

# Shelter Sector Reform Project Newly Independent States of the Former Soviet Union

An ICMA Report

Prepared for the Office of Housing and Urban Programs  
Agency for International Development



**Apartment Completion  
and Competitive Bidding in  
the Kyrgyz Republic**

TRIP REPORT  
March 4 - April 24 1995

Prepared for the U.S. Agency for International Development  
Bureau of Private Enterprise  
Office of Housing and Urban Programs

by

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INTERNATIONAL CITY/COUNTY MANAGEMENT ASSOCIATION  
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Shelter Sector Reform Program for the  
Newly Independent States of the Former Soviet Union

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## ABSTRACT

**Title:** Pilot Project: Housing Demonstration and Competitive Bidding Process

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**Subject:** Shelter Sector Reform Program for the Newly Independent States of the Former Soviet Union

**Date:** April 1995

**Contracting Entity:** Agency for International Development, Bureau of Private Enterprise, Office of Housing and Urban Programs

**Agency:** International City/County Management Association

**Project Number:** USAID Contract no. CCS-0008-C-00-2056-00  
Project no. 4200, Task Order 81

This is an analysis of the feasibility of initiating a housing demonstration project by providing technical assistance to local developers in completing unfinished multi-family structures in Kyrgyzstan.

The purpose of the pilot project is to give a Kyrgyz Government Inter-Ministerial Housing Working Group practical insight to the problems confronting merging entrepreneurs in such matters as land tenure, permitting process, financing, home owners associations, maintenance, utility supply, and real estate transactions.

Background information includes sales information on 2200 apartment transactions, location and cost data on unfinished apartment buildings, a diagram of the banking system, lists of the operating banks and international lenders, land tenure legal extracts and analysis, Kyrgyz economic performance - 1994, ICMA/USAID - Kyrgyzstan Draft Policy Framework for Shelter Reform, ICMA/USAID - Kyrgyzstan Housing Reform Action Plan. Various lists of government officials, US firms, newspapers, and embassies.

## Executive Summary

A considerable body of law exists in the Republic of Kyrgyzstan covering land rights, mortgage instruments, property transfer, and taxes. Some of this law remains from the Soviet era and some has been enacted during the last four years. Urban development control has begun to be decentralized from a single focus around GOSSTROI to local municipalities. Over 120,000 apartments have been conveyed to individuals nationwide creating a brisk, if very embryonic, real estate market.

However, in what would elsewhere have been a very simple transaction, it took the second largest financial institution in the capital city (Bank Orient) 5 months to get any sort of "title" to its main headquarters building. Regardless, during this period the investors completed \$500,000 in renovations.

Yan Fisher, the Deputy Prime Minister remarked in a meeting with USAID/ICMA that it had taken the United States 200 years to develop its housing policies: "Please be patient" he requested. I responded that the Boston Housing Authority decided in January this year to privatize the maintenance of its public housing stock, *but decided to begin with a pilot project to see if it really works!* A pilot project is the way to find out what works and to identify problems. Using a series of carefully selected pilot projects, ICMA Office-Kyrgyzstan will be able to present the real problems facing Kyrgyz nationals to a proposed Inter-Ministerial Housing Working Group. This will provide a "reality check" to the substance and form of legislative and administrative action. At present, there are few other "yard sticks" except where "western experts" render opinions.

The purpose of Task Order 81, for which this report was prepared, was to explore the feasibility of a pilot project assisting private developers or groups to complete unfinished apartment buildings. In addition, Task Order 81 was to explore the potential for the introduction of a competitive construction contract bidding process.

In the course of this assignment it has become very clear that the housing reform equation is composed of a very complex intermixture of economic, social, political, and legal factors. To address the goals of a market-based housing system, it will be essential to meld market principles with Kyrgyzstan reality. This must be conducted successfully within the "here and now" of a rapidly changing political and economic environment. This report proposes an approach to that process.

## SHELTER SECTOR REFORM PROGRAM

### APARTMENT COMPLETION PROJECT: COMPETITIVE BIDDING IN THE CONSTRUCTION INDUSTRY

Task Order 81 was sanctioned by USAID to determine the possibilities of stimulating a replicable process of apartment completion. A secondary objective was to explore, and make recommendations on, the potential for developing a competitive bidding process in the construction industry.

#### A. APARTMENT COMPLETION

There are 49 uncompleted apartment buildings in Bishkek, 17 in Osh and 12 in Tokmok. GOSSTROI maintains that there are 210 such buildings nationwide, comprised of 10300 dwelling units. Across Bishkek, 2266 apartment sales were tabulated by location, number of rooms, and design type during the period of July 1994 to March 1995. *Analysis of this data indicates that current sale prices can support the cost of completion.* If a market driven program can be fashioned to finish these buildings, a significant contribution will have been made to shelter reform.

##### *1. Apartment Completion - Different Approaches*

The projects proposed by Bereke Holdings, Family Capital, Osh, and Vladi are different from each other (please see attached company descriptions: "Potential Pilot Projects").

##### 1a. Ownership of the existing buildings or site:

- Bereke Holdings wants to complete two existing multi-story buildings in the center of Bishkek. It has, in partnership, purchased one of the buildings and has an option to purchase the other.
- Family Capital owns the 12-unit building it wants to renovate. Last year it renovated an adjacent building identical to the one proposed.
- In Osh, the buildings identified for completion are owned by the administration's Department of Municipal Services.
- The Bishkek City Administration owns the old airport which is to be the site of the diplomatic quarter. Vladi Holdings will buy a parcel of land from the municipality for development.

In each case, research, local legal opinion, and documented confirmation is required by the developer in order to establish the historical and present legal control of the property. In addition, it is necessary to codify the rights associated with that control.

The results of this "title search" will be reported to the Ministerial Housing Committee in a report comparing Western and Kyrgyz experience - land recordation.

**1b. Type of Building:**

- Bereke is finishing off two multi-story structures. Currently, the two structures under control are vacant. The proposed final use of one of the buildings is a banking center, 6 floors of business suites, and 6 floors of apartments. The other building is laid out for up-scale, four-room apartments.
- Family Capital's 12 unit apartment building is currently occupied, but will be converted into first floor shops and second floor apartments.
- The Osh buildings are vacant, unfinished apartment units. They will be finished into apartments.
- Vladi Holdings plans on the construction of single family houses on 1/4 hectore (0.6 acre) lots.

Written approval for the intended use will have to be obtained from the Municipalities, Gosstroj, and Goskominvest.

**2. Marketing**

Pre-selling or advance rental agreements have been discussed with each group.

- Bereke has discussed the possibility of a long term lease to the Orient Bank. Orient Bank is interested. The consultant's opinion is that pre-selling and pre-occupancy rental agreements on the Bereke project will be immediately successful. Little effort will be required; a booklet, artist's renderings.
- Family Capital, itself, will occupy the commercial ground floor of its new building. The management of Family Capital is well organized; certainly on a par with small developers (with whom I have worked recently) in Madrid, Spain, Oporto, Portugal, and Baltimore, Maryland. For all practical purposes their building is, right now, pre-sold, committed.
- The Osh project, because of its municipal management and ownership, does not have an entrepreneurial component in its organization. It may suffer on the marketing side because of this. Consideration must be given to injecting an investment oriented mechanism into the matrix. Auction the building. Create a "for profit" property management company. Develop a Home Owner's Association with 100 percent of the units pre-sold.

- Vladi Holdings is dominated by one person, Vsevolod Tsai. There is no depth to his organization, but his operations to date are very, very successful by any local or western standard. By instinct, Tsai will pre-sell all the proposed 20 homes. However, compared to gasoline and sausage, the selling of residential property is much more complex; made more so by the economic and legal environment of Kyrgyzstan. Tsai is an ideal candidate for an experienced outside partner. ICMA cannot become this for two reasons: 1) Exposure to contingent liabilities. 2) ICMA, like Osh, is non profit. A non profit organization doesn't have the same success or fail standards or motivation; only the entrepreneur has it.

Each group must be encouraged to pre-sell or pre-rent 100 percent of the apartments or commercial space. Advantages: 1) Financing 2) Understanding project cash flows. 3) Uncovering inherent problems of rental agreements and property transfer. 4) Avoiding vacancies.

### *3. Home Owner Associations and Maintenance*

While associations and maintenance have been discussed with all four potential developers, Osh is the only one expressing interest. The entrepreneur/developer normally wants his profit with as little interference as possible.

The Home Owners' Association can contribute to the social stability of the multiple-unit building by providing a structure for maintenance, safety, and use of common space. However, unless this stabilizing benefit is clearly understood and internalized, it will be rejected by the developer and occupants alike.

Because of its small size, the Family Capital project will probably derive no benefit from an association. However, each project's business plan should address the issue of on-going maintenance. The role of the municipality must be restricted to providing utilities, trash collection and safety. Municipal agencies say they agree, but few bureaucracies support their own demise; therefore, it can be expected that municipal agencies will inject themselves into every aspect of these projects. As the projects move forward, unique renter/owner associations must be professionally crafted for three of the demonstration projects.

### *4. Financing and Business Plans*

#### *4a. Developing Information*

Three sources of low-cost real estate financing are available: the European Bank for Reconstruction and Development (EBRD), Central Asia-American Enterprise Fund (CAAEF), and Centrum für internationale Migration und Entwicklung (CIM). EBRD is an internationally funded organization affiliated with the World Bank. CAAEF is a

public corporation funded by the United States Government. CIM is a public corporation funded by the German Government. Prohibitive interest rates make financing by local banks not practical.

Bereke submitted a business plan to CAAEF. Family Capital has submitted a business plan to Orient Bank, a servicing bank for EBRD. The Osh project, which if successful could possibly be the most replicative model, has not begun the business planning process. Vladi's project in the diplomatic quarter is still in its formative stages.

#### 4b. Servicing Loans and Guarantees

In general, loan terms are from 5 to 7 years at a 12 percent interest rate. Collateral in the amount of 120 percent of the loan amount is required. This translates into 83.3 percent of the loan. As is customary in the West, lenders want to see real cash input by the borrower; 25 to 35 percent.

EBRD is extending credit to the National Bank of Kyrgyzstan, which in turn is providing funds to selected Kyrgyz Commercial Banks. Both the National Bank and local commercial banks must guarantee the repayment of funds. CIM and CAAEF are making loans directly to end users.

Bereke will probably have a lien on proceeds from each sale or rental. Family Capital will repay its loan out of corporate operating cash flow. Osh, without a developer/entrepreneur, will need a pre-sell escrow account and mortgages for individual apartment purchases. Vladi does not require financing.

Two options have been discussed for Osh. In both scenarios, the Municipality would act as the developer during the organization phase of the project. Then, with the CAAEF guaranteeing some financing to a qualified bidder, 1) the buildings would be sold off to a developer on the basis of a best proposal bid, or 2) sold off to an owners association formed from pre-sales, which would then service the loan through individual mortgages. The first approach has the advantage of interjecting entrepreneurial drive into the matrix, but the second may be the only practical solution in the absence of a qualified developer.

### 5. *Construction Issues*

#### 5a. Structural Integrity of the Prototype Buildings

Both the cities of Bishkek and Osh are subject to earthquakes. Massive concrete framing is the method employed to resist earthquake damage as compared to the light, flexible steel framing is common in the West. The concrete frame absorbs vibrations uniformly acting as a single object rather than swaying, as does steel. Present solutions favor flexibility. However, in most developing countries, steel is not widely used because of cost. In Kyrgyzstan, then, structural integrity is a function of the quality of concrete, workmanship in placing the concrete, and how well the concrete frame is tied

together. The Bereke and Osh structures should be studied by a competent structural engineer licensed to practice in Kyrgyzstan. Such engineers are available locally and are well qualified.

#### 5b. Permits

Building permits are issued by the Municipality. However Gostroi, the Ministry charged with construction standards, will have to review the renovation drawings. Further, if the buildings are funded by foreign lending agencies, EBRD for instance, Goskominvest will have to be consulted.

#### 5c. Design

Each project will have to have full architectural, electrical, and mechanical drawings produced. Most of this work is already done for the existing buildings. The quality of engineering and design detailing is generally outstanding, but the technology is from 1950's. Improvements and suggestions need to be made.

Each building should be equipped with a satellite TV antenna, all doors should be fire rated, insulated steel, and all windows should be aluminum casement double glazed. Hallways and building exteriors should be well-lighted, as Bishkek is entering the world-wide urban crime age. Units must be wired for 200 ampere service. Waste water piping should be based on 250 liters per person per day - a four-fold increase over the current 65 liters.

Developers should be encouraged to proceed carefully through the design process. Family Capital has already engaged the Building Design Institute of Bishkek.

#### 5d. Cost to Complete

This consultant made available to the four developers a Russian language estimating data base. Bereke Holdings and Family Capital have made estimates on the cost to complete their projects. A sample estimate of an apartment completion project is attached.

#### 5e. Contractor selection

Bereke Holdings can act as its own general contractor, however it does not have the in-house forces to do the work. Family Capital renovated an identical building last year to the one proposed. They can do their own work. Osh has available municipal forces which are probably not highly motivated. A solution can be found in the competitive bidding process - the municipality can be one bidder among several. Vladi must negotiate with a prime contractor, as it has neither experience nor a work force to build single family houses.

#### 5f. Utilities

Bereke Holdings and Family Capital have utilities at the foundation walls. Osh has to extend utilities approximately 100 meters. Utilities in the diplomatic quarter are reported to be available on site. This requires confirmation.

#### 5g. Materials

All materials, with the exception of the TV Antennas, are available in Central Asia: Samarkand, Tashkent, Almaty, and Bishkek. Better quality and less expensive materials are available in Turkey, and Europe. However, quality windows are available in Samarkand and Uzbekistan. Steel doors should be imported from Turkey and consideration should be given to importing plastic waste water and supply piping systems in order to eliminate the clumsy cast-iron piping which is locally available.

Bereke Holdings will need no more than four containers of imported materials; Family Capital, one-half a container; Osh, two containers; and Vladi, three containers. European and Turkish purchases are easily accomplished. Receipt of goods is between 14 and 21 days following consignment. This consultant's experience suggests that the importing business has gotten too big for the "Mafia" to control or exploit. Perhaps the Mafia are now the shippers! Regardless, commercial markets are forming rapidly and importing construction material works fairly well. All commercial banks have correspondents in Istanbul and Frankfurt.

#### 5h. Security

As in New York City, Chicago, Frankfurt, Madrid, or Istanbul, security fencing and patrolling is required to keep materials from being stolen. From conversations with several Kyrgyz, one gets the impression that the problem actually bigger than initially described. Five years ago in Bishkek, there was no need to lock anything. Physically taking someone's property was culturally alien. However, Bishkek is catching up rapidly with the West in this regard.

#### 5i. Construction Schedule

The construction process will take two to three times longer than in the United States. For example, the Bereke Holdings buildings would take would take four to five months to complete in, say, Cleveland; in Bishkek, 10 months. The absence of electrically driven hand tools is the principal cause of low productivity. Houses which would take two months to complete in the Bethesda area will take 7 to 8 months in Kyrgyzstan. We will not see beneficial occupancy of any of these projects before the summer of 1996.

## B. COMPETITIVE BIDDING

As a byproduct of the current economic transition, the Kyrgyz construction industry has virtually dissolved. It is probably not meaningful to tabulate unemployment in this sector. Once a mighty industry employing 135,000 people, today it employs under 10,000 in municipal work shops and small enterprises. Idle tower cranes are everywhere. Since 1993, there have been *no* government capital improvement or infrastructure projects in Kyrgyzstan. Maintenance is completed on an emergency-basis by city or oblast service departments.

Private capital undertakings have essentially been limited to gold mine operations. Underwritten by subsidized Western lending institutions, the mining companies have, in large measure, elected to import materials and labor. It appears mining companies "do not want to get involved" with local firms because of quality issues, contract difficulties, withholding taxes, and language barriers. In such an environment, the attempted introduction of competitive bidding techniques would be premature.

However, a more fundamental undertaking in this area would be worthwhile - that of bringing together, by means of a seminar, Western companies, Kyrgyz material manufacturers/contractors, and major leading institutes. The objective would be to find some common ground, such as to clear away non-issues and myths. Such a seminar could be designed to have three effects; 1) stimulating the formation of new enterprises, 2) generating work for local firms and, 3) forestalling an otherwise likely Presidential Decree restricting construction market access except to ethnic Kyrgyz. Such regulation, so common in difficult times, seems almost inevitable here. Played out in other countries, such actions are counterproductive. Restrictive access to construction markets contributes to subterfuge, "false front" companies, and diminished interest by potential outside investors. All of this could clearly be damaging to the market reforms which have already been initiated. However, if this mild form of business xenophobia can be overcome with a degree of mutual understanding and trust, then those same western companies can find competitive advantage in utilizing local companies and labor. This will set the stage for the introduction of competitive bidding.

## C. POLICY FRAMEWORK, LEGISLATION, REGULATIONS, AND PRACTICE

GOSSTROI is the primary government ministry involved with shelter issues. The existing legal and policy framework within which GOSSTROI works is a mixture of Soviet and new Republic law. Sometimes when a policy framework is considered, one envisions an empty law book waiting to be filled. This is not the case at all. In Kyrgyzstan, there exists a body of law and regulations: land rights, real estate sales, recordation, banking, civil contracts, conflict resolution, lending, interest, foreclosure, etc. The problem comes from the contradictions and gaps between the old and new political systems. As a result, the legal system, its application and practice, lacks predictability. Despite our innate desire for simplistic, cosmic solutions, the real solution for the Kyrgyz Republic will result from incremental adjustment of existing practice.

## D. INTER-MINISTERIAL TASK FORCE ON SHELTER REFORM

For a variety of reasons (the right place, the right time, and several hard-won trust relationships), an outstanding opportunity has presented itself; the possibility of forming an Inter-Ministerial Working Group to address shelter issues. It has received the support of the Prime Minister, and GOSSTROI and would be coordinated by the State Architect's office. This Task Force could have a major impact on refining Kyrgyzstan's housing policy framework, if it was presented with actual problems and not solely theoretical or scholarly dissertations. The opportunity to amalgamate the best from the experience of other market economies with the reality of contemporary Kyrgyzstan could result in a very sound and sustainable policy framework.

## E. BANKING

There are 18 Banks operating in Kyrgyzstan; one is foreign owned, others have varying degrees of foreign ownership. The best institutions are reported to be AKB Kyrgyzstan, Kurulush, and Orient.<sup>1</sup> An international competition is underway for the Western lending component, with the World Bank operating as a guarantor. Dresdner Bank of Germany is on the short list.

International bank donor agencies include Bank of Japan, Asian Development Bank, National Bank of Switzerland, World Bank, and the European Bank for Reconstruction and Development (EBRD). The Bank of Japan is second only to the World Bank in providing subsidized credit.

International donor funds and foundations with offices in Kyrgyzstan include the Central Asia American Enterprise Fund (CAAEF), the Centrum fur internationale Migration und Entwicklung (CIM, Germany), and the SOROS Foundation.

The interest charged is 130 percent annually on a Som loan and 70 percent on a USD loan. Ninety days seems to be the maximum term. Depositors are paid 30 percent. Western-source loans have interest rates range from 4 percent to 15 percent and have terms from 90 days to 30 years. The donor sources align themselves with local servicing banks. During this assignment, meetings were held with Orient Bank, AK Bank, EBRD, the CAAEF and CIM.

EBRD, the CAAEF, CIM and Orient are prepared to receive applications for real estate projects. All three have stated that such loans are within their funding parameters. A senior management team from CAAEF visited two potential prototype sites and a brief discussion ensued with CAAEF about setting up a local mortgage facility for financing apartments for individuals. On financing the prototype and considering an individual buyout mechanism, there was certainly sufficient interest for further meetings with CAAEF.

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<sup>1</sup>Bank Orient requires a special note: It is financed by private German interests. We were told that the World Bank has selected Orient to service a major housing lending initiative.

## F. SUMMARY

### 1. Apartment Buildings Need Finishing

There are many apartment buildings which are 40 to 80 percent completed. Apartment sale prices and current completion costs indicate that finishing the units can be done profitably. Kyrgyz contractors and developers lack the expertise in preparing business plans and managing credit from Western subsidized lending institutions.

### 2. Legal Mechanisms Need Refining

The current legal system is adequate to support the finishing-off and sale of apartment units, but lacks predictability in any but normal transactions.

### 3. Inter-Ministerial Working Group Needs "Reality Checks"

The task force can learn about real problems confronting the entrepreneur and respond with both near term solutions, as well as through long term policy formulation.

### 4. Receptive International Lenders Need Qualified Borrowers

The Central Asia American Enterprise Fund is ready to support a qualified apartment completion project.

#### Consultant's Note:

Four possible prototype projects are outlined. The people and personalities are real. The positive and negative aspects of each project are discussed. I have noted, in a few instances, where financial information is in hand for internal review but whose inclusion in this report would exceed the conditions under which it was given to me.

