & Supplies						
	8,000	7,200	6,400	5,832	5,249	32,761
d) Revolving Loan Funds						
Co-op Store Rotating Fund	8,000	0	0	0	0	8,000
TOTAL SUBORDINATE AGREEMENT - CSC	\$81,800	\$126,920	\$106,539	\$89,735	\$75,842	\$400,836
0. PROCUREMENT OF COMMODITIES & EQUIPMENT						
a) Equipment - Project						
i) Vehicle Parts	24,000	21,600	19,440	17,496	15,744	
ii) Tools and Hardware	6,000	5,400	4,860	4,374	3,937	
iii) Shop Equipment (2 CSC's) (Hoists, air-impact tools, lathes, drill presses, etc.)	20,000					
iv) Rental service equipment	0					
v) Repair parts (Co-op machinery, tractors, etc)		0				
vi) Farmer hand tools, fungicides & ag. inputs (sacks, scales, etc.)	0					
vii) Coffee hulling machinery						
viii) Office Furniture & Equipment	9,000					

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COOPERATIVE LEAGUE OF THE USA
 EQUATORIAL GUINEA PHASE II
 DATE PREPARED: 2/6/96
 REVISED: 8/25/94 AS ESREV

LINE ITEM =====	YEAR ONE =====	YEAR TWO =====	YEAR THREE =====	YEAR FOUR =====	YEAR FIVE =====	TOTAL =====
ix) Office furniture & equip.						
x) Audio - visual equipment (2 CSC's)	6,000					
xi) Camping equipment	1,500					
xii) Generators - 4 @ \$6000	24,000					
xiii) CSC's - 5 @ \$500	2,500					
Subtotal Equipment - Project	93,000	27,000	24,300	21,070	19,683	195,0
b) Vehicles - Transportation System						
i) Trucks - 10 ton @ \$25,000/ea.	75,000	0	0			
ii) Pick-up trucks @ \$15,000/ea.	30,000	0	0			
Subtotal Vehicles - Transport. System	105,000	0	0	0	0	105,0
c) Vehicles - CLUSA Staff						
i) Two staff vehicles @ \$15,000/each	30,000	0				
ii) Staff vehicle spare parts @ \$3,000/yr.	3,000	3,000	3,000	1,500	1,000	
Subtotal Vehicles - CLUSA Staff	33,000	3,000	3,000	1,500	1,000	41,50
d) Household Furniture & Appliances - CLUSA staff						
i) Furniture and appliances @ \$10,000/house @ 1 house	0					
ii) Portable generators (3) @ \$1,000/ea.	0					
iii) Leasehold improvement: Rio Muni staff house	0					
Subtotal Household Furniture & Appliances	0	0	0	0	0	
TOTAL COMMODITIES & EQUIPMENT	\$231,000	\$30,000	\$27,300	\$23,370	\$20,683	\$332,35
11. CONSTRUCTION						
Renovation and/or constr. coffee plant/warehouse	0					
TOTAL CONSTRUCTION	\$0	\$0	\$0	\$0	\$0	\$
12. IN-COUNTRY TRAINING						
a) In-country co-op leaders						
i) Per Diem 20 persons/yr. @ 14 days/ea. @ \$20/day	5,600	5,600	5,600	5,600	5,600	
ii) Travel 20 persons/yr. @ 14 days/ea. @ \$15/day (av.)	4,200	4,200	4,200	4,200	4,200	
b) Leader observation travel (in Africa)						
i) Per Diem 2 persons/yr. @ 30 days/ea. @ \$65/day	3,900	3,900	3,900	3,900	3,900	
ii) Travel 2 persons/yr. @ \$1000/person	2,000	2,000	2,000	2,000	2,000	
TOTAL IN-COUNTRY TRAINING	\$15,700	\$15,700	\$15,700	\$15,700	\$15,700	\$78,500
13. CONTINGENCIES	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$20,000
TOTAL SUP. (SR., PROCUREMENTS, CONSTRUCTION, IN-COUNTRY TRAINING AND CONTINGENCIES (8-9 THRU 13))	\$332,500	\$176,620	\$153,539	\$132,995	\$116,225	\$911,659

14. GENERAL & ADMINISTRATIVE COST
 1) Base of Application:

7/1

COOPERATIVE LEAGUE OF THE USA
 EQUATORIAL GUINEA PHASE II
 DATE PREPARED: 2/6/86
 REVISED: 9/13/86 AS ESEEV

LINE ITEM =====	YEAR ONE =====	YEAR TWO =====	YEAR THREE =====	YEAR FOUR =====	YEAR FIVE =====	TOTAL =====
i) Total Direct Cost	224,282	437,119	239,603	249,740	291,028	1,451
ii) Total Sub.Agr., Procurements; and In-Country Training	332,500	176,620	153,539	132,895	116,225	911
b) G & A Base of Applications: i) + ii)	555,782	613,739	393,142	382,545	407,253	2,363
c) Multiplied by G & A rate:	2.95%	2.95%	2.95%	2.95%	2.95%	
G & A COST	\$16,425	\$18,105	\$11,598	\$11,285	\$12,014	69
14. TOTAL COST						
a) Total Direct Cost (81 thru 7)	224,282	437,119	239,603	249,740	291,028	1,451
b) Overhead (82)	89,690	174,604	95,817	99,871	116,382	576
c) Total Sub.Agrs., Procurement, Construction, & In-country Training (89 thru 12)	332,500	176,620	153,539	132,895	116,225	911
d) G & A (813)	16,425	18,105	11,598	11,285	12,014	69
TOTAL COST	\$662,897	\$806,448	\$500,557	\$493,701	\$535,649	\$2,999
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