## RECOMMENDATIONS

# USAID/ICMA KYRGYZSTAN

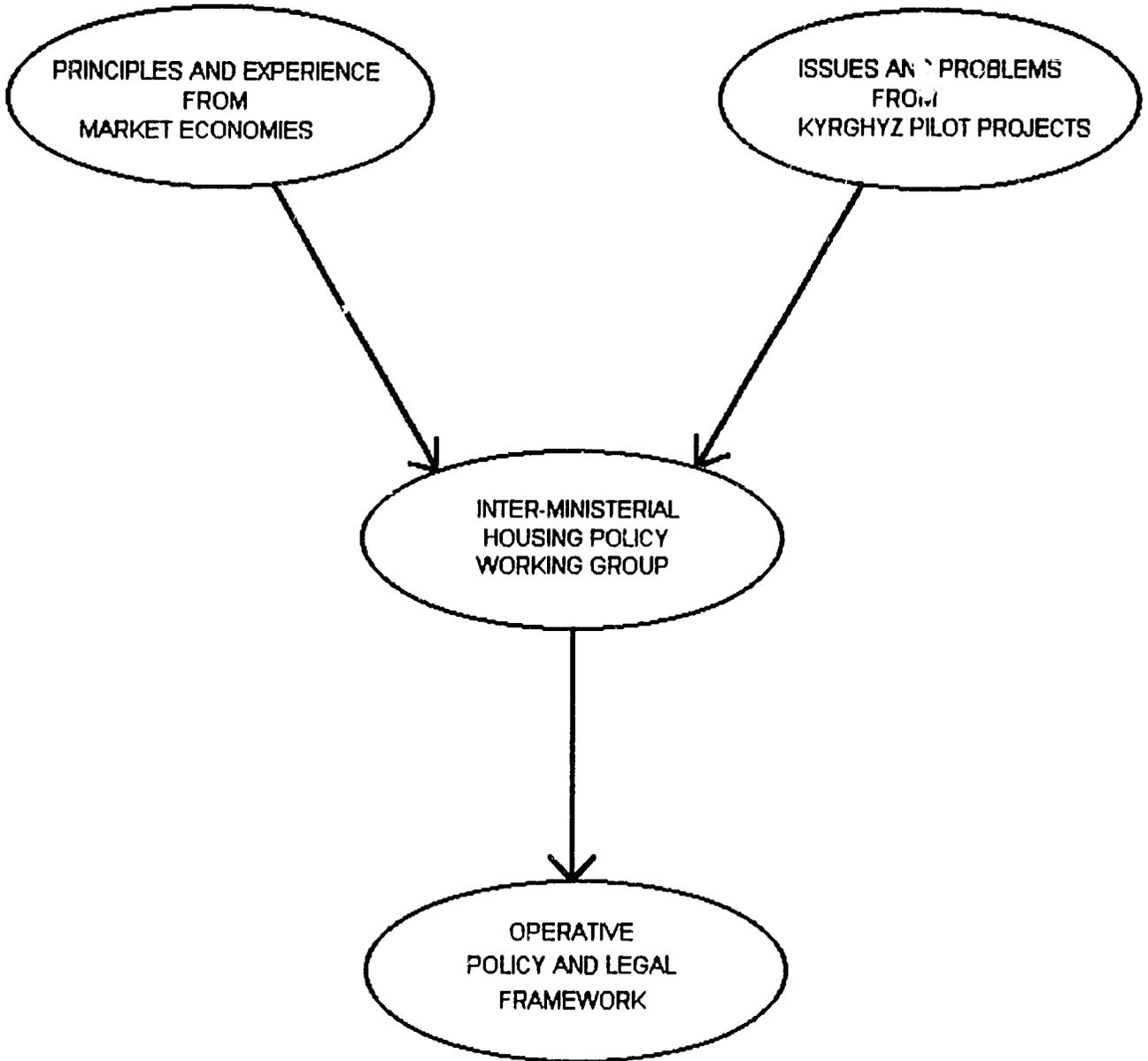
## REAL ESTATE/CONSTRUCTION INDUSTRY DEVELOPMENT - Task Order 81

### SUMMARY RECOMMENDATIONS

The following summary recommendations are based on the findings and conclusions of Task Order 81 and are consciously designed to integrate with the current Action Plan of ICMA Kyrgyzstan:

1. Market-based apartment construction completion projects are feasible under current conditions in the Kyrgyz Republic. Subject to USAID/ICMA overall priorities, this project should proceed to the implementation phase. To achieve maximum positive impact the project should be broadened from "Real Estate/Construction Industry Development" to a "Housing Systems Demonstration Project."
2. The "Housing Systems Demonstration Project" should use an approach which combines carefully selected pilot projects with a simultaneous, parallel policy development initiative (i.e. the Inter-ministerial Housing Policy Working group). If well selected, the pilot projects will general a comprehensive list of the barriers to housing production and maintenance which must be addressed in the policy development process. Both parallel processes must be assigned enough priority and resources to assure continuous progress to maintain credibility with the Government of Kyrgyzstan (GOK).
3. Pilot project selection is of paramount importance. Projects should be selected which enable confronting a sufficiently broad spectrum of needs as well as assuring adequate exposure to the most troublesome and frequently occurring problems. At the same time, care must be taken not to select projects which are so problematic as to be obviously doomed to failure from the outset.
4. USAID/ICMA should work with the Central Asian - American Enterprise Fund (CAAEF) and a suitable local fledgling financial institution to seek to create a mortgage lending capacity to "dovetail" with the "Housing Systems Demonstration Project."
5. The initiative relating to construction of new housing in gold mining districts should be restricted to monitoring developments to be alert for opportunities to offer technical assistance on competitive bidding and to conducting a seminar for Kyrgyz constructors, western companies working in the Republic and international "soft money" lender/donors so that they may seek to establish a communication link and "common ground" among them. Competitive bidding will not be effective in this sphere until the gold mining companies are actually willing to seriously consider bids from Kyrgyz construction companies.
6. Maintain, improve and expand the "Real Estate Market Data Base" created as part of the first phase of this project. This data base has already proven to be an invaluable tool in assessing the feasibility of several proposed real estate development/construction completion projects. Consideration should be given to refining the data base to depict data on a more detailed geographic basis.
7. ICMA should utilize the "Housing Systems Demonstration Project" in symbiosis with other initiatives. For example, members of the embryonic "appraisal society" should be used to conduct competitively procured appraisals to be included in business plans when seeking financing for pilot projects, resident associations should be established in all apartment completion projects, and land-rights auctions should become one of the principle ways that entrepreneurs can secure rights to proceed with apartment completion projects.
8. As the inevitable legal issues are brought to the surface by the pilot projects, USAID/ICMA should utilize the Inter-ministerial Housing Policy Working Group to share its considerable body of model legal measures (housing and land code revisions to clarify property rights, mortgage law, condominium law, property registration law) which have been developed through the housing sector reform program in Kazakhstan and other NIS countries.

# SHELTER SECTOR REFORM





## POTENTIAL PILOT PROGRAMS

## **BEREKE HOLDINGS**

38 Mir Avenue

Bishkek, Kyrgyzstan 720044

Telephone: 7 3312 44 45 13

Fax: 7 3312 44 15 13

E-mail: Erkin@Bereke.Bishkek.SU

Principals: Talant Momytov, CEO  
Kamchibek Karymshakov  
Erkinbek Djamanbaev

**Existing Business:** Newspaper ownership and distribution, food commodity trading, light construction, investment fund management. Bereke Press owns newsstands around Bishkek and is an owner of AKI Press, a high grade weekly business digest. Bereke Trading Company buys, transports and wholesales sugar. The construction operation is very small, but capable of managing a building completion project. Bereke Fund is the only significant investment fund operating on the local stock exchange. The fund is exploring the issuance of housing bonds. Talant Momytov thinks he can raise one million US dollars locally with such an issue. Orient Bank is studying the housing bond issue.

**The Project:** Business Center (Center 2) - 17LM x 17LM, 12 floors = 3468 SM. 24 apartments (4 per floor on floors 6 through 12), 6 office suites floors (floors - Ground to 5) partitioned out to suit the client(s). Cost to complete, USD 550,000. A Russian language estimating data base with current Kyrgyz prices was given to Bereke by the consultant.

Apartment building (Center 2) - 12.5LM x 66.5LM, 5 floors = 4156 SM. 20 apartments (living space 3091 SM). Cost to complete, \$350,000.

Apartment building (New District) - 12.5LM x 72.5LM, 9 floors = 8156 SM, 124 apartments. Cost to complete \$275,000.

Apartment building (New District) - 12.5LM x 66.5LM, 9 floors = 7481 SM. 96 apartments. Cost to complete \$275,000.

**Comments:** Bereke has title to the business center within a joint venture. Bereke has an option on the Center 2 site. Bereke is questioning whether to do the two New District buildings as the New District is the low end of market. Bereke is negotiating on the purchase of a building in Center 1. Talant is capable of moving his organization, pressing hard, and is well organized. He is a true "Class A" type personality; more the deal maker than technician. He will draw heavily on the ICMA technical support. A business plan cannot be completed until the scope of Bereke's project is defined. It may be that Bereke should go ahead on the two buildings under its control at this time. CAAEF will certainly give every consideration to a well crafted plan.

**AIDE MEMOIRE OF COOPERATION  
ON A PROJECT TO COMPLETE UNFINISHED RESIDENTIAL AND  
BUSINESS CENTER PROJECT IN BISHKEK**

28 March 1995  
Bishkek, Kyrgyzstan

This Aide Memoir represents a preliminary agreement between Bereke Holding Company, a Kyrgyz Corporation, (here called Bereke Holding), and International City/County Management Association (here called ICMA), of cooperation on a project to complete an unfinished residential apartment and business center in Bishkek. The parties agree to work together to prepare a financing package, monitor construction progress, and in marketing. The responsibilities of each party follow:

**Bereke will:**

1. Manage and be responsible for the project, to include design, permits, construction, and financial obligations.
2. Designate a project manager to be the point of contact with the ICMA team.
3. Enact necessary Company resolutions to enable the issuance of housing bonds or securities.
4. At the time of financing, Bereke must clear the property of all liens and legal impediments.
5. Cooperate with ICMA in completion of the project and in sharing the techniques and procedures of obtaining credit within the bounds of reasonable commercial privacy.
6. Develop a detailed schedule of activities by the 7 April 1995.
  - a) Identify the project buildings
  - b) Prepare estimates of the costs to complete of the project buildings
  - c) Prepare outline of business plan by 3 April
  - d) Prepare draft business plan by 15 May

**ICMA will:**

1. Provide on going technical assistance in planning and carrying out the project, including timely visits by ICMA representatives at no cost to Bereke.
2. Work with City and Republic officials to clarify any legal issues, and assemble a workable financial package.
3. Act as liaison with international financial institutions such as European Bank for Reconstruction and Development, World Bank, Asian Development Bank.
4. Work with the Project Manager to organize a marketing and publicity campaign, and underwrite its expenses.
5. Work with Project Manager and public officials to develop materials, forms, and regulations etc. as required by the lending institution, and/or good practice.
6. Assist in preparing business plan for different schemes of financing
7. Search for potential investors.
8. Conduct market research

Decisions outside the control of either party may make it impossible to carry out all parts of this agreement. If it is in their power, the parties will carry out this agreement and indicate the same by signing below.

**For Bereke Holding Company:**



**For ICMA:**



Duane Beard

Ronald MacLachlan



## Протокол намерений

О сотрудничестве по проекту завершения строительства жилого и делового центра в Бишкеке

28 Марта, 1995г.

Бишкек, Кыргызстан

Настоящий Протокол представляет предварительное соглашение между Холдинговой Компанией Береке, Кыргызской Корпорацией ( далее именуемой Береке-холдинг ) и Международной Ассоциацией Городского областного Управления ( далее именуемой ICMA ) о сотрудничестве по проекту завершения строительства жилого и делового центра в Бишкеке. Стороны согласны работать вместе в подготовке финансового пакета, в ходе строительства и в маркетинге. Стороны обязуются:

Береке :

1. Управлять и нести ответственность за проект, включая проектно-сметную документацию, разрешения, строительство и финансовые обязательства.
2. Назначить менеджера проекта для поддержания контактов с ICMA.
3. Принять Положения, дающие возможность выпускать жилищные сертификаты или ценные бумаги.
4. С момента финансирования, Береке обязуется прояснять все возникающие легальные трудности.
5. Сотрудничать с ICMA в завершении проекта и в разделении техник и процедур для получения кредита.
6. Разработать детальный план деятельности к 7 Апреля 1995 г.
  - а) Определить здания для завершения строительства.
  - б) Подготовить смету расценок для завершения строительства проектных зданий
  - в) Подготовить примерный бизнес-план к 3 Апреля
  - г) Подготовить проект бизнес-плана к 15 Мая.

ICMA обязуется :

1. Оказывать техническую помощь в планировании и ведении проекта, включая временные визиты представителей ICMA.
2. Работать с городскими и республиканскими официальными лицами в разъяснении легальных вопросов, и подготовке финансового пакета.
3. Действовать в качестве связного с финансовыми институтами т.к. Европейский Банк Развития, Мировой Банк, Банк Азиатского Развития.
4. Работать с менеджером проекта в организации маркетинга и кампании по обнародованию проекта.
5. Работать с менеджером проекта и представителями общественности в разработке документации, форм и инструкций и т. п.
6. Оказывать помощь в составлении бизнес-плана различных схем финансирования.
7. Поиск потенциальных инвесторов.,
8. Проводить маркетинговое исследование

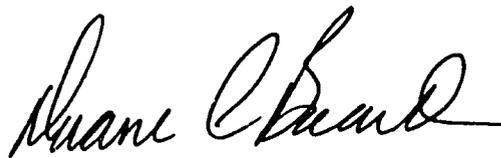
Соглашение вступает в силу с момента подписания

За Холдинговую Компанию Береке :



За ICMA

Дуэйн Биард



Рональд МакЛаклан



**CONFIDENTIAL Apartment Completion Information  
 Provided by Bereke Holding Company  
 27 March 1995**

Funding to be required for completion of  
 6 - story apartment building as of January 1, 1995

1. Basement	196406
2. Ground	4442756
3. Water supply system	34806
4. Hot water supply system	70070
5. Sewerage	166580
6. Heating system	3976
7. Air-conditioning system	2481
8. Electricity	103390
9. Radio	6024
10. Phone system	15250
11. TV antenna	10810

**Total                                    4 909 627 soms**

**19 apartments - 3 rooms**

17	- 4
3	- 5
3	- 6

-----  
**42 apartments**

**FAMILY CAPITAL**

22 Gorky Street

Bishkek 720661

Telephone: 7 3312 22 33 09  
                  22 27 50  
                  43 06 91

Fax: 7 3312 43 07 20

Principals: Mirbek Otunchiyev, CEO  
                  Chinarbek O. Otunchiyev  
                  Andrei Kirchev

Existing Business: Retail sales, Western corporate representation, stock brokers. Family Capital operates one upscale retail store and is opening another. Proctor and Gamble is considering a representation relationship with Family Capital.

The Project: Renovation of a 12 unit apartment block with commercial space on the ground floor and apartment on the second. The building is next door and is identical to a building renovated by Family Capital two years ago. The project cost is USD 250,000. A Russian language estimating database, mentioned previously, was used to develop an estimate.

Comments: Family Capital is very sound. The U.S. Embassy thinks well of FC. FC submitted a project outline to Orient Bank. The Orient Bank is responding with a positive invitation to proceed. The letters and estimate are, by request, going to remain confidential. FC has engaged the Design Institute, a privatized architectural institute in Bishkek, to produce a set of working drawings. Chinarbek Otunchiyev is going to Washington on a study tour in May. He has a full schedule of meetings with clothing manufacturers including Bill Blass.

## ACTIVITY INFORMATION

This information regarding business of the family of the Otunchievs was compiled with the purpose to describe some activities. It is designed only for your information and is not an official document for distribution.

### 1. Brief Background

The family business started in 1991 when the firm **Rumit Ltd.** was founded. Originally, the activity of this company included production of hygienic means based on the own original technology. Later on, the company successfully sold the equipment and technology of the product.

In the beginning of 1992 there was created a production and commercial firm **Tri O**. The activities include publishing of a newspaper **SPORT-express**, trade and financial operations.

On the 24th August, 1993 together with some other large companies an investment fund (IF) **Bereke-invest** was founded which is today the second largest investment fund in the Republic.

At the end of 1993 a mini-bakery in the suburbs of Bishkek was assembled and put into operations.

On the 20th December, 1993 **Family Capital** -- industrial and financial company was created. Spheres of business are Tri O shop, finances, a network of newsstands to distribute printed matter, construction, gas refueling station (Tri O shop, German-Kyrgyz Bank **ORIENT**, building #57, Sovetskaia street, reconstruction of the Kyrgyz Stock Exchange under the contract with **PRICE WATERHOUSE**).

In August 1994 **Rumit Ltd.** together with other nine large companies founded the **Kyrgyz Stock Exchange** with the support of the Kyrgyz Government and **USAID**.

In September 1994 together with the Bank Orient Central Asian Trust Company (CATC) **Orient** was set up. Application spheres are financing, insurance, real estate appraisal.

In December 1994 Investment Consulting Center **BNC** was set up. Spheres of activities are investments, stock market.

## 2. Ownership

<b>Name of company</b>	<b>Ownership of company</b>	<b>Share</b>
<i>Rumit Ltd.</i>	Mini-bread plant, Orozon plant, transportation means	100%
<i>IF Bereke-invest</i>	Shares of more than 30 privatized enterprises of the republic	40%
<i>Family Capital</i>	Tri O shop, transportation means, bld.57 Sovetskaia St., M &A shop, Business Center (under construction), gas refueling station	100%
<i>CATC Orient</i>	Charter Fund is 6 mln som	31%
<i>BNC</i>		75%

It should be noted that this table does not include financial means of the company, offices' and equipment value, as well as amount of packages of shares of several banks.

## 3. Management.

The management of the family business in general is executed by the three brothers of Otunchev: Nurbek, Mirbek, Chinarbek.

*Otunchiev Nurbek*:-- President of CATC Orient  
- Deputy Board Chairman of AKB KurulusBank.

*Otunchiev Mirbek* -- President of Family Capital  
- Board member of IF Bereke-invest.

*Otunchiev Chinarbek* -- Director of Rumit Ltd.  
- Deputy Chairman of the Stock Exchange Council

## **CONCLUSION.**

This information can not grant you to determine how successful and large-scale the business is, but can provide an idea about directions of activities.

At present some promising projects are developed and put into business, but limited investment capabilities prevent its implementation. That's why we place special hopes on stable and investment attracting policy of the Government of Kyrgyzstan, which can allow us more active cooperation with western investors.

**OSH CITY MUNICIPALITY/HOMEOWNERS ASSOCIATION**

City Hall

Osh

Telephone: 7 3325 22 25 44

Principals: Mukabek Kalmambetovich, Mayor  
Bekpolot Isiyev, Director of Housing and Communal Services  
Dzhusupbek Sharipov, Deputy Director, Housing  
Latipjan Saginbaev, Deputy Governor, Osh Oblast

Existing Business: Running the City of Osh.

The Project: Completion of 4 adjacent apartment structures; in all 94 living units. The buildings vary in completion from a foundation to being "closed in". The site is in an excellent location; open fields, good views, and utilities within 100 meters. The consultant estimates the cost of completion at USD 500,000. The City will contribute, at no cost, the land and structures to a homeowners association. The plan is to pre-sell the units through a series of deposits in a carefully managed escrow account supervised by EBRD or CAAEF. A Home Owner's association will be created. At closing, the property will be turned over to the Association along with a mortgage. A contractor which was selected by competitive bid will complete the work.

Comments: The concept of a cooperative owning an apartment building was the norm in the Soviet era. Two thirds of the housing stock was owned by some industry kombinat, institute, or union. It is a very familiar concept and well established in law. However, the new factor is the introduction of individual responsibility to pay off a loan and contribute to the general maintenance. The legal side of the loans will need to be structured, a Home Owner's Association established, and common ownership and responsibilities defined. If this prototype is successfully implemented, and an unfinished apartment is transferred to a private association of owners, replicability is assured. Osh will be the hardest of the prototype projects proposed, but potentially the most successful in terms of shelter reform.

**PRELIMINARY PROTOCOL OF COOPERATION  
ON A PROJECT TO COMPLETE UNFINISHED RESIDENTIAL HOUSING  
IN OSH**

12 March, 1995  
Osh, Kyrgyzstan

This Protocol represents a preliminary agreement between the City of Osh (here called Osh Administration), and International City/County Management Association (here called ICMA), concerning cooperation on a project to complete unfinished residential housing in Osh. The parties hereby agree to work together to develop a project, which involves identification of properties, preparation of financing package, construction, and marketing of finished units. The responsibilities of each party are as follows:

**The Osh Administration will:**

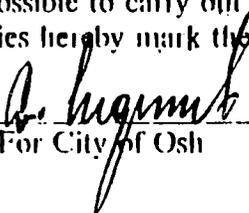
1. Manage and be responsible for this experimental project, to include design, permits, construction, and financial obligations.
2. Designate a project manager, to be primary point of contact with the ICMA team.
3. Enact necessary resolutions and other actions to support the project.
4. Identify properties of uncompleted multi-family housing, which are suitable for completion and sale. It is understood that at time of receipt of financing, these properties will be free of all legal impediments.
5. Agree that the project, when finished, will be organized as a housing cooperative or condominium, and that the ownership of the buildings will be vested in a Resident Association. This Association will be an independent body, and will be responsible for organizing and financing all aspects of operation and maintenance in perpetuity.
6. Cooperate with ICMA in completion of the initial project, and in extending this technique to other cities and oblasts in Kyrgyzstan.
7. Develop a detailed schedule of activities by the end of March, 1995.

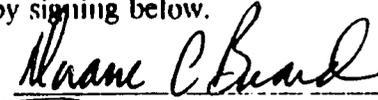
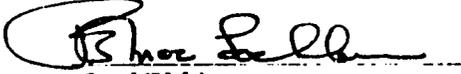
**ICMA will:**

1. Provide on-going technical assistance in planning and implementing the project, including timely visits by ICMA representatives.
2. Work with City and Republic officials to resolve any legal issues in connection with the project, and to assemble a workable financial package.
3. Act as liaison with international financial institutions, both multi-lateral lenders (such as European Bank for Reconstruction and Development, World Bank, Asian Development Bank) and private banks, to secure construction financing for the project on favorable terms.

4. Work with the project manager to organize a marketing and publicity campaign, and underwrite its expenses.
5. Work with Project Manager and City housing officials to develop materials, forms, and regulations etc. as required by the lending institution, and/or good practice.
6. Provide training and technical assistance, as needed, to City officials and Resident Association members in organization of cooperative/condominium, operation of Resident Associations, and private management.

It is understood that decisions outside the control of either party may make it impossible to carry out all parts of this agreement; but insofar as it is in their power, the parties hereby mark their agreement by signing below.

  
\_\_\_\_\_  
For City of Osh

  
\_\_\_\_\_  
  
for ICMA

## **JOINT VENTURE - VLADI**

**Principals:** Vsevolod Tsai, Principal  
G. Damir

**Existing Business:** Bulk purchase, transport, and sale of gasoline from Kazakhstan into Kyrgyzstan, retail of gasoline in Bishkek through owned outlets. Manufacture of beef sausage; 1000 kg per day at 40som/kg. Ownership and operation of two restaurants. Vsevolod Tsai reports sales in 1994 of 10 million US dollars and expects to be at 15 million in 1995.

**The Project:** The construction of 20 single family houses in, what is referred to as, the diplomatic quarter - Bishkek's old airport. Mr. Tsai has reviewed the project with the City of Bishkek whose architect confirms viability. This consultant has been approached with three similar proposals for single family development in "the quarter". Such a project was raised at the first informal gathering of the Inter-Ministerial Task Force. The market may be thin, but with CAMECO, the Canadian gold mining company, soliciting European proposals for 13 single family units, the German Government, the U.S. Government, and the World Bank all looking for upscale housing, Mr. Tsai says he will have the units pre-sold and will be able to self-finance.

**Comments:** Shelter reform is not just low cost housing. Stimulating the local construction industry at the high end will have a positive impact. Limiting the upscale market to foreign construction firms will stigmatize local skills and ingenuity. At the Task Force meeting, the Kyrgyz said they would like to see some single-family and townhouse development. Mr. Tsai has the financial capacity, but in the consultant's opinion, is not sufficiently experienced in construction to manage a project of this nature. Council will have to be provided from the start. Mr. Tsai should be encouraged to align himself with a good architect and building firm.

**APPENDIX A - Apartment Sales Analysis, Bishkek**

Sales of Apartment Units  
Bishkek, July 1994 to March 1995  
Source of data AKIPRESS  
Compiled by I. Jalonova and R. MacLachlan

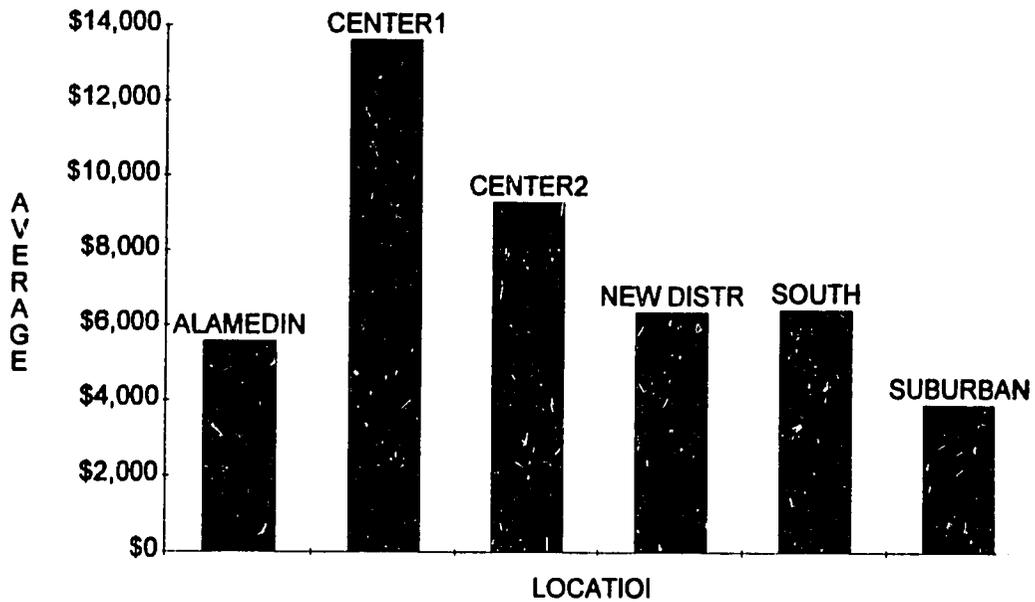
ICMA, Bishkek, Kyrgyzstan  
Proprietary, Information

**Apartment Types:**

- BARRACK** - Worst of the housing stock: built between 1920 and 1940, no utilities.
- BRICK** - Complete brick structure.
- CONNECTED** - Connected rooms, no hallways, small kitchen.
- CZECH** - Brick structure, separate rooms, large kitchen, separate toilet and bathroom.
- 105, 106, 107** - Concrete panel structure, hallway, separate rooms, separate toilet and bathrom, large balconies.
- HOTEL** - Apartment for small family or single person, one room for each family, common kitchen and showers.
- IMPROVED** - Separate rooms, large kitchen, 2 or 3 balconies, separate toilet and bathroom.
- INDIVIDUAL** - Brick structure with modern floor plan.
- ISOLATED** - Separate rooms with hallways, separate toilet and bathroom.
- KHRUSCHEV** - Brick infill and panel structure, small kitchen with hallways.

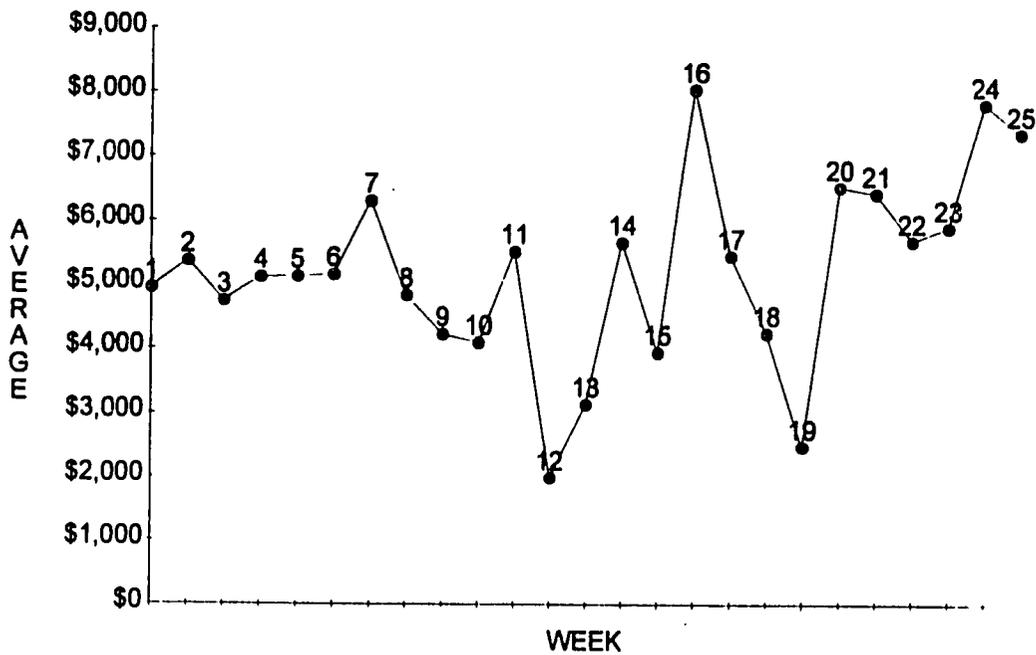
The differentiation of apartment types is understood by local nationals both in physical and cultural terms not easily condensed for the Western reader. The attached map indicates location of market areas.

<b>AVERAGE PRICE BY LOCATION</b>						
<b>Location</b>	<b>Units</b>	<b>Average</b>	<b>Minimum</b>	<b>Maximum</b>	<b>STD</b>	
ALAMEDIN	206	\$5,568	\$2,000	\$20,000	\$2,896	
CENTER1	98	\$13,609	\$3,000	\$45,000	\$8,441	
CENTER2	915	\$9,284	\$1,500	\$39,000	\$5,106	
NEW DISTR	82	\$6,349	\$1,800	\$35,000	\$5,083	
SOUTH	831	\$6,422	\$1,000	\$25,000	\$3,373	
SUBURBAN	134	\$3,897	\$1,300	\$9,000	\$1,598	
<b>BISHKEK</b>	<b>2266</b>	<b>\$7,658</b>				



Proprietary Information: ICMA, Washington, D.C., USA  
 Compiled by I Jalonova and R. MacLachlan

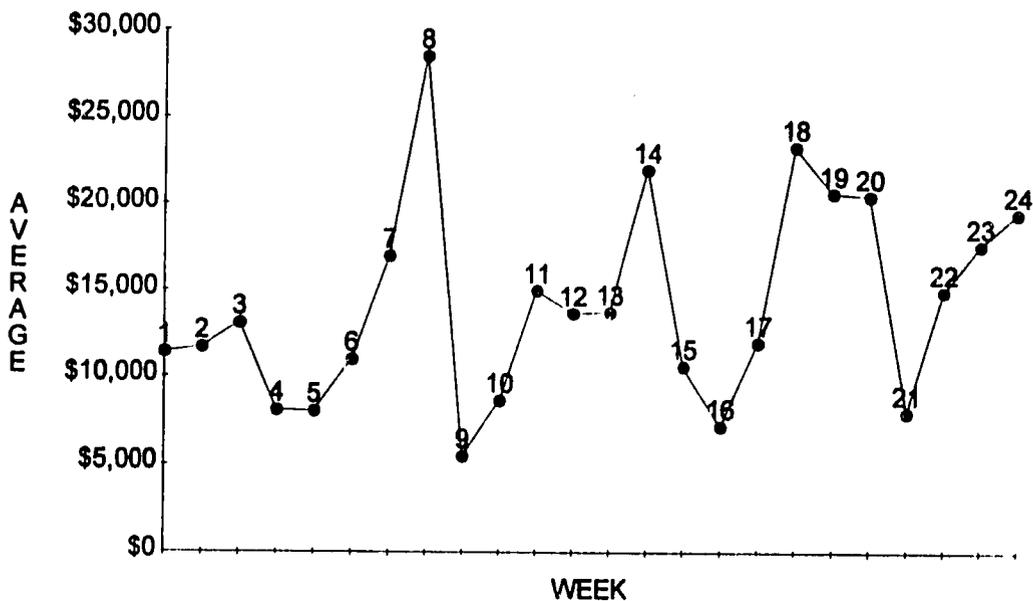
PRICE MOVEMENT BY LOCATION - ALAMEDIN			
	Week	Units	Average
1	7/20/94	6	\$4,950
2	7/27/94	8	\$5,375
3	8/3/94	8	\$4,750
4	8/10/94	10	\$5,120
5	9/14/94	10	\$5,130
6	9/21/94	5	\$5,160
7	9/28/94	7	\$6,314
8	10/19/94	13	\$4,838
9	10/26/94	11	\$4,236
10	11/2/94	13	\$4,108
11	11/9/94	12	\$5,533
12	11/16/94	1	\$2,000
13	11/23/94	2	\$3,150
14	11/30/94	16	\$5,681
15	12/7/94	5	\$3,960
16	12/21/94	7	\$8,071
17	12/28/94	8	\$5,475
18	1/11/95	3	\$4,267
19	1/18/95	1	\$2,500
20	1/25/95	9	\$6,556
21	2/1/95	7	\$6,457
22	2/15/95	10	\$5,720
23	3/1/95	12	\$5,933
24	3/15/95	10	\$7,860
25	3/22/95	12	\$7,400



Proprietary Information ICMA, Washington, D.C. USA  
 Compiled by I Jalonova and R MacLachlan

**PRICE MOVEMENT BY LOCATION - CENTER1**

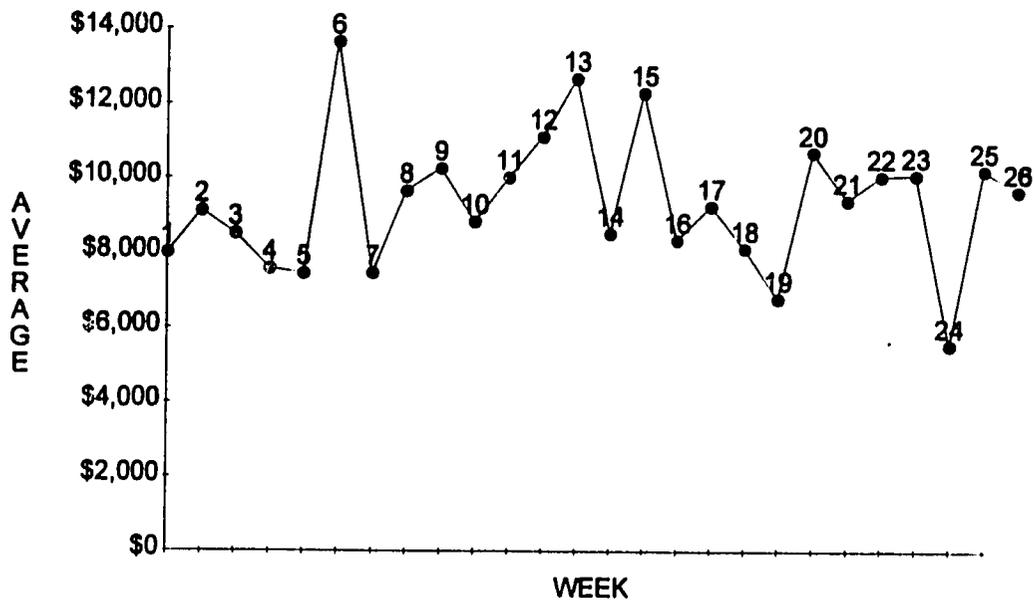
	Week	Units	Average
1	7/20/94	6	\$11,417
2	7/27/94	5	\$11,700
3	8/3/94	5	\$13,100
4	8/10/94	5	\$8,100
5	9/14/94	5	\$8,040
6	9/21/94	3	\$11,000
7	9/28/94	6	\$17,000
8	10/19/94	4	\$28,500
9	10/26/94	2	\$5,500
10	11/2/94	3	\$8,667
11	11/9/94	1	\$15,000
12	11/30/94	8	\$13,688
13	12/7/94	6	\$13,750
14	12/21/94	1	\$22,000
15	12/28/94	11	\$10,636
16	1/11/95	7	\$7,214
17	1/18/95	1	\$12,000
18	1/25/95	3	\$23,333
19	2/1/95	3	\$20,667
20	2/15/95	2	\$20,500
21	3/1/95	1	\$8,000
22	3/8/95	1	\$15,000
23	3/15/95	3	\$17,667
24	3/22/95	6	\$19,500



Proprietary Information ICMA, Washington, D.C. USA  
 Compiled by I Jalonova and R. MacLachlan

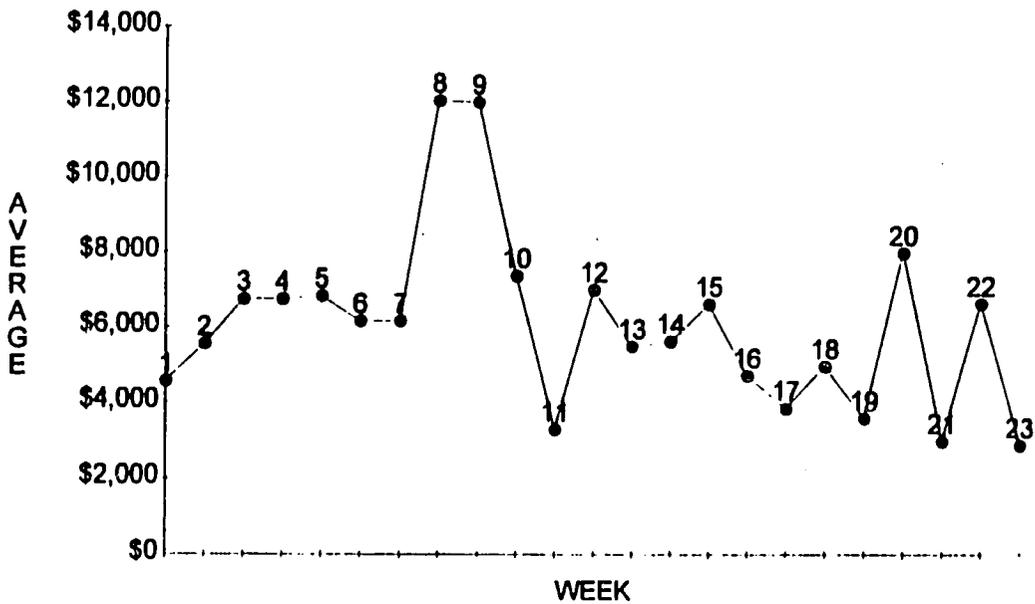
**PRICE MOVEMENT BY LOCATION - CENTER2**

	Week	Units	Average
1	7/20/94	26	\$8,012
2	7/27/94	38	\$9,137
3	8/3/94	50	\$8,531
4	8/10/94	42	\$7,598
5	9/14/94	41	\$7,463
6	9/21/94	11	\$13,664
7	9/28/94	52	\$7,477
8	10/19/94	50	\$9,676
9	10/26/94	45	\$10,287
10	11/2/94	41	\$8,863
11	11/9/94	28	\$10,050
12	11/16/94	24	\$11,146
13	11/23/94	7	\$12,714
14	11/30/94	48	\$8,558
15	12/7/94	12	\$12,333
16	12/21/94	21	\$8,381
17	12/28/94	51	\$9,292
18	1/11/95	19	\$8,168
19	1/18/95	11	\$6,836
20	1/25/95	53	\$10,749
21	2/1/95	45	\$9,462
22	2/15/95	32	\$10,113
23	3/1/95	58	\$10,148
24	3/8/95	10	\$5,600
25	3/15/95	42	\$10,283
26	3/22/95	58	\$9,738



**PRICE MOVEMENT BY LOCATION - NEW DISTRICTS**

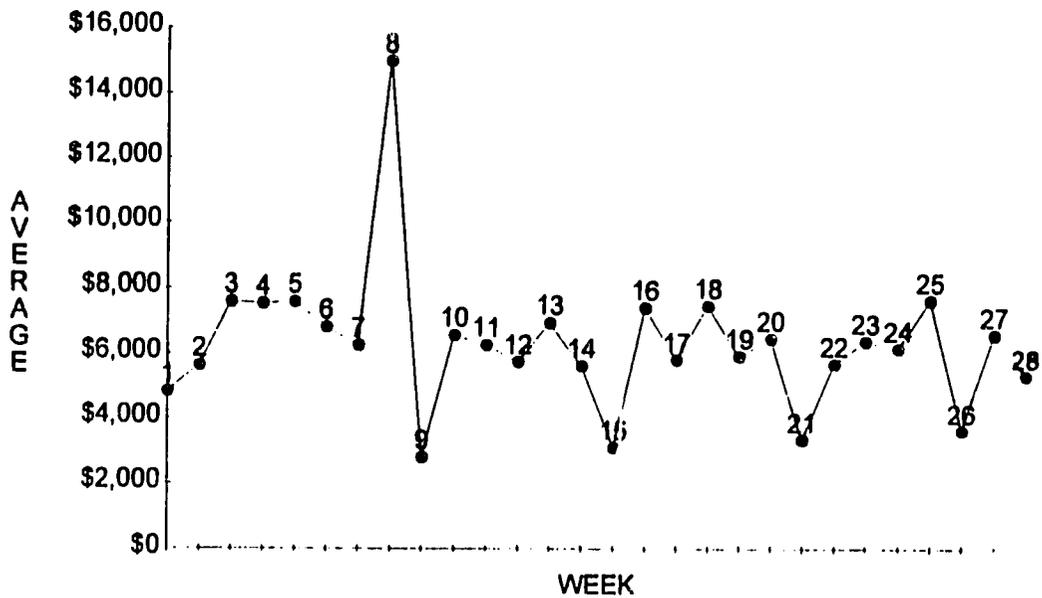
	Week	Units	Average
1	7/27/94	5	\$4,560
2	8/3/94	5	\$5,560
3	8/10/94	4	\$6,750
4	9/14/94	4	\$6,750
5	9/21/94	3	\$6,833
6	9/28/94	3	\$6,167
7	10/19/94	3	\$6,167
8	10/26/94	5	\$12,040
9	11/2/94	4	\$12,000
10	11/9/94	4	\$7,375
11	11/16/94	1	\$3,300
12	11/23/94	3	\$7,000
13	11/30/94	3	\$5,500
14	12/7/94	4	\$5,625
15	12/21/94	4	\$6,625
16	12/28/94	9	\$4,722
17	1/11/95	2	\$3,850
18	1/25/95	7	\$4,971
19	2/1/95	3	\$3,600
20	3/1/95	2	\$8,000
21	3/8/95	1	\$3,000
22	3/15/95	2	\$6,650
23	3/22/95	1	\$2,900



Proprietary Information - ICMA, Washington, D.C., USA  
 Compiled by I Jalonova and R. MacLachlan

**PRICE MOVEMENT BY LOCATION - SOUTH**

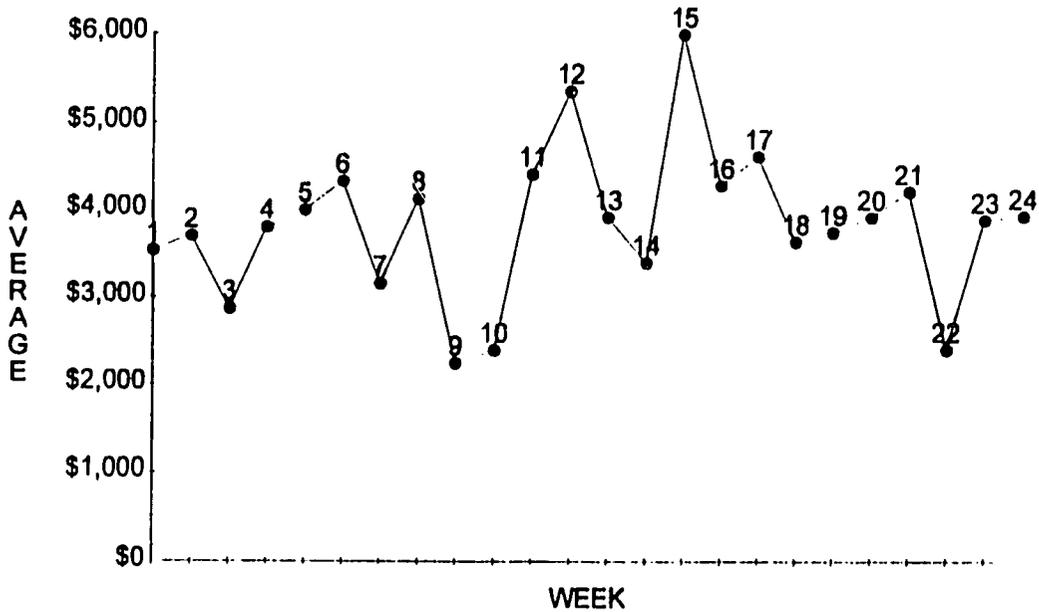
	Week	Units	Average
1	7/20/94	44	\$4,845
2	7/27/94	26	\$5,654
3	8/3/94	20	\$7,600
4	8/10/94	26	\$7,538
5	9/14/94	26	\$7,596
6	9/21/94	34	\$6,832
7	9/28/94	36	\$6,272
8	10/2/94	1	\$15,000
9	10/12/94	1	\$2,800
10	10/19/94	48	\$6,594
11	10/26/94	34	\$6,294
12	11/2/94	50	\$5,770
13	11/9/94	47	\$6,970
14	11/16/94	45	\$5,651
15	11/23/94	2	\$3,100
16	11/30/94	48	\$7,433
17	12/7/94	3	\$5,833
18	12/21/94	44	\$7,484
19	12/28/94	36	\$5,950
20	1/11/95	20	\$6,490
21	1/18/95	3	\$3,333
22	1/25/95	41	\$5,707
23	2/1/95	31	\$6,410
24	2/15/95	32	\$6,191
25	3/1/95	39	\$7,656
26	3/8/95	4	\$3,625
27	3/15/95	52	\$6,604
28	3/22/95	38	\$5,334



Proprietary Information ICMA, Washington, D.C., USA  
 Compiled by I Jalonova and R MacLachlan

**PRICE MOVEMENT BY LOCATION - SUBURBAN**

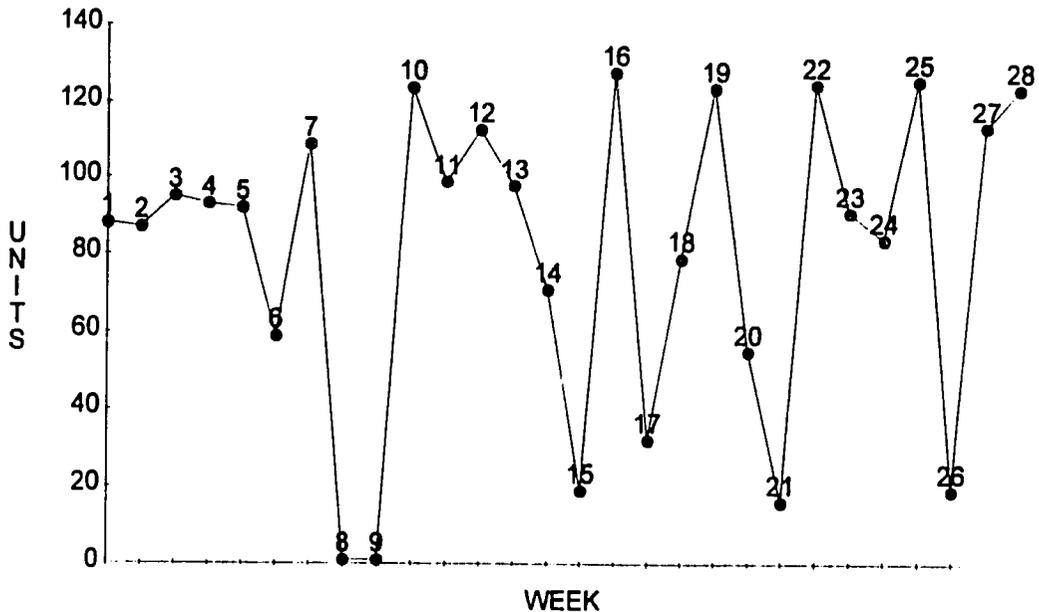
	Week	Units	Average
1	7/20/94	6	\$3,533
2	7/27/94	5	\$3,700
3	8/3/94	7	\$2,871
4	8/10/94	6	\$3,800
5	9/14/94	6	\$4,000
6	9/21/94	3	\$4,333
7	9/28/94	5	\$3,160
8	10/19/94	6	\$4,133
9	10/26/94	2	\$2,250
10	11/2/94	2	\$2,400
11	11/9/94	6	\$4,417
12	11/23/94	5	\$5,360
13	11/30/94	5	\$3,920
14	12/7/94	2	\$3,400
15	12/21/94	2	\$6,000
16	12/28/94	9	\$4,289
17	1/11/95	4	\$4,625
18	1/25/95	12	\$3,642
19	2/1/95	2	\$3,750
20	2/15/95	8	\$3,925
21	3/1/95	14	\$4,221
22	3/8/95	3	\$2,417
23	3/15/95	5	\$3,900
24	3/22/95	9	\$3,944



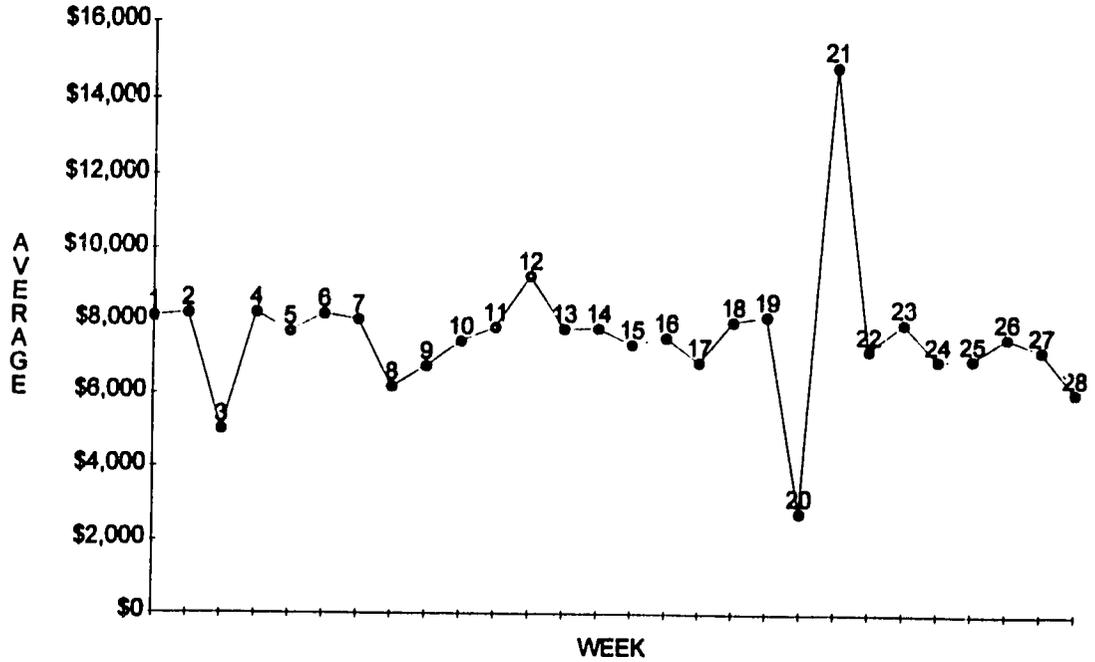
Proprietary Information - ICMA, Washington, D.C., USA  
 Compiled by I. Jalonova and R. MacLachlan

PRICE MOVEMENT OVER TIME			
Week	Units	Av Price	3WK MA
3/22/95	124	\$8,159	
3/15/95	114	\$8,243	
3/8/95	19	\$5,039	\$7,147
3/1/95	126	\$8,266	\$7,183
2/15/95	84	\$7,754	\$7,020
2/1/95	91	\$8,242	\$8,087
1/25/95	125	\$8,090	\$8,028
1/18/95	16	\$6,231	\$7,521
1/11/95	55	\$6,809	\$7,043
12/28/94	124	\$7,500	\$6,847
12/21/94	79	\$7,877	\$7,395
12/7/94	32	\$9,284	\$8,221
11/30/94	128	\$7,845	\$8,335
11/23/94	19	\$7,858	\$8,329
11/16/94	71	\$7,424	\$7,709
11/9/94	98	\$7,616	\$7,633
11/2/94	113	\$6,939	\$7,326
10/26/94	99	\$8,073	\$7,543
10/19/94	124	\$8,230	\$7,747
10/12/94	1	\$2,800	\$6,368
10/2/94	1	\$15,000	\$8,677
9/28/94	109	\$7,294	\$8,365
9/21/94	59	\$8,049	\$10,115
9/14/94	92	\$7,022	\$7,455
8/10/94	93	\$7,060	\$7,377
8/3/94	95	\$7,674	\$7,252
7/27/94	87	\$7,322	\$7,352
7/20/94	88	\$6,147	\$7,048
	2266	\$7,658	

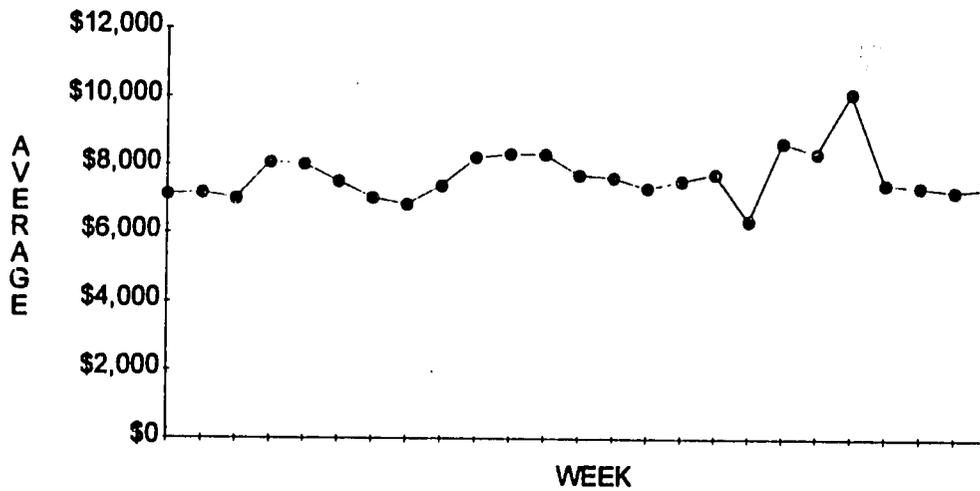
UNITS SOLD, WEEK



### PRICE MOVEMENT BY OVER TIME

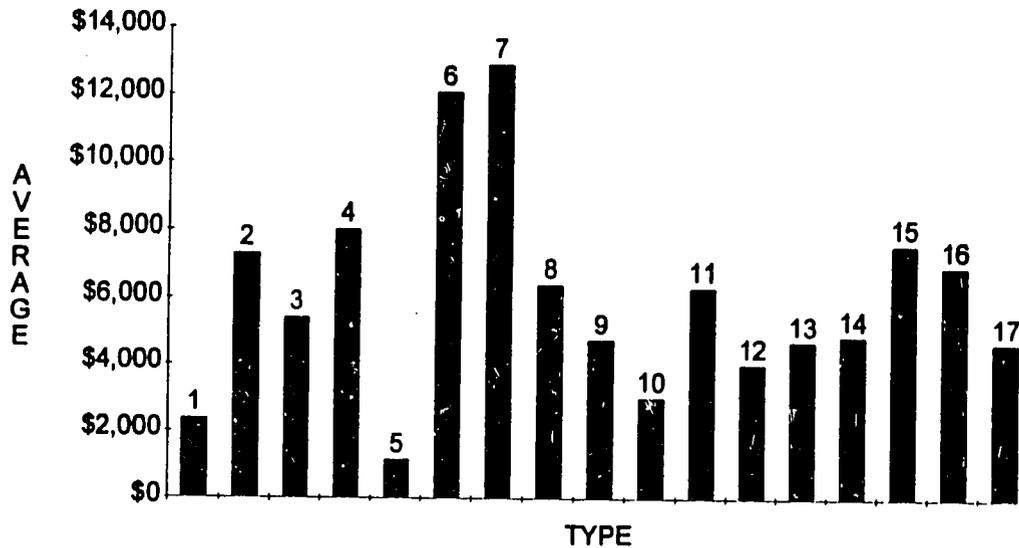


### 3WEEK MOVING AVERAGE



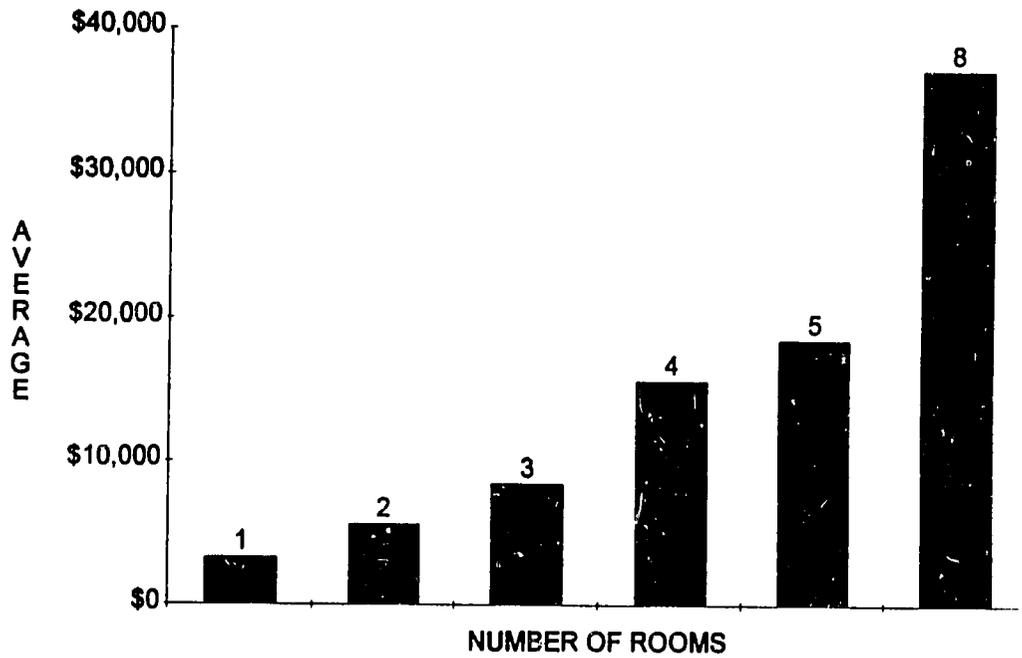
Proprietary Information: ICMA, Washington, D.C., USA  
 Compiled by I. Jatonova and R. MacLachlan

APARTMENT TYPE						
	Type	Units	Average	Minimum	Maximum	STD
1	BARRACK	18	\$2,350	\$1,500	\$3,000	\$480
2	BRICK	11	\$7,300	\$2,800	\$14,000	\$3,456
3	CONNECT	512	\$5,404	\$2,300	\$15,000	\$1,579
4	CZECH	47	\$8,004	\$3,500	\$18,000	\$3,647
5	HOTEL	2	\$1,150	\$1,000	\$1,300	\$150
6	IMPROVE	117	\$12,068	\$2,500	\$32,000	\$5,920
7	INDIVIDUA	330	\$12,894	\$2,000	\$45,000	\$7,131
8	ISOLATED	9	\$6,389	\$3,200	\$12,500	\$2,609
9	KHRUSCH	83	\$4,740	\$1,500	\$15,000	\$2,401
10	NO UTILITI	2	\$3,000	\$3,000	\$3,000	\$0
11	NOT SPEC	69	\$6,307	\$1,500	\$25,000	\$4,172
12	SPECIAL	1	\$4,000	\$4,000	\$4,000	\$0
13	103	2	\$4,700	\$3,400	\$6,000	\$1,300
14	104	171	\$4,862	\$2,000	\$16,000	\$1,773
15	105	788	\$7,577	\$1,600	\$35,000	\$3,818
16	106	101	\$6,950	\$2,000	\$15,000	\$3,266
17	107	3	\$4,667	\$3,000	\$7,500	\$2,014
	<b>Average P</b>	2266	\$7,658			



Proprietary Information: ICMA, Washington, D.C., USA  
 Compiled by I. Jalonova and R. MacLachlan

COMPARATIVE PRICE BY NUMBER ROOMS			
Rooms	Units	Av Price	Total Sales
1	198	\$3,238	\$641,050
2	805	\$5,584	\$4,495,000
3	1072	\$8,420	\$9,018,300
4	148	\$15,566	\$2,303,800
5	38	\$18,447	\$701,000
8	5	\$37,200	\$186,000



Proprietary Information: ICMA, Washington, D.C., USA  
 Compiled by I. Jalonova and R. MacLachlan

**PRICE MOVEMENT BY APARTMENT TYPE**

<b>Apartment Type</b>	<b>Week</b>	<b>Units</b>	<b>Av Price</b>	<b>Total Sales</b>
BARRACK	3/15/95	1	\$2,000	\$2,000
BARRACK	3/1/95	1	\$1,500	\$1,500
BARRACK	2/15/95	1	\$3,000	\$3,000
BARRACK	2/1/95	2	\$2,250	\$4,500
BARRACK	1/25/95	1	\$3,000	\$3,000
BARRACK	1/18/95	1	\$1,700	\$1,700
BARRACK	11/30/94	1	\$2,000	\$2,000
BARRACK	11/9/94	2	\$2,750	\$5,500
BARRACK	11/2/94	2	\$2,500	\$5,000
BARRACK	10/26/94	3	\$2,500	\$7,500
BARRACK	10/19/94	1	\$2,500	\$2,500
BARRACK	7/27/94	1	\$2,000	\$2,000
BARRACK	7/20/94	1	\$2,100	\$2,100
BRICK	7/27/94	1	\$6,000	\$6,000
BRICK	7/20/94	10	\$7,430	\$74,300
CONNECTED	3/22/95	15	\$5,800	\$87,000
CONNECTED	3/15/95	19	\$5,726	\$108,800
CONNECTED	3/8/95	1	\$4,500	\$4,500
CONNECTED	3/1/95	18	\$5,989	\$107,800
CONNECTED	2/15/95	29	\$5,452	\$158,100
CONNECTED	2/1/95	25	\$5,644	\$141,100
CONNECTED	1/25/95	25	\$5,776	\$144,400
CONNECTED	1/11/95	16	\$5,594	\$89,500
CONNECTED	12/28/94	30	\$5,973	\$179,200
CONNECTED	12/21/94	19	\$5,695	\$108,200
CONNECTED	12/7/94	7	\$5,829	\$40,800
CONNECTED	11/30/94	36	\$5,375	\$193,500
CONNECTED	11/23/94	5	\$3,600	\$18,000
CONNECTED	11/16/94	24	\$5,246	\$125,900
CONNECTED	11/9/94	24	\$5,679	\$136,300
CONNECTED	11/2/94	33	\$5,121	\$169,000
CONNECTED	10/26/94	30	\$4,983	\$149,500
CONNECTED	10/19/94	25	\$6,364	\$159,100
CONNECTED	9/28/94	24	\$5,525	\$132,600
CONNECTED	9/21/94	12	\$5,233	\$62,800
CONNECTED	9/14/94	17	\$4,806	\$81,700
CONNECTED	8/10/94	17	\$4,329	\$73,600
CONNECTED	8/3/94	19	\$5,116	\$97,200
CONNECTED	7/27/94	19	\$4,968	\$94,400
CONNECTED	7/20/94	23	\$4,522	\$104,000
CZECH	3/22/95	6	\$9,833	\$59,000
CZECH	3/15/95	5	\$7,740	\$38,700
CZECH	3/1/95	4	\$12,875	\$51,500
CZECH	2/15/95	3	\$7,333	\$22,000
CZECH	2/1/95	2	\$15,000	\$30,000
CZECH	1/25/95	1	\$9,000	\$9,000
CZECH	12/28/94	1	\$9,000	\$9,000
CZECH	12/7/94	2	\$4,000	\$8,000

Apartment Type	Week	Units	Av Price	Total Sales
CZECH	11/30/94	3	\$6,333	\$19,000
CZECH	11/9/94	1	\$7,000	\$7,000
CZECH	10/19/94	2	\$5,500	\$11,000
CZECH	9/28/94	2	\$6,250	\$12,500
CZECH	9/14/94	6	\$6,333	\$38,000
CZECH	8/10/94	6	\$6,167	\$37,000
CZECH	8/3/94	1	\$8,000	\$8,000
CZECH	7/20/94	2	\$8,250	\$16,500
HOTEL	3/22/95	1	\$1,000	\$1,000
HOTEL	7/20/94	1	\$1,300	\$1,300
IMPROVED	3/22/95	8	\$10,688	\$85,500
IMPROVED	3/15/95	7	\$9,500	\$66,500
IMPROVED	3/8/95	2	\$7,750	\$15,500
IMPROVED	3/1/95	3	\$15,667	\$47,000
IMPROVED	2/15/95	1	\$7,800	\$7,800
IMPROVED	2/1/95	3	\$11,000	\$33,000
IMPROVED	1/25/95	9	\$12,511	\$112,600
IMPROVED	1/18/95	1	\$3,000	\$3,000
IMPROVED	1/11/95	3	\$10,500	\$31,500
IMPROVED	12/28/94	9	\$12,056	\$108,500
IMPROVED	12/21/94	1	\$18,000	\$18,000
IMPROVED	12/7/94	2	\$16,500	\$33,000
IMPROVED	11/30/94	8	\$15,500	\$124,000
IMPROVED	11/16/94	7	\$12,714	\$89,000
IMPROVED	11/9/94	4	\$16,500	\$66,000
IMPROVED	11/2/94	6	\$10,083	\$60,500
IMPROVED	10/26/94	4	\$14,000	\$56,000
IMPROVED	10/19/94	13	\$13,000	\$169,000
IMPROVED	9/28/94	5	\$9,900	\$49,500
IMPROVED	9/21/94	5	\$13,200	\$66,000
IMPROVED	9/14/94	1	\$6,500	\$6,500
IMPROVED	8/10/94	1	\$6,500	\$6,500
IMPROVED	8/3/94	9	\$12,889	\$116,000
IMPROVED	7/27/94	4	\$8,125	\$32,500
IMPROVED	7/20/94	1	\$8,500	\$8,500
INDIVIDUAL	3/22/95	21	\$14,143	\$297,000
INDIVIDUAL	3/15/95	22	\$12,900	\$283,800
INDIVIDUAL	3/8/95	2	\$9,000	\$18,000
INDIVIDUAL	3/1/95	17	\$13,794	\$234,500
INDIVIDUAL	2/15/95	9	\$14,778	\$133,000
INDIVIDUAL	2/1/95	15	\$14,500	\$217,500
INDIVIDUAL	1/25/95	16	\$14,938	\$239,000
INDIVIDUAL	1/18/95	5	\$9,600	\$48,000
INDIVIDUAL	1/11/95	4	\$12,600	\$50,400
INDIVIDUAL	12/28/94	12	\$14,158	\$169,900
INDIVIDUAL	12/21/94	11	\$12,091	\$133,000
INDIVIDUAL	12/7/94	7	\$17,429	\$122,000
INDIVIDUAL	11/30/94	15	\$13,900	\$208,500
INDIVIDUAL	11/23/94	4	\$14,000	\$56,000
INDIVIDUAL	11/16/94	7	\$16,000	\$112,000

<b>Apartment Type</b>	<b>Week</b>	<b>Units</b>	<b>Av Price</b>	<b>Total Sales</b>
INDIVIDUAL	11/9/94	4	\$13,950	\$55,800
INDIVIDUAL	11/2/94	12	\$13,358	\$160,300
INDIVIDUAL	10/26/94	13	\$14,731	\$191,500
INDIVIDUAL	10/19/94	21	\$12,414	\$260,700
INDIVIDUAL	9/28/94	13	\$12,362	\$160,700
INDIVIDUAL	9/21/94	8	\$16,938	\$135,500
INDIVIDUAL	9/14/94	24	\$9,600	\$230,400
INDIVIDUAL	8/10/94	25	\$10,120	\$253,000
INDIVIDUAL	8/3/94	21	\$10,450	\$209,000
INDIVIDUAL	7/27/94	17	\$12,088	\$205,500
INDIVIDUAL	7/20/94	5	\$11,400	\$57,000
ISOLATED	1/11/95	2	\$6,500	\$13,000
ISOLATED	12/28/94	3	\$8,500	\$25,500
ISOLATED	12/21/94	1	\$4,500	\$4,500
ISOLATED	11/30/94	1	\$5,800	\$5,800
ISOLATED	7/20/94	2	\$4,350	\$8,700
KHRUSCHEV	3/22/95	5	\$5,140	\$25,700
KHRUSCHEV	3/15/95	1	\$4,500	\$4,500
KHRUSCHEV	3/1/95	4	\$6,250	\$25,000
KHRUSCHEV	2/15/95	1	\$2,800	\$2,800
KHRUSCHEV	2/1/95	2	\$6,250	\$12,500
KHRUSCHEV	1/25/95	4	\$5,750	\$23,000
KHRUSCHEV	1/11/95	1	\$5,000	\$5,000
KHRUSCHEV	12/28/94	5	\$5,600	\$28,000
KHRUSCHEV	12/21/94	2	\$4,250	\$8,500
KHRUSCHEV	12/7/94	1	\$4,000	\$4,000
KHRUSCHEV	11/30/94	2	\$4,500	\$9,000
KHRUSCHEV	11/16/94	6	\$3,583	\$21,500
KHRUSCHEV	11/9/94	5	\$5,320	\$26,600
KHRUSCHEV	11/2/94	4	\$4,700	\$18,800
KHRUSCHEV	10/26/94	1	\$13,000	\$13,000
KHRUSCHEV	10/19/94	10	\$5,880	\$58,800
KHRUSCHEV	9/28/94	6	\$4,467	\$26,800
KHRUSCHEV	9/21/94	6	\$4,050	\$24,300
KHRUSCHEV	9/14/94	4	\$3,875	\$15,500
KHRUSCHEV	8/10/94	4	\$3,750	\$15,000
KHRUSCHEV	8/3/94	1	\$4,500	\$4,500
KHRUSCHEV	7/27/94	6	\$2,433	\$14,600
KHRUSCHEV	7/20/94	2	\$3,000	\$6,000
NO UTILITIES	11/2/94	1	\$3,000	\$3,000
NO UTILITIES	10/26/94	1	\$3,000	\$3,000
NOT SPECIFIED	3/22/95	13	\$4,354	\$56,600
NOT SPECIFIED	3/15/95	7	\$6,514	\$45,600
NOT SPECIFIED	3/8/95	3	\$3,683	\$11,050
NOT SPECIFIED	3/1/95	11	\$6,827	\$75,100
NOT SPECIFIED	2/15/95	3	\$11,400	\$34,200
NOT SPECIFIED	2/1/95	1	\$3,000	\$3,000
NOT SPECIFIED	1/25/95	3	\$3,767	\$11,300
NOT SPECIFIED	1/18/95	3	\$5,500	\$16,500

Apartment Type	Week	Units	Av Price	Total Sales
NOT SPECIFIED	1/11/95	3	\$6,667	\$20,000
NOT SPECIFIED	12/28/94	5	\$5,960	\$29,800
NOT SPECIFIED	12/21/94	1	\$7,000	\$7,000
NOT SPECIFIED	11/30/94	3	\$10,267	\$30,800
NOT SPECIFIED	11/23/94	1	\$9,000	\$9,000
NOT SPECIFIED	11/16/94	4	\$6,000	\$24,000
NOT SPECIFIED	9/28/94	2	\$9,500	\$19,000
NOT SPECIFIED	9/21/94	1	\$10,000	\$10,000
NOT SPECIFIED	9/14/94	2	\$5,600	\$11,200
NOT SPECIFIED	8/10/94	2	\$6,000	\$12,000
NOT SPECIFIED	8/3/94	1	\$9,000	\$9,000
SPECIAL	9/21/94	1	\$4,000	\$4,000
103	11/30/94	1	\$3,400	\$3,400
103	11/9/94	1	\$6,000	\$6,000
104	3/22/95	12	\$5,275	\$63,300
104	3/15/95	15	\$4,907	\$73,600
104	3/8/95	5	\$3,100	\$15,500
104	3/1/95	13	\$6,654	\$86,500
104	2/15/95	4	\$5,800	\$23,200
104	2/1/95	11	\$5,264	\$57,900
104	1/25/95	15	\$4,273	\$64,100
104	1/18/95	1	\$5,000	\$5,000
104	1/11/95	2	\$3,850	\$7,700
104	12/28/94	8	\$4,175	\$33,400
104	12/21/94	7	\$4,900	\$34,300
104	12/7/94	3	\$3,767	\$11,300
104	11/30/94	8	\$4,513	\$36,100
104	11/23/94	1	\$3,500	\$3,500
104	11/16/94	7	\$4,629	\$32,400
104	11/9/94	2	\$4,500	\$9,000
104	11/2/94	9	\$4,467	\$40,200
104	10/26/94	5	\$5,540	\$27,700
104	10/19/94	7	\$4,586	\$32,100
104	10/12/94	1	\$2,800	\$2,800
104	9/28/94	8	\$4,538	\$36,300
104	9/21/94	2	\$3,000	\$6,000
104	9/14/94	5	\$6,000	\$30,000
104	8/10/94	5	\$5,740	\$28,700
104	8/3/94	3	\$5,433	\$16,300
104	7/27/94	6	\$4,467	\$26,800
104	7/20/94	6	\$4,617	\$27,700
105	3/22/95	39	\$7,764	\$302,800
105	3/15/95	36	\$8,506	\$306,200
105	3/8/95	6	\$5,200	\$31,200
105	3/1/95	52	\$7,473	\$388,600
105	2/15/95	30	\$8,257	\$247,700
105	2/1/95	24	\$9,050	\$217,200
105	1/25/95	42	\$8,281	\$347,800
105	1/18/95	5	\$5,100	\$25,500

<b>Apartment Type</b>	<b>Week</b>	<b>Units</b>	<b>Av Price</b>	<b>Total Sales</b>
105	1/11/95	21	\$6,805	\$142,900
105	12/28/94	44	\$6,925	\$304,700
105	12/21/94	35	\$8,466	\$296,300
105	12/7/94	8	\$7,563	\$60,500
105	11/30/94	46	\$7,485	\$344,300
105	11/23/94	6	\$7,050	\$42,300
105	11/16/94	15	\$7,287	\$109,300
105	11/9/94	49	\$7,904	\$387,300
105	11/2/94	40	\$7,450	\$298,000
105	10/26/94	37	\$8,770	\$324,500
105	10/19/94	40	\$7,458	\$298,300
105	9/28/94	42	\$7,631	\$320,500
105	9/21/94	20	\$6,865	\$137,300
105	9/14/94	28	\$6,829	\$191,200
105	8/10/94	28	\$6,754	\$189,100
105	8/3/94	34	\$6,174	\$209,900
105	7/27/94	30	\$7,723	\$231,700
105	7/20/94	31	\$6,945	\$215,300
106	3/22/95	4	\$8,450	\$33,800
106	3/15/95	1	\$10,000	\$10,000
106	3/1/95	3	\$8,000	\$24,000
106	2/15/95	3	\$6,500	\$19,500
106	2/1/95	6	\$5,550	\$33,300
106	1/25/95	9	\$6,333	\$57,000
106	1/11/95	3	\$4,833	\$14,500
106	12/28/94	7	\$6,000	\$42,000
106	12/21/94	2	\$6,250	\$12,500
106	12/7/94	2	\$8,750	\$17,500
106	11/30/94	4	\$6,925	\$27,700
106	11/23/94	2	\$10,250	\$20,500
106	11/16/94	1	\$13,000	\$13,000
106	11/9/94	6	\$7,817	\$46,900
106	11/2/94	6	\$4,883	\$29,300
106	10/26/94	5	\$5,300	\$26,500
106	10/19/94	5	\$5,800	\$29,000
106	10/2/94	1	\$15,000	\$15,000
106	9/28/94	5	\$5,340	\$26,700
106	9/21/94	3	\$8,500	\$25,500
106	9/14/94	5	\$8,300	\$41,500
106	8/10/94	5	\$8,340	\$41,700
106	8/3/94	6	\$8,583	\$51,500
106	7/27/94	3	\$7,833	\$23,500
106	7/20/94	4	\$4,875	\$19,500
107	9/28/94	2	\$5,250	\$10,500
107	9/21/94	1	\$3,500	\$3,500

**AVERAGE PRICE BY LOCATION BY NUMBER OF ROOMS**

<b>Location</b>	<b>Rooms</b>	<b>Units</b>	<b>Price</b>
ALAMEDIN	1	24	\$2,696
ALAMEDIN	2	75	\$4,185
ALAMEDIN	3	96	\$6,818
ALAMEDIN	4	10	\$9,800
ALAMEDIN	5	1	\$16,000
CENTER1	1	7	\$4,243
CENTER1	2	34	\$8,294
CENTER1	3	49	\$16,286
CENTER1	4	3	\$33,000
CENTER1	5	5	\$25,000
CENTER2	1	58	\$3,571
CENTER2	2	329	\$6,524
CENTER2	3	424	\$10,132
CENTER2	4	81	\$16,528
CENTER2	5	20	\$19,550
CENTER2	8	3	\$38,667
NEW DISTRICTS	1	12	\$3,100
NEW DISTRICTS	2	27	\$4,570
NEW DISTRICTS	3	29	\$6,241
NEW DISTRICTS	4	12	\$9,083
NEW DISTRICTS	8	2	\$35,000
SOUTH	1	83	\$3,167
SOUTH	2	284	\$5,010
SOUTH	3	412	\$6,883
SOUTH	4	40	\$16,100
SOUTH	5	12	\$14,083
SUBURBAN	1	14	\$2,818
SUBURBAN	2	56	\$3,655
SUBURBAN	3	62	\$4,244
SUBURBAN	4	2	\$7,500

**APPENDIX B - Unfinished Apartments Buildings, Bishkek**

ICMA KYRGYZSTAN - HOUSING INDICATORS ( DRAFT MARCH 1995 )

Information on construction of unfinished apartment buildings and their cost indices in Bishkek by enterprises (without city administration construction department )

	Unit of measurement	Capacity according to the project	Beginning period	Finishing period according to the project	Finishing period according to the prediction	Client	Contractor	Notes	Estimate cost in 1994 prices	Performed as of January 1, 1994	Subject to be performed before ending of construction according to the estimate in current prices	Source of financing
Total introduction	sq.meters	198271							53756.9	164461.7	51696.7	206231.1
1. 40 apartment building, Krasnooktyabskaya str.	sq.meters	3186	1990,XII	1992	1994	Kyrgyzz Agricultural Institute	CHUPS corporation		3.6	275.1	2.6	2871.1 own funds
2. 30 apartment building, Patris Lumumba str.	sq.meters	1575	1992	1994	1995	Military Unit	At their expense		9.5	660	3.3	3696 own funds
3. 48 apartment building, Leningradskaya str.	sq.meters	2400	1991	1994	suspended	Plant-growing farm	Ministry of railways		11.4	Sold to Adil Bank		
4. 72 apartment building, quarter 110	sq.meters	4600	1992	1995	suspended	Bishkek Kurulush joint-stock company	Monolith (experimental plant)		10.7	1149	6.4	7132.4 Own funds
5. 204 apartment building, Sadygaliev str.	sq.meters	8793	1991	1995	suspended	Kyrgyzzmebel association			24.4	23.7	17.1	18992.4 Own funds
6. 2*12 apartment buildings, Mesarosh str.	sq.meters	2700	1990	1994	1994	Agrospetsmontazh association	CHASS -1		7.3	812.5	6.6	7313.7 Own funds
7. 55 apartment building, Kommunisticheskaya street	sq.meters	3226	1989	1994	suspended	Kyrgyzzmebel association	CHASS-1		11.3	6169	4	4399 Own funds
8. 48 apartment building Tolstoy Str.	sq.meters	2250	1990	1994	suspended	Agrotechpromproekt	CHASS-1		8.1	4498.8	4	4499 Own funds
9. 54 apartment building Kok-Djar microdistrict	sq.meters	3018	1992	1994	suspended	Ministry of Trade	Azat		6.1	4404.7	2.3	2371.7 Own funds
10. 115 apt. building Ordjonikidze Str.	sq.meters	6176	1990	1994	suspended	Orgtehtstroj	own funds		11.5	295	5.6	6414 Own funds
11. 72 apt. building Kok-Djar microdistrict	sq.meters	4436	1991	1994	suspended	Youth housing cooperative "Ulan"	own funds		7.7	5555.8	3.5	4545.6 Own funds
12. 104 apt. building Tolstoy Str	sq.meters	3800	1991	1995	suspended	Youth housing cooperative "Ulan"	own funds		9.3	6084.8	4.6	6084.8 Own funds
13. 14 apt. building Krasnaya Str	sq.meters	3000	1992	1994	suspended	Chu Soviet of Oblast Deputies	Azat		10.2	9310	3	3989.8 Own funds
14. 18 apt. building Krasnaya Str	sq.meters	4835	1989	1994	suspended	Housing and Construction Cooperative "Kyrgyzzabytsouz"	own funds		9.3	7927.5	3.3	4288.6 Own funds
15. 63 apt. building Krasnaya Str	sq.meters	2460	1990	1994	suspended	SMU -3	own funds		6.3	67.9	0.6	822 Own funds

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16. 85 apt. building Vasiliev Str.	sq.meters	4370	1991	1994 suspended	PR#19	expedition comp.	8.6	5606.2	4.3	5606.2	Own funds		
17. 89 apt. build. Vasiliev Str.	sq.meters	4280	1992	1994 suspended	PR#19	expedition	9.1	10089.3	1.4	1780.4	Own funds		
18. 32 apt. building Mesarosh Str.	sq.meters	1820	1990	1995 susp.	PATP#1	Ministry of railways	5.5	649.9	5	851.1	Own funds		
19. 2 * 36 apt. buildings	sq.meters	3600	1990	1994	Quarter 4 AB #7 1994	Small firm "Grant"	9.2	193.9	0.5	605.1	Own funds		
20. 2*20 apt. buildings Profsoznaya Str.	sq.meters	2800	1990	1994 suspended	PATP #1	Ministry of railways	8.1	8.9	8.9	9052.8	Own funds		
21. 4*12 apt. buildings Ilimenskyaa Str.	sq.meters	1860	1990	1995 suspended	FER #3	PMK Sokuluk	6.2	7958.1	5.6	170.5	Own funds		
22. 72 apt. building Frunze-40 let Oktyabry	sq.meters	3000	1990	1994 suspended	State Committee of Roads	Sokuluk DCU	9	2.3	6.3	8285.9	Own funds		
23. 3*12 apt. buildings Kainazarov Str.	sq.meters	1528	1990	1994 suspended	Construction Dpt. of Lenin plant	own funds	5.3	2096	3.7	4887.6	Own funds		
24. 154 apt. building Sovetskaya	sq.meters	5800	1990	1994 suspended	KGB	Koopstroi	10.9	930.9	2.7	3103.1	Own funds		
25. 24 apt. building Orozbekov Str.	sq.meters	1240	1990	1994 susp.	Ministry of Communic.	TZS	5.2	1470.6	3.9	4411.8	Own funds		
26. 37 apt. building Industrialnaya Str.	sq.meters	1828	1990	1994 suspended	Kyrgyzdortransproekt	SMU #5	5.7	972.2	4.9	5508.9	Own funds		
27. 118 apt. building Moskovskaya-Kalyk Akiev	sq.meters	3000	1988	1994 suspended	the same	the same	12.6	415.2	3.1	3570.7	Own funds		
28. 78 apt. building Toktogul-Isanov Str.	sq.meters	2600	1993	1995 suspended	KNB		8.7	989.7	7.9	8906.7	Own funds		
29. 52 apt. building Asanbai microdistrict	sq.meters	3733	1988	1990	1995 Design Institute Giprovodhcz* Chupromstol	PMK #401	9.2	82.3	8.4	1007	Own funds		
30. 48 apt. building Mederov Str.	sq.meters	2400	1991	1992	1996 SAP	SAP	Being built	1500 in 1993	102	1398	2002	Own funds	
31. 102 apt. building Mederov Str.	sq.meters	5739	1992	1993	1995 SAP	SAP	Being built	prices 3100 in 1993	908	2192	2600	Own funds	
32. 52 apt. building Asanbai microdistrict	sq.meters	3733	1993	1995	1996, July SAP	SAP	Lack of funds	1800 in 1993 prices	27	1773	2600	Own funds	
33. 55 apt. building Mederov Str.	sq.meters	3552	1990	1992	1995	Kyrgyzgeology	Cooperative Nedra	Being built	1800	55.2	1734.8	3000	Own funds
34. 63 apt. building Kok-Djar microdistrict	sq.meters	3735	1991	1993	1994	Joint-Stock Company Baipak	BishkekKurulush	Being Built	700	400	300	300	Own funds
35. 98 apt. building Tunguch microdistrict	sq.meters	6400	1988	1992	1994	Kyrgyzgeology	BishkekKurulush	Being built	32.7	473.3	2993.9	3000	Own funds
36. 72 apt. building Kok-Djar microdistrict	sq.meters	3163	1992	1993	1995	Youth housing cooper.	BishkekKurulush	Lack of fund	10.4	90	1012.4	2500	Own funds
37. 44 apt. building Kamskaya Str	sq.meters	3772	1989	1991	1995	Kamyiga Coprporation	Kamyiga Co	Lack of fund	7.5	186.8	608.2	2900	Own funds
38. 34 apt. building Berdubayev Str	sq.meters	3018	1992	1993	1995	Azat	Azat	Lack of fund	7.3	60	713.8	1000	Own funds
39. 14 apt. building Turovskaya Str	sq.meters	3788	1992	1994	1994	Ministry of Internal Affairs	Azat	Being built	7.7	100	710.9	700	Own funds
40. 100 apt. building Kuybyshev Str	sq.meters	22787	1985	1994	1996	Lenin plant	Joint-Stock Enterpr. Insight	Lack of fund	31.1	213.7	2870.5	3580.7	Own funds
41. 1 apt. building Frunze Str	sq.meters	5400	1990	1992	1995	Frunze plant	own funds	Lack of fund	11.1	71.4	5513.5	7351.4	Own funds

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42. 72 apt. building Intergel'po Str.	sq.meters	4700	1993	1993	1995 Frunze plant	Azat	Lack of fund	437.3	149.3	218.1	290.7	Own funds
43. 123 apt. building Mologaya Gvardia Str.	sq.meters	8200	1991	1994	1995 Frunze plant	Monolith	Lack of fund	15.6	118.3	7740.6	10320.8	Own funds
44. 2*15 apt. buildings Dostuk microdistrict	sq.meters	1544	1989	1991	1995 Joint-stock Co. Deniz	Small firm Zhilyo		4604.8	43.4	181.3	241.8	Own funds
45. 3*15 apt. buildings Dostuk microdistrict	sq.meters	2290	1983	1990	1996 Scientific and opera- tion Institution Ala-Too	Governmental Office	Lack of fund	4670	31100	1347.6	1796.8	Own funds
46. 3*15 apt. buildings Dostuk microdistrict	sq.meters	2316	1990	1992	1995 Meat processing factory	Monolith Construction Firm	Lack of fund	5090	20600.2	2450.5	3267.3	Own funds
47. 25 apt. building Kustanaiskaya Str.	sq.meters	1164	1991	1992	1997 BKM	Azat	Lack of fund	3505	155.5	308.8	405	Own funds
48. 3*12 apt building Dostuk microdistrict	sq.meters	2289	1989	1992	1998 Kyrghyz National Academy of Sciences	Small firm Tashrabort	Lack of fund	4650	2189	8122.8	10830.5	state funds
49. 6*15 apt. building Dostuk microdistrict	sq.meters	4578	1988	1991	1994 Joint-stock firm Kerege	own funds	Lack of fund	10130	2411.2	5062.5	6750	Own funds
50. 4*12 and 2*15 apt. buildings, Dostuk micro	sq.meters	4663	1989	1991	1995 KIP plant	own funds	lack of funds	6310	7549	3928.8	5105	Own funds
51. 2*12 apt. buildings Dostuk microdistrict	sq.meters	1525	1988	1992	1994\1995 Polibeton Joint-Stock Company	Cooperative Mechta	Temporarily Stopped	2372.4	16745	588	784	Own funds

Construction price indices with respect to the same quarter of 1991

	1st quarter	2nd quarter	3rd quarter	4th quarter
1993	106.7	108.7	453.4	665
1994	1153	1529	1942	2024
1995	2273			

SOURCE : STATE COMMITTEE ON CONSTRUCTION

**APPENDIX C - Inter-Ministerial Housing Policy Working Group - Mission Statement/Schedule**

# **DRAFT**

## **GOVERNMENT OF KYRGHYZSTAN INTER-MINISTERIAL HOUSING POLICY WORKING GROUP Mission Statement (Draft 13 April 1995)**

The mission of the Inter-Ministerial Housing Policy Working Group is to develop and recommend to the Government, a comprehensive package of policy proposals in the area of housing reform for the Kyrgyz Republic. The Working Group will accomplish this task by involving the primary institutions, public and private, connected with housing in a carefully designed deliberative process. The process will draw on the best from the body of experience which exists in other market economies and yet will be based on the unique issues, problems and opportunities that characterize the current economic and regulatory environment of the nation.

The Working Group will utilize a wide range of techniques to secure the facts and opinion needed to enable its deliberations. These techniques will include, but may not be limited to; a review of the best available published sources; discussions with recognized experts in fields related to housing reform; visits to selected sites within and outside of the country; testimony from interested parties representing both consumers and producers of housing; a national housing conference of key individuals from the broad spectrum of the housing process representing all geographic areas of the country; and perhaps most importantly, a series of carefully structured pilot projects which will identify in detail the currently existing barriers to the efficient production of quality housing in the Kyrgyz Republic.

The melding of the best of world experience with the reality of the practical difficulties faced by entrepreneurs working throughout the Republic to meet housing needs and demand using market approaches is essential to a sound process. The use of such a process will enable the Working Group to recommend a package of policy proposals which will make possible production of a range of safe, quality housing which is acceptable to and affordable by the families of the Kyrgyz Republic.

**APPENDIX D - Policy Framework for Shelter Reform, USAID/ICMA**

# DRAFT

KYRGHYZ REPUBLIC - USAID/ICMA TECHNICAL ASSISTANCE  
 INTER-MINISTERIAL HOUSING POLICY WORKING GROUP  
 Housing Reform Policy Framework(1) - Policy Goals (Draft# 1 - 13 April 1995)

## Policy Areas

## Policy Goals

### 1. Public Institutional Reform

Housing production is no longer a direct public sector function.

An integrated and market oriented system is in place for the urban sector i.e. housing sector related public institutions are integrated.

Responsibilities of central and local governments are differentiated. Every function is carried out at the lowest possible level.

### 2. Property Rights/Legal Reform

Consistent laws and regulations apply to all types and phases of real estate development.

Private ownership of land and housing is the prevalent mode.

Property rights are clearly defined and well protected and a uniform, integrated system of property/land registration is operational.

Trading and exchange of properties is efficient, rapid and transaction costs are low.

Owners and tenants rights are well balanced.

### 3. Privatization of Public Housing

Minimal public ownership of housing.

Efficient brokerage of market transactions at low cost.

Reliable and timely information across the entire housing system is readily available locally.

(1) Adapted from World Bank publication  
 "Russia Housing Reform and Privatization".

#### **4. Rationalization of Rents and Communal Service Charges**

**Subsidies are restricted to vulnerable groups. The choice of housing types has been broadened.**

**Overall rent levels reflects market demand and the cost of capital in the economy.**

**Full cost recovery is achieved by all types of owners (private and non-profit).**

**Communal services charges are based on actual costs.**

**The housing system has become a self-financing industry.**

#### **5. Management of Public Housing**

**Publically owned housing is a very minor proportion of the total stock and is concentrated at the municipal level.**

**Management of the entire social housing stock is by financially and managerially autonomous local entities.**

**Rents ensure full recovery of O & M replacement and other costs. Explicit public subsidies for low income residents ensure the financial capacity of local housing entities.**

**Local housing entities are supported by regional and national professional associations which monitor performance, publicize audits annually and provide training and technical assistance.**

#### **6. Housing Finance Policy**

**Subsidies and housing finance mechanisms are clearly defined, differentiated and separate.**

**An efficient housing finance system is in place, based on competing private banks.**

**Appropriate regulatory and supervisory systems are in place.**

**Banking mechanisms are in place to raise the supply and management of term credit by banks.**

## 7. Fiscal Policy

The role of the national government is primarily to monitor and regulate the sector.

Budget resources to subsidize the sector are targeted to vulnerable groups and these groups share of the national budget/GDP is consistent with macro-economic stability.

Full periodic fiscal reviews are prepared for the sector covering both direct budget expenditures and indirect tax "expenditures".

The detailed management of housing budget transfers is left to local governments.

## 8. Privatization of the Construction Industry

Most contractors and suppliers are private. The number of sub-contracting firms is very large.

Construction management, pricing and cost control methods are in place Profitability - not volume is the driving incentive.

Government enforces the legal framework for private contracts. Guaranties of good delivery are in place.

Project life cycle costing is a common practice: O & M requirements are fully integrated into project design.

A wide variety of technologies are available and building products respond to user demands.

## 9. Reform of Land Use and Urban Regulation

Sufficient land is allocated to meet demand for housing development. Fallow industrial lands in prime locations have been recycled. Cities are more efficient and livable.

Procedures may be relatively standardized across the entire nation, but substantive land use decisions are local.

Chief Architects no longer exercise absolute control over all city development. They engage in large scale urban design and establish the minimum rules

that all potential land users must observe and the limits with which the land market will operate. This regulatory process is local and public.

Historical sites and urban amenities are protected.

#### **10. Municipal Finance and Residential Infrastructure**

Developers provide the secondary infrastructure charging its costs within the price of dwellings.

Major trunk infrastructure is financed by local government through long term credit.

Public/private investment and operation mechanisms are in place.

**APPENDIX E - Land Rights in the Republic of Kyrgyzstan, Legal Digest  
D. Chetvertakov**

## **Legal digest, by Attorney D. Chetvertakov, 3/6/94**

### **A. LAND RIGHTS IN THE REPUBLIC OF KYRGYZSTAN**

Land rights are regulated by the Land Code of the Republic, by the Law "On Land Reform", and by Regulations no. 183 (April, 1992) and no. 632 (August 1994). According to the Land Code, all land in Kyrgyzstan is exclusively the property of the Republic.

Unauthorized sale, purchase, grant, pledge or exchange of plots is prohibited (Article 2). Land rights as recognized in legislation include:

(a) right to own land;

(b) right to use land.

(1) Right to own land for life, and to inherit land, is given to citizens of Kyrgyzstan for directly targetted purposes (Art. 7, Land Code).

(2) Right of land use (including right to lease) is given to Kyrgyz citizens, juridical entitites, public and religious organizations, to joint ventures, international associations and organizations (Art. 8, Land Code).

(3) Provisional land use rights, according to lease terms, can be held by those parties listed in (2) above, and by foreign juridical entities and citizens. (Art. 10, Land Code).

Allocation of land parcels is in the power of corresponding local Soviets of People's Deputies (Art. 14, Land Code).

Allocation of plots of land for provisional use to joint ventures, international associations, foreign juridical bodies, and citizens, is in the power of the State Committee on Protection of Natural Resources, and the Committee on Land Reform and Land Tenure, with the participation of the local Soviet of People's Deputies. Decisions of these organizations, and the projected land allocation, is to be approved by the Government of Kyrgyzstan (Art. 13, "On Land Reform").

Right to own land and to use a land share within the boundaries of kolkhozes, sovkhoses and other agricultural enterprises is subject to sale, purchase, exchange, inheritance and pledge between juridical bodies and citizens of Kyrgyzstan. Foreign citizens and juridical bodies cannot be given licenses for land use and ownership rights (other than lease rights), nor may they sell or inherit such rights (items 7, 8, 9, Regulation no. 632, 1994).

When property rights for completed or uncompleted buildings are transferred, rights of ownership and/or use of the underlying land is included in the transfer (Art. 28, Land Code).

Rights to own and use land may be given in pledge (Art. 4, Law on Pledge).

In accordance with their stated use, all land plots in Kyrgyzstan are divided into:

- agricultural land;
- urban land (including villages);
- land for industrial, transport, communications, defence, and related uses;
- land for protection of nature (national parks), resorts, historical and cultural purposes;
- land for forest funds (forestries);
- land for water supplies (water funds);
- reserve land.

## **B. ROLE OF STATE PROPERTY FUND IN ALLOCATION OF LAND USE RIGHTS**

The State Property Fund does not participate in auctions of land use rights. These functions are performed by the corresponding Soviet of People's Deputies. In the Free Economic Zones, these functions normally exercised by Soviet of People's Deputies, are carried out by the Directorate of the Zone.

**APPENDIX F - Performance of the Economy, Kyrgyzstan, Jan-Oct 1994**

**KYRGYZ ECONOMY CONTINUES TO CONTRACT IN  
THE FIRST TEN MONTHS OF 1994**

1. SUMMARY: THE KYRGYZ ECONOMY CONTINUED TO CONTRACT IN 1994. ACCORDING TO FIGURES PUBLISHED BY THE STATE STATISTICS COMMITTEE, THE COUNTRY'S GROSS DOMESTIC PRODUCT (GDP) DROPPED 26.8 PERCENT, INDUSTRIAL PRODUCTION FELL 24.2 AND AGRICULTURAL OUTPUT SHRANK BY 12 PERCENT. (NOTE: ALL PERCENTAGE FIGURES IN THE TEXT MEASURE CHANGES IN THE PERFORMANCE OF THE ECONOMY FOR THE FIRST TEN MONTHS OF 1994 RELATIVE TO THE FIRST TEN MONTHS OF 1993). THE CONTINUED FREE FALL IN PRODUCTION HAS FORCED MOST ENTERPRISES IN THE COUNTRY TO EITHER TEMPORARILY SHUT DOWN THEIR OPERATIONS OR REDUCE DRASTICALLY THEIR OUTPUT, THUS FORESHADOWING A DRAMATIC INCREASE IN THE COUNTRY'S UNEMPLOYMENT LEVEL. END SUMMARY

2. ON NOVEMBER 16, 1994 THE NATIONAL STATISTICS COMMITTEE ISSUED A REPORT ON THE SOCIAL-ECONOMIC SITUATION IN THE KYRGYZ REPUBLIC FOR THE FIRST TEN MONTHS OF 1994.

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GDP, INDUSTRIAL, AND AGRICULTURAL OUTPUT FALL  
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3. ACCORDING TO THIS REPORT, GROSS DOMESTIC PRODUCT (GDP) IN JANUARY-OCTOBER DROPPED 26.8 PERCENT COMPARED TO THE SAME PERIOD IN 1993, AND AMOUNTED TO 8,039 MILLION SOMS (1 USD EQUALS 10.65 SOMS).

4. INDUSTRIAL PRODUCTION FOR THE FIRST TEN MONTHS OF 1994 DROPPED 24.2 PERCENT AND AMOUNTED TO 5,152.2 MILLION SOMS. THE MACHINE-BUILDING AND METAL-WORKING SECTORS WERE PARTICULARLY EFFECTED WITH PRODUCTION FALLING 56.7 PERCENT. THE PRODUCTION OF CONSUMER GOODS ALSO CONTRACTED SHARPLY WITH AN OVERALL DROP IN OUTPUT OF 41.4 PERCENT.

5. THE AGRICULTURAL SECTOR ACCOUNTED FOR 36 PERCENT OF THE GDP AND 45 PERCENT OF THE NET MATERIAL PRODUCT (NATIONAL INCOME). THIS SECTOR IS REGARDED AS A PRIORITY SECTOR IN THE NATIONAL ECONOMY SINCE TWO THIRDS OF THE POPULATION LIVE IN THE RURAL AREA. THE TOTAL VOLUME OF OUTPUT WAS 2,886.8 MILLION SOMS DOWN 12 PERCENT FROM LAST YEAR. THE PRODUCTION OF MILK DROPPED 7 PERCENT, EGGS 45 PERCENT, CATTLE 30 PERCENT, SHEEP AND GOATS 44 PERCENT, PIGS 40 PERCENT, AND POULTRY 67 PERCENT. WITH 97 PERCENT OF THE FALL HARVEST IN, GRAIN PRODUCTION LEVELS STOOD AT 935,000 TONS, OR 534,000 TONS LESS THAN IN 1993 AND 33 PERCENT LESS THAN HAD BEEN PROJECTED.

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HYDROELECTRIC POWER: ENERGY SECTOR'S ONLY BRIGHT SPOT  
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6. AS OF NOVEMBER 1, COAL PRODUCTION STOOD AT 674,000 TONS, A 53.3 PERCENT DROP OVER THE SAME PERIOD IN 1993. COAL ACCOUNTS FOR APPROXIMATELY 26 PERCENT OF KYRGYZSTAN'S TOTAL ENERGY NEEDS. ABOUT 80 PERCENT OF COAL USED IS MINED LOCALLY. DOMESTIC GAS PRODUCTION WAS A NEGLIGIBLE 32.5 MILLION CUBIC METERS WHEN COMPARED TO THE 634.8 MILLION CUBIC METERS IMPORTED FROM UZBEKISTAN. THE KYRGYZ OWE THE UZBEKS OVER USD 5 MILLION FOR GAS WHICH HAS LED TO PERIODIC THREATS BY THE UZBEKS TO HALT GAS DELIVERIES TO KYRGYZSTAN. GAS SUPPLIES ABOUT 20 PERCENT OF KYRGYZSTAN'S ENERGY NEEDS. APPROXIMATELY 75,300 TONS OF OIL WERE RETRIEVED IN KYRGYZSTAN. OIL ACCOUNTS FOR 44 PERCENT OF THE ENERGY CONSUMED BY THE COUNTRY. KYRGYZSTAN'S MAIN SUPPLIERS OF FOREIGN OIL ARE RUSSIA (31,400 TONS) AND KAZAKHSTAN (15,300 TONS). HYDROELECTRIC POWER WAS THE ONLY BRANCH OF THE ENERGY SECTOR WHICH SAW DOMESTIC PRODUCTION LEVELS INCREASE. IN THE FIRST NINE MONTHS OF 1994, 9.546 BILLION KW/HRS WERE GENERATED WHICH WAS A 20.7 PERCENT INCREASE OVER THE SAME PERIOD LAST YEAR

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VOLUME OF FOREIGN TRADE FALLS  
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7. THE VOLUME OF FOREIGN TRADE (INCLUDING THE NIS) FOR THE FIRST NINE MONTHS OF 1994 TOTALED 4,983 MILLION SOMS (USD 456.5 MILLION) WHICH WAS AN 11 PERCENT DROP OVER 1993. EXPORTS AMOUNTED TO 2,675 MILLION SOMS, AND IMPORTS TO 2,308 MILLION SOMS. KYRGYZ EXPORTS WERE AS FOLLOWS (PERCENT): KAZAKHSTAN - 33, RUSSIA - 16, CHINA - 16, UZBEKISTAN - 15, GREAT BRITAIN - 8, UKRAINE - 3, TURKMENISTAN - 3, GERMANY - 2, OTHER - 4. KYRGYZSTAN'S IMPORTS (INCLUDING HUMANITARIAN AID) WERE AS FOLLOWS (PERCENT): RUSSIA - 23, UZBEKISTAN - 22, KAZAKHSTAN - 17, USA - 17, CUBA - 6, CHINA - 4, TURKMENISTAN - 4, OTHER - 7. (NOTE: IT IS WIDELY BELIEVED THAT A LARGE PORTION OF THE TRADE WITH OTHER NIS COUNTRIES GOES UNREPORTED.)

8. THE VOLUME OF TRADE OUTSIDE THE NIS TOTALED 1,664 MILLION SOMS (USD 152.4 MILLION). KYRGYZ EXPORTS (USD 75.3 MILLION) WENT PRIMARILY TO CHINA (50.5 PERCENT), GREAT BRITAIN (24.2 PERCENT), GERMANY (7.6 PERCENT), TURKEY (2.2 PERCENT), AND THE USA (0.6 PERCENT). THE MAIN ITEMS OF EXPORT WERE FERROUS AND NON-FERROUS METALS, WOOL, COTTON, TOBACCO AND CATTLE SKIN. KYRGYZ PRIMARY IMPORTS AMOUNTED TO USD 77.1 MILLION (INCLUDING HUMANITARIAN AID), AND CAME FROM THE USA (44.4 PERCENT), CUBA (14.7 PERCENT), CHINA (11.5 PERCENT), TURKEY (6.1 PERCENT), GERMANY (3.3 PERCENT). THE MAIN ITEMS OF IMPORT WERE SUGAR, OIL, FOODSTUFFS, KNITTED WEAR AND TEXTILES, MACHINERY AND EQUIPMENT. BARTER ACCOUNTED FOR 76 PERCENT OF ALL TRADE WITH CHINA.

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LARGE SHORTFALL IN GOVERNMENT REVENUES  
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9. AS OF OCTOBER 1, THE GOVERNMENT HAD COLLECTED ONLY 54.3 PERCENT OF PROJECTED REVENUES LEAVING A RECORD BUDGET DEFICIT OF 606.1 MILLION SOMS OR 8.3 PERCENT OF THE GDP. IN PARTICULAR, PROJECTED REVENUES OF 386.6 MILLION SOMS FROM VALUE ADDED TAX (VAT) AND 247.1 MILLION SOMS FROM TAXES ON PROFITS WERE NOT REALIZED AS THE ACTUAL FIGURES WERE 149.3 AND 183.2 MILLION SOMS, RESPECTIVELY. THEREFORE, IN THE FIRST TEN MONTHS OF 1994 ONLY 63.4 PERCENT OF THE PROJECTED GOVERNMENT SPENDING TOOK PLACE, INCLUDING ONLY 49.1 PERCENT OF THE BUDGET ALLOTTED FINANCING FOR THE STATE SECTOR OF THE ECONOMY, 75.1 PERCENT FOR STATE SOCIAL PROGRAMS, 65.1 PERCENT FOR SCIENCE, AND 90.2 PERCENT FOR DEFENCE.

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UNEMPLOYMENT IS ON THE VERGE OF TAKING OFF  
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10. IN THE MONTH OF SEPTEMBER ALONE OVER 50,500 EMPLOYEES WERE SENT ON COMPULSORY LEAVE AND OVER 32,000 WERE PUT ON SHORT WORK SCHEDULES. IN THE INDUSTRIAL SECTOR LATENT UNEMPLOYMENT REACHED 17.3 PERCENT OF THE LABOR FORCE. BY OCTOBER, 51 OF THE COUNTRY'S MAJOR INDUSTRIAL ENTERPRISES (1 OUT OF EVERY 9) HAD COME TO A COMPLETE STANDSTILL.

11. AS OF NOVEMBER 1, THE MINIMUM CONSUMER BUDGET WAS 380.23 SOMS PER PERSON, WHILE THE AVERAGE NOMINAL WAGE WAS 249.3 SOMS. THE MONTHLY MONEY INCOME AFTER PAYING TAXES FOR THE MONTH OF OCTOBER WAS CALCULATED AS BEING 125.8 SOMS. NEARLY HALF OF THE POPULATION OF KYRGYZSTAN IS FORCED TO SUBSIST ON A MONTHLY PER CAPITA INCOME OF 50 SOMS OR LESS. STARVATION IS AVOIDED BY THE WIDESPREAD PRACTICE OF RASING BASIC FOOD STUFF ON SMALL PRIVATE PLOTS.

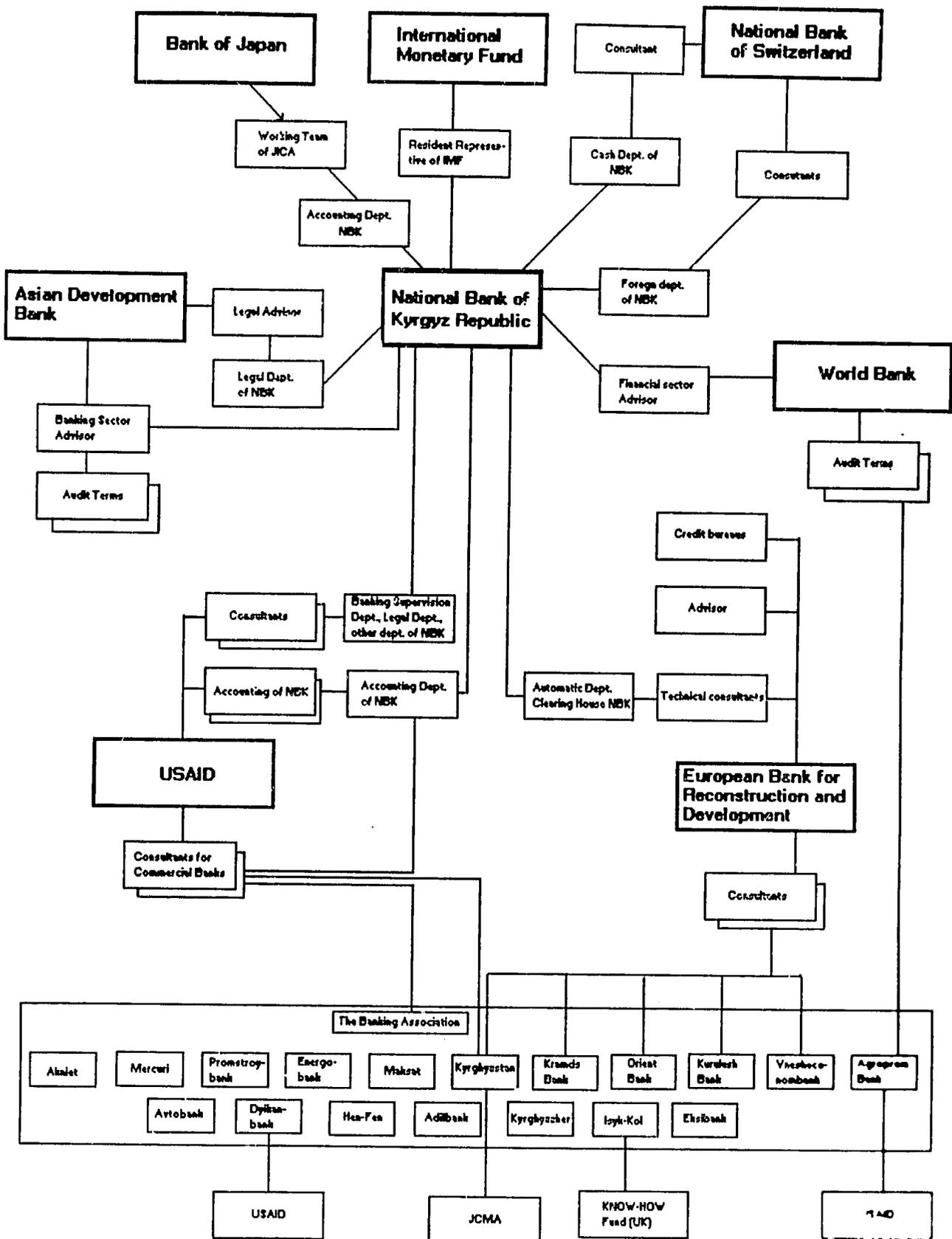
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INFLATION FALLS IN 1994  
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12. DURING MOST OF 1994, THE KYRGYZ ECONOMY WAS BUFFETED BY A DECLINING INFLATION RATE. HOWEVER, IN OCTOBER A SLIGHT RISE IN THE RATE OCCURRED DUE TO AN INCREASE IN THE PRICE OF IMPORTED GRAIN FROM KAZAKHSTAN AS WELL AS INCREASES IN THE DOMESTIC PRICE OF

TRANSPORTATION, FOOD, AND SERVICES. THE NATIONAL BANK'S TIGHT MONETARY POLICY AND A SHARP REDUCTION IN THE NUMBER OF STATE ENTERPRISES RECEIVING STATE CREDITS WAS THE PRIMARY FORCE IN 1994 FOR THE OVERALL IMPROVEMENT IN THE COUNTRY'S INFLATION LEVEL. MONTHLY INFLATION IN 1994 WAS AS FOLLOWS:

JANUARY	12.8	JULY	2.8
FEBRUARY	16.9	AUGUST	1.7
MARCH	7.4	SEPTEMBER	0.2
APRIL	4.9	OCTOBER	5.0
MAY	3.5		
JUNE	3.5		

**APPENDIX G - Chart: Organizational Relationships, Kyrgyz Banks  
and International Lenders**



## APPENDIX H - Operating Banks in Kyrgyzstan

## OPERATING BANKS

as of December 1994

- 1. NATIONAL BANK OF THE KYRGYZ REPUBLIC**  
Chairman: Mr. Marat Abdrazakovich Sultanov  
IMF Resident Representative: Harry Trines  
101 Sverdlov Str.  
Bishkek 720040, Kyrgyzstan  
Tel: (3312) 21-75-93, 25-52-37 (Trines)  
Fax: (3312) 21-74-27  
Telex: 245127 RAHAT SU

## C o m m e r c i a l   B a n k s

- 2. AKB KYRGYZSTAN**  
Chairman: Ms. Sharipa Sadybakasovna Sadybakasova  
27 Molodaya Gvardia Str.  
Bishkek 720010, Kyrgyzstan  
Tel: (3312) 24-22-77  
Fax: (3312) 25-20-41  
Telex: 245126 MEKEN SU
- 3. MAKSAT**  
Chairman: Mr. Vladimir Ivanovich Romanenko  
187 Toktogul Str.  
Bishkek 720300, Kyrgyzstan  
Tel: (3312) 24-33-67  
Fax: (3312) 21-89-55
- 4. KURULUSH**  
Chairman: Ms. Natalia Sergeevna Zotova  
28 Belinsky Str.  
Bishkek 720391, Kyrgyzstan  
Tel: (3312) 21-79-22  
Fax: (3312) 21-97-43  
Telex: 245170 DRAFT
- 5. KYRGYZPROMSTROYBANK**  
Chairman: Mr. Muratbek Osmonolievich Mukashev  
168 Chuy Prospect  
Bishkek 720040, Kyrgyzstan  
Tel: (3312) 21-76-72  
Fax: (3312) 21-65-37, 21-84-45  
Telex: 245113 ERKIN SU
- 6. AGROPROMBANK**  
Chairman: Mr. Umar Omorbekovich Toigonbaev  
168 Chuy Prospect  
Bishkek 720876, Kyrgyzstan  
Tel: (3312) 25-58-40  
Fax: (3312) 21-79-44  
Telex: 245114 ASMAN SU

7. **BANK OF FOREIGN ECONOMIC RELATIONS (VNESHEKONOMBANK)**  
Chairman: Ms. Semira Sharshenkulovna Junushalieva  
39 Erkindik Prospect  
Bishkek 720040, Kyrgyzstan  
Tel: (3312) 22-47-61, 26-13-26  
Fax: (3312) 26-10-37  
Telex: 245159 DEKOR SU
8. **KYRGYZAVTOBANK**  
Chairman: Mr. Keldibek Sarkuevich Sarkuev  
42 Isanov Str.  
Bishkek 720017, Kyrgyzstan  
Tel: (3312) 22-12-73, 21-36-56  
Fax: (3312) 21-36-47, 21-37-24  
Telex: 245181 AVTO SU
9. **KYRGYZDYIKANBANK**  
Chairman: Mr. Bakytur Amanovich Dosaliev  
60 Togolok Moldo Str.  
Bishkek 720033, Kyrgyzstan  
Tel: (3312) 21-38-53, 21-39-45  
Fax: (3312) 21-39-83
10. **ADIL INTERNATIONAL (Kyrgyz-Swiss Commercial Bank)**  
Chairman: Mr. Yuruslan Jumanovich Toychubekov  
114 Chuy Prospect  
Bishkek 720001, Kyrgyzstan  
Tel: (3312) 22-33-41, 22-15-57  
Fax: (3312) 22-15-58  
Telex: 245132 ADIL SU
11. **AKB KYRGYZ-KRAMDS-BANK**  
Chairman: Ms. Nina Semenovna Pronskaya  
35 Lermontov Str.  
Bishkek 720051, Kyrgyzstan  
Tel: (3312) 23-62-08, 23-66-32, 23-98-97  
Fax: (3312) 23-98-97  
Telex: 245191 EMGEK SU
12. **ENERGOBANK**  
Chairman: Elgez Kazbekovich Bakiev  
326 Jibek-Jolu Prospect  
Bishkek 720070, Kyrgyzstan  
Tel: (3312) 27-39-33, 27-39-41  
Fax: (3312) 27-25-81
13. **AKB AK-NIET**  
Chairman: Ms. Shatkul Isalievna Kudabaeva  
249 Tynystanov Str.  
Bishkek 720020, Kyrgyzstan  
Tel: (3312) 22-23-11  
Fax: (3312) 22-86-16

**14. ORIENT (German-Kyrgyz Industrial Bank)**  
President: Mr. Gamal Kubanychbekovich Soodanbekov  
151 Moskovskaya Str.  
Bishkek 720000, Kyrgyzstan  
Tel: (3312) 22-07-20  
Fax: (3312) 22-07-49

**15. AKB KYRGYZ JER**  
Chairman: Chinara Omorbekovna Omorbekova  
172 Moskovskaya Str.  
Bishkek 720010, Kyrgyzstan  
Tel: (3312) 24-70-81  
Fax: (3312) 24-70-74  
Telex: 245163 HINLI SU

#### **P r i v a t e   B a n k s**

**16. MERCURY BANK, LTD.**  
General Director: Mr. Omurbek Sadykbekovich Shambetov  
142 Gorkiy Str.  
Bishkek 720053, Kyrgyzstan  
Tel: (3312) 44-52-96, 44-50-69  
Fax: (3312) 62-01-41  
Telex: 245145 SOVET SU

#### **F o r e i g n   B a n k s**

**17. HENFEN BANK, LTD (Hong Kong International Commercial Bank)**  
General Director: Mr. Tursunbek Chyngyshevich Chyngyshev  
194 Moskovskaya Str.  
Bishkek 720010, Kyrgyzstan  
Tel: (3312) 21-83-64, 21-65-86  
Fax: (3312) 21-84-26  
Telex: 245176 LI SU

**APPENDIX I - Structure of the Kyrgyz Government:  
Names, Addresses, Telephone, Fax**

# The Structure of the Interim Government of the Kyrgyz Republic as of October 18, 1994

		PRESIDENT <u>ASKAR AKAYEV</u> 21 24 66	
		PRIME MINISTER <u>APAS JUMAGULOV</u> 22 56 56	
DEPUTY PRIME MINISTER <u>JUMGALBEK AMANBAYEV</u> 22 50 64, 22 12 84	FIRST DEPUTY PRIME MINISTER <u>ALMAMBET MATUBRAIMOV</u> 21 89 35, 21 18 73		DEPUTY PRIME MINISTER <u>OSMONAKUN IBRAIMOV</u> 21 16 52
	MINISTER OF INDUSTRY AND TRADE <u>ANDREI IORDAN</u> 26 46 76	MINISTER OF FOREIGN AFFAIRS <u>ROZA OTUNBAYEVA</u> 22 05 45	
MINISTER OF AGRICULTURE AND FOOD PRODUCTION <u>JALAL ASANOV</u> 22 14 35	MINISTER OF FINANCE <u>KEMELBEK NANAYEV</u> 26 70 39	MINISTER OF INTERNAL AFFAIRS <u>ABDYBEK SUTALINOV</u> 22 54 90	MINISTER OF JUSTICE <u>MUKAR CHOLPONBAYEV</u> 26 47 92
MINISTER OF IRRIGATION <u>MEIRAJDIN ZULPUYEV</u> 47 96 01	CHAIRMAN, STATE ECONOMICS COMMITTEE, acting <u>TALAI BEK KOICHUMANOV</u> 22 89 22	MINISTER OF DEFENCE <u>MYRZAKAN SUBANBAYEV</u> 22 78 79	MINISTER OF HEALTH <u>NAKEN KASIYEV</u> 22 86 97
	CHAIRMAN, STATE PROPERTY FUND, acting <u>AMANGELDY MURALIYEV</u> 22 77 06	CHAIRMAN, NATIONAL SECURITY COMMITTEE <u>ANARBEK BAKAYEV</u> 22 39 29	MINISTER OF CULTURE <u>CHOLPONBAY BAZARBAYEV</u> 22 52 32
	CHAIRMAN, ARCHITECTURE COMMITTEE <u>ISHENBAY KADYRBEKOV</u> 21 74 32		MINISTER OF EDUCATION AND SCIENCE <u>ASKAR KAKAYEV</u> 26 31 52
	CHAIRMAN, COMMITTEE FOR EMERGENCY SITUATIONS <u>YAN FISHER</u> 22 45 60		MINISTER OF LABOR AND SOCIAL WELFARE <u>ZAFAR KHAKIMOV</u> 26 42 50
	MINISTER OF TRANSPORTATION <u>SYDYNBEK ABLESOV</u> 21 06 72		CHAIRMAN, NATURE PROTECTION COMMITTEE <u>ISKENDER MURATALIN</u> 26 42 44
	MINISTER OF COMMUNICATIONS <u>EMIL MENTEVOY</u> 22 28 34		CHAIRMAN, TOURISM AND SPORTS COMMITTEE <u>MYRZA KAPAROV</u> 22 06 57

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**ICMA Kyrghyzstan**

FOURTH DRAFT 29 March 1995

**Contact/Preliminary Appointment List**

Epstein/Christian/Veret - TDYs

1 April - 14 April 1995

**U S Mission**

Hon. E. Malloy - <i>Ambassador</i>	22-27-77
M. Scanlon - <i>Political/Economic Officer</i>	22-29-20

**USAID**

H. Miller - <i>FSO Bishkek</i>	21-06-63
F. Huston - <i>Privatization Specialist</i>	21-34-00

**GOSTROI**

Emil Ibraimov - <i>Chairman &amp; Head GOSTROI</i>	21-74-32
Yuri Paramonov - <i>Special Advisor GOSTROI</i>	21-97-45

**City of Bishkek**

Hon. Boris Silayev - <i>Mayor</i>	21-77-66
Medetbek Temirbekovich Kerimkulov <i>First Vice Mayor - Housing Etc.</i>	22-57-17
- Tolobay Keneshov - <i>Chief Architect</i>	21-25-25
- Emil Abdykadyrov - <i>Director - Housing, Communal Services, Engineering, Communications and Public Services</i>	28-37-70

**Osh Oblast - Regional Administration**

Hon. Latipjan Saginbaev - <i>Deputy Governor</i>	2-29-40
--	---------

**City of Osh**

Hon. Mukambek Kalmambetovich Alykulov - <i>Mayor</i>	2-25-44
Dzhusupbek Sharipov - <i>First Vice - Housing etc.</i>	2-25-44
Bekpolot Isiyev - <i>Director - Housing, Communal Services Engineering, Communications and Public Services</i>	2-25-78

**GOK - Architecture & Construction Department**

Kanybek Alykulov - *Department Head* 22-57-57  
 Leonid Komarover - *Special Advisor* 22-35-97

**GOK - Head of Government**

Hon. Apas Jumagulov - *Prime Minister* 22-56-56  
 Andrey Andreyevich Jordan - *Vice Minister (Ind/Trd)* 22-38-66  
 Jan Yefimovich Fisher - *Vice Minister (Construction)*  
 Dzhumgakbek Beksultanovich Amanbayev -  
*Vice Minister (Agriculture)* 22-50-64

**GOK - Ministry of Finance**

26-70-39

Hon. Kemelbek Kasymkulovich Nanayev - *Minister*  
 Galina Udotova - *Principle Specialist*  
 Valentina Ivanovna Kapytyna - *Capital Investment*  
 Kutmanbek Toychubekov - *Chief of Finance - Communal Services*

**GOK - Ministry of Economics (Goscomeconomica)**

22-89-22

Hon. Talaybek Dzhumashevich Koychumanov - *Minister*  
 Vladimir Vasilievich Anpilogov  
*Deputy Director - Investment Policy (1)* 26-56-74  
 Kurmanbek Niyazovich Kulmonov - *Training Director* 26-41-43  
 Jenesbek Shakiraliyev -  
*Communal Services (Financial Aspects)* 26-31-63

**GOK - State Housing Union (Communzhilsoyuz)**

27-78-60

Hon. A. Zaripov - *Minister & Chairman of Kyrgyz Housing and  
 Communal Services*  
 Raisa Agarina - *Asst. Director* 22-89-86  
*Kyrgyz Housing and Communal Services*

**GOK - State Property Fund**

Hon. Amangeldy Mursadykovich Muraliev <i>Chairman &amp; Minister State Property Fund</i>	22-77-06
K. Urazbaev - <i>First Deputy Chairman</i> <i>State Property Fund</i>	26-73-62
Bolot Shaikov - <i>Deputy Chairman (1)</i> <i>State Property Fund</i>	26-73-62

**GOK - State Investment Fund**

Hon. Askar Sarygulov - <i>State Investment Fund</i>	22-32-92
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PRESIDENCY

Askar Akayev, President	212466
Jumabek Ibraimov, Chief of preidential staff	215432
Alexander Bogatov, Deputy Chief	222757
Tashkyl Tereksizov, Head, Admin Dpt	262674
Nikolai Miroshnoichenko	OFFICE 262285
Deputy, Admin. Dpt	HOME 297242
Baktybek Abdrisayev, Head, Dpt of Foreign Relat.	224470
Yevgeny Kablukov, Foreign Relations	226077
Akylbek Saliyev, Foreign Relations	226413
Kamil Bayalinov, Head, Press-center	216922

OFFICE OF PRIME MINISTER

Apas Jumagulov, Prime Minister	225656
	224312
Almambet Matubraimov, First Vice Prime Minister	218935
	211873
Osmon Ibraimov, Deputy Prime Minister	211652
Jumgakbek Amanbayev, Deputy Prime Minister	225064
	221284

MINISTRIES, COMMITTEES, AND AGENCIES

MINISTRY OF FOREIGN AFFAIRS

Roza I. Otunbayeva, Minister	220545
Askar Aitmatov, Deputy Minister	222354
Alikbek Djekshenkulov, Deputy Minister	220459
Talgat Chinetov, Deputy Minister	220688
Talaibek Kadyrov, Head, Department of Consular Policy	220552
Kainar Toktomushev, Head, American Desk	221459
Maya Sabirdina, Head, Protocol Dent.	223479, 220877
Jenish Kadrakunov, MFA Councillor, Special Envoy	220546
Emin Izmailov, Head, Passport/Visa Department	226912
Enver Suerkulov, UPRK	225978

MINISTRY OF AGRICULTURE AND FOOD PRODUCTION

Bolot Talgarbekov, Acting Minister	221435
Abdymalik Anarbayev, First Deputy	225460

MINISTRY OF COMMUNICATIONS

Emil Bektenov, Minister	222034
-------------------------	--------

**MINISTRY OF CULTURE**

Cholponbek Bazarbayev, Minister 222532, 222516  
Jumaly Mamankulov, Deputy 225954

**MINISTRY OF DEFENCE**

Murzakan Subanov, Minister 227879

**MINISTRY OF EDUCATION AND SCIENCE**

Askar Kakeyev, Minister 263152  
Department for International Relations 228606  
Gulnara Karymshakovna Bukarayeva, USA Desk at the  
Department For International Relations 228604

**MINISTRY OF FINANCE**

Kemelbek Nanayev, Minister 267039

**MINISTRY OF JUSTICE**

Mukar Cholponbayev, Minister 264792  
Kurmanbek Osmonov, Deputy 265414

**MINISTRY OF HEALTH**

Naken Kasiev, Minister 228697  
Viktor Glinenko, Deputy 265650, 262084  
Beishekan Kalieva, Deputy 268848, 228917

**MINISTRY OF INDUSTRY AND TRADE**

Andrey Iordan, Minister 264676

**MINISTRY OF INTERNAL AFFAIRS**

Madalbek Moldashev, Minister 225490  
Secretary 288788

**MINISTRY OF IRRIGATION**

Valery Melnichenko, Minister 479601

**MINISTRY OF LABOR AND SOCIAL WELFARE**

Zafar Khakimov, Minister 264250

**MINISTRY OF TRANSPORTATION**

Satybek Ablesov, Minister 216672

**STATE COMMITTEE FOR NATIONAL SECURITY**

Anarbek Bakayev, Chairman 223929

**STATE COMMITTEE FOR ECONOMICS**

Talaibek Koichumanov, Chairman 228922

**STATE COMMITTEE FOR EMERGENCY SITUATIONS**

Yan Fisher, Chairman 224560

**HUMANITARIAN ASSISTANCE COMMISSION**

Esenbek Duisheev, Chairman 221448

**GENERAL DIRECTORATE STATE COMMITTEE  
FOR FOREIGN INVESTMENT AND ECONOMIC ASSISTANCE**

Askar Sarygulov, Director General 221252, 223292

**FUND FOR STATE PROPERTY / GOVERNMENT AGENCY FOR  
PRIVATIZATION**

Amangeldy Muraliyev, Chairman 227706

**STATE COMMITTEE ON NATURE PROTECTION**

Iskender Muratalin, Chairman 264244

**STATE COMMITTEE FOR TOURISM AND SPORTS**

Myrza Kaparov, Chairman 220657

<b>STATE COMMITTEE FOR GEOLOGY AND MINERALS</b>	
Shamshi Tekenov, Chairman	264626
<b>NATIONAL AGENCY FOR STATISTICS</b>	
Jumakadyr Akineyev, Chairman	225035
<b>STATE COMMITTEE FOR ARCHITECTURE AND CONSTRUCTION</b>	
Ishenbai Kadyrbekov	217432
<b>STATE INDUSTRIAL SAFETY INSPECTION</b>	
Absamat Masaliyev, Director	265745
<b>STATE AGENCY FOR HYDROMETEOROLOGY</b>	
Oktyabr Tokoyev, Director	213862
<b>STATE ARCHIVES</b>	
Tologon Abdykarov, Director	265836
<b>STATE TV COMPANY</b>	
Abdilamid Matisakov, President	253404
<b>STATE NEWS AGENCY</b>	
Ryskulov, Director	264993
<b>CHAMBER OF COMMERCE</b>	
Boris Perfilyev	210565
<b>BISHKEK CITY ADMINISTRATION</b>	
720427, Bishkek, Chui Prospect, 166	
Acting Mayor: Kaipberdy Baimuratov	217766
Deputy Mayor	225717

## APPENDIX J - Embassies and Public Corporations

**USEFUL CONTACTS & ADDRESSES FOR KYRGYZSTAN**  
as of December 1994

**U.S. EMBASSY-BISHKEK**

Ambassador: Eileen Malloy  
Erkindik Prospect 66  
720002, Bishkek  
Kyrgyz Republic  
Tel: 011-7-3312-222777  
Fax: 011-7-3312-223551  
Telex: 245133 AMEMB SU

**EMBASSY OF THE KYRGYZ REPUBLIC**

Ambassador: (vacant)  
Charge d'Affaires: Almaz Chukin  
1511 K Street, NW, Suite 705  
Washington D.C. 20005  
Tel: (202) 347-3732, 347-3733  
Fax: (202) 347-3718

**KYRGYZ MISSION TO THE UNITED NATIONS**

Ambassador: (vacant)  
Charge d'Affaires: Askar Aitmatov  
136 East 67th Street  
New York, NY 10021  
Tel: (212) 472-5934  
Fax: (212) 628-0252

**U.S.-KYRGYZ BUSINESS COUNCIL, INC.**

Chairman: Senator Alan Cranston  
1025 Thomas Jefferson Street, NW, Suite 304E  
Washington, DC 20007  
Tel: (202) 347-6540  
Fax: (202) 347-6537

**CHAMBER OF COMMERCE AND INDUSTRY**

President: Boris Vasilyevich Perfiliev  
Contact: Yuri Nikolaevich Korzh  
Kievskaya Street 107  
720001, Bishkek, Kyrgyzstan  
Tel: (3312) 21-05-65, 21-05-74  
Fax: (3312) 21-05-75

**CONGRESS OF PRIVATE ENTREPRENEURS**

President: Omurbek Abdyrakhmanovich Abdyrakhmanov  
Isanov Street 42  
Bishkek, Kyrgyzstan  
Tel: (3312) 47-34-25, 46-49-49 (h)  
Fax: (3312) 21-36-53

**KYRGYZ UNION OF CONSUMER SOCIETIES**  
Chairman: Temirbek Asanalievich Kulov  
Pushkin Street 50  
720011, Bishkek, Kyrgyzstan  
Tel: (3312) 22-54-77

**INTERNATIONAL FUND FOR PROMOTION OF ENTERPRENEURSHIP  
AND FOREIGN INVESTMENTS (FUND INVEST, LTD.)**  
President: Askar Abdynasyrovich Elebesov  
Panfilov Street 203-4  
720000, Bishkek, Kyrgyzstan  
Tel: (3312) 21-37-81, 21-37-87, 26-38-43  
Fax: (3312) 21-38-43

**AGENCY FOR COMMERCIAL INFORMATION (ACI) "KYRGYZSTAN"**  
Director: Marat Tazabekov  
Contact: Ms. Olga M. Grebennikova  
Prospect Chui 52  
720011, Bishkek, Kyrgyzstan  
Tel: (3312) 28-95-48, 28-95-36  
Fax: (3312) 28-95-36  
(the Agency can provide foreign businesspersons  
with market research information)

**UNION OF THE INDUSTRIALISTS AND ENTREPRENEURS OF THE KYRGYZ  
REPUBLIC (I)**  
President: Akbaraly Israilovich Aitikeev  
Molodaya Gvardiya Av. 32  
720010, Bishkek, Kyrgyzstan  
Tel: (3312) 25-18-81, 25-73-53, 42-67-02  
Fax: (3312) 25-18-81, 26-37-65

**UNION OF THE INDUSTRIALISTS AND ENTREPRENEURS OF KYRGYZSTAN (II)**  
President: Amangeldy Mursadykovich Muraliev  
Executive Director: Usen Kaparovich Kydyraliev  
Erkindik Prospect 58A, Room 710  
720000, Bishkek, Kyrgyzstan  
Tel: (3312) 22-74-67, 22-72-76  
Fax: (3312) 22-74-04 (attn: Union of Industrialists)

**FOREIGN ECONOMIC ASSOCIATION-JOINT STOCK COMPANY "AGROPROMIMPEX"**  
President: Karypbek Asanovich Asanov (22-17-34)  
General Director: Kuvanychbek Kasymovich Omuraliev  
Kievskaya Street 96  
720300, Bishkek, Kyrgyzstan  
Tel: (3312) 22-07-38, 22-17-34  
Fax: (3312) 22-06-12

**UNION OF THE COOPERATIVES AND ENTREPRENEURS OF THE KYRGYZ REPUBLIC**  
Chairman: Raim Yasynovich Yasynov  
Executive Director: Vladimir Ivanovich Drozhin  
Chui Prospect 106, Room 10  
720040, Bishkek, Kyrgyzstan  
Tel: (3312) 26-20-25, 22-79-31, 22-79-68

**MINISTRY OF INDUSTRY AND TRADE, FOREIGN ECONOMIC RELATIONS  
DEPARTMENT**

Head: Sadriddin Muhidovich Jienbekov  
Chui Prospect 106, Room 97  
720002, Bishkek, Kyrgyzstan  
Tel: (3312) 22-77-74, 26-22-59  
Fax: (3312) 22-07-93, 26-27-47

**STATE COMMISSION ON FOREIGN INVESTMENTS AND ECONOMIC ASSISTANCE  
(GOSCOMINVEST)**

Director-General: Askar Islamovich Sarygulov  
Erkindik Prospect 58A  
720874, Bishkek, Kyrgyzstan  
Tel: (3312) 22-32-92, 22-12-52  
Fax: (3312) 22-03-63, 62-01-88  
Telex: 245169 ASKAR SU

**NATIONAL BANK OF THE KYRGYZ REPUBLIC**

Chairman: Marat Abdrazakovich Sultanov  
IMF Resident Representative: Harry Trines  
Sverdlov Street 101  
720040, Bishkek, Kyrgyzstan  
Tel: (3312) 21-75-93, 25-52-37 (Trines)  
Fax: (3312) 21-74-27  
Telex: 245127 RAHAT SU

**BISHKEK CITY ADMINISTRATION, DEPARTMENT OF INDUSTRY, ENERGETICS AND  
FOREIGN ECONOMIC RELATIONS**

Head of Department: Shaikidin Sultanidinovich Tynaliev  
Chui Prospect 166  
720001, Bishkek, Kyrgyzstan  
Tel: (3312) 21-78-54, 22-60-61  
Fax: (3312) 21-78-66

**FUND FOR DEVELOPMENT OF ENTREPRENEURSHIP OF THE KYRGYZ REPUBLIC**

Chairman: Imankadyr Zarlykovich Rysaliev  
Erkindik Prospect 57  
Bishkek, Kyrgyzstan  
Tel: (3312) 22-55-68, 26-31-50  
Fax: (3312) 26-30-85

## APPENDIX K - American Companies and Joint Ventures

**LIST OF AMERICAN COMPANIES  
AND KYRGYZ-AMERICAN JOINT VENTURES  
REGISTERED AND OPERATING IN KYRGYZSTAN  
as of December 1994**

1. **MK GOLD COMPANY** (the Subsidiary of Morrison Knudsen Co.; Mining)  
Terry Rogers, President of Jerooy Gold Co., the Kyrgyz-American JV  
Gregory Rolbin, Project Manager  
55 Belinsky St., Bishkek 720001, Kyrgyzstan  
Tel: (3312) 21-58-27, 26-94-59  
Fax: (3312) 62-04-85
2. **SCHOONER CAPITAL CORPORATION** (Investment, Mining)  
Alexei D. Maximov, Managing Director  
Aida Abduldaeva, Office Manager  
Tel/Fax: (3312) 22-27-30
3. **PACIFIC RESOURCES, INC.** (Education, Business, Engineering)  
Guy Cosnahan, Manager  
58 Kievskaya St., Bishkek 720021, Kyrgyzstan  
Tel: (3312) 28-53-71, 28-73-14  
Fax: (3312) 28-66-04
4. **KATEL** (Kyrgyz-American JV; Telecommunications)  
Nina Nikolaevna Nashnitsina, General Director  
Ross Jacobi, Director  
123 Karpinsky St., Bishkek, Kyrgyzstan  
Tel: (3312) 29-89-03, 22-45-12  
Fax: (3312) 29-89-03
5. **KYRGYZTEL.** (Kyrgyz-Russian-American Joint Stock Company;  
Telecommunications, Business Center)  
IBCS (International Business Communication Systems) - American partner  
Akbaraly Aitikeev, President & General Director  
Tel: (3312) 25-18-81  
Raymond (Mac) Viers, Project Manager; Tel: (3312) 28-29-19  
Business Center: Dostuk Hotel, 2nd Floor; Tel: (3312) 28-44-58
6. **AZTEK-TALAS** (Oil, Gas, Investments)  
Imanbek Asankulovich Jumaliev, President  
114 Chui Prospect, Room 450  
Bishkek, Kyrgyzstan  
Tel: (3312) 22-55-64, 26-31-72  
Fax: (3312) 62-00-04
7. **TNP ALIBET SPACE** (Kyrgyz-American JV; Jewellery)  
David Markovich Neiman, Vice-President  
Viacheslav Vladimirovich Nigai, General Director  
89 Shopokov St., Bishkek 720334, Kyrgyzstan  
Tel: (3312) 28-43-35, 28-59-21  
Fax: (3312) 28-46-10

8. **ALTYN-GOLD COMPANY, LTD** (Kyrgyz-American JV; Bottled Water, Mining)  
Oleg Dmitrievich Kolodyazhny, President  
Geologichesky Pereulok 4, Apt. 53  
Bishkek, Kyrgyzstan  
Tel: (3312) 22-40-53, 43-47-33
9. **TBG INTERNATIONAL, LTD** (International Trade, Development and Consulting)  
Randall E. Bradbury, President  
162 Chuy Prospect, Apt. 53  
Bishkek, Kyrgyzstan  
Tel/Fax: (3312) 22-40-53
10. **CREDIT ANSTALT INC.** (American-Swiss Corporation; Financial Services, Banking)  
30 Belinsky Str., Bishkek, Kyrgyzstan  
Tel: (3312) 21-77-02
11. **LEHRER MC GOVERN-BISHKEK INTERNATIONAL, INC.** (American-Kyrgyz JV; Official Distributor of Philip Morris, Inc.)  
Armand J. Quaranto, President  
Chuy Prospect 265-A, Room 129  
Bishkek, Kyrgyzstan  
Tel: (3312) 24-34-69, 25-53-21  
Fax: (3312) 26-73-69
12. **MERIDIAN** (Kyrgyz-American-Russian Joint Stock Company; Services for Foreigners - Accommodation, Food, Transportation, Interpreters)  
Kyrgyz Partner - Chamber of Commerce and Industry of the Kyrgyz Republic  
Bermet Kydykova, General Director  
Fatima N. Omurbekova, Vice-Director  
107 Kievskaya Str., Bishkek 720001, Kyrgyzstan  
Tel: (3312) 21-05-77, 28-60-52  
Fax: (3312) 21-05-75

**APPENDIX L - Newspapers, Bishkek**

**LIST OF KYRGYZ NEWSPAPERS  
FOR ADVERTISING**

as of 12/01/94

1. **VECHERNY BISHKEK**  
(a daily evening paper with the circulation of 40-70 thousand)  
Mr. Hasan Mustafaev, Editor-in-Chief  
Abdumomunov Street, 193  
Bishkek 720026  
Kyrgyzstan  
Tel: (3312) 26-34-10  
Fax: (3312) 26-34-85
  
2. **PANORAMA**  
(a weekly for business people; 15 thousand)  
Mr. Alexandr Koroteev, Editor-in-Chief  
Abdumomunov Street, 193  
Bishkek 720040  
Kyrgyzstan  
Tel: (3312) 26-32-68  
Fax: (3312) 22-35-03 (Attn: PANORAMA)
  
3. **SLOVO KYRGYZSTANA**  
(a daily; 17-25 thousand)  
Mr. Alexandr Malevany, Editor-in-Chief  
Abdumomunov Street, 193  
Bishkek 720026  
Kyrgyzstan  
Tel: (3312) 26-42-77 - information  
Fax: (3312) 22-60-80
  
4. **KYRGYZSTAN CHRONICLE**  
(an English language weekly; 5 thousand)  
Mr. Bayan Sarygulov, Editor-in-Chief  
Logvinenko Street, 13  
Bishkek 720067  
Kyrgyzstan  
Tel: (3312) 22-48-32, 22-39-73  
Fax: (3312) 22-48-32
  
5. **AKI-PRESS**  
(a weekly of the Commercial Information Agency "AKI KYRGYZSTAN";  
5 thousand)  
Mr. Marat Tazabekov, Director of the Agency  
Chuy Prospect, 52  
Bishkek, Kyrgyzstan  
Tel: (3312) 28-95-48, 28-95-36  
Fax: (3312) 28-95-36

6. RES PUBLICA  
(an independent weekly; 7-10 thousand )  
Ms. Zamira Sadykova, Editor-in-Chief  
Belinsky Street, 28  
Bishkek 720021  
Kyrgyzstan  
Tel: (3312) 26-48-06  
fax: (3312) 21-97-43 (Attn: Res Publica)

## APPENDIX M - Estimating Database, Russian/English

Apartment Completion Project  
 Draft- Estimate of Costs to Complete  
 Item Cost File: APART1.WKS  
 April 25, 1995

\*\*\*\*\*GENERIC BASE ONLY\*\*\*

Number of Apartment Units	125
Number of Bedrooms	192
Gross square meters of building	5760
Square meters of living space	4032
Cost to Complete, US\$	\$430,905
Costs / Apartment	\$3,447
Costs / Bedroom	\$2,244
Costs / square meter, building	\$74.81
Costs / square meter, living space	\$106.87

1012 ADDITIONAL LAND REQUIREMENTS	0	EA	\$20,000.00	\$0
1013 EXISTING APARTMENT BUILDING	1	EA	\$50,000.00	\$50,000
1014 REAL ESTATE TRANSFER TAXES	1	EA	\$0.00	\$0
1015 SURVEYING	1	LS	\$1,000.00	\$1,000
1017 ENGINEERING	1	LS	\$4,500.00	\$4,500
1020 ARCHITECTURE	1	LS	\$3,500.00	\$3,500
1022 LAWYER	1	LS	\$3,500.00	\$3,500
1030 BUILDING PERMIT-MUNICIPAL	1	EA	\$250.00	\$250
1031 OTHER PERMITS	1	EA	\$25.00	\$25
1032 UTILITY CONNECTION FEES	1	EA	\$300.00	\$300
1034 INSPECTION FEES-MUNICIPAL/LENDER	1	EA	\$2,500.00	\$2,500
1036 FINANCING - APPLICATION FEES	1	LS	\$1,500.00	\$1,500
1037 FINANCING POINTS	1	LS	\$7,000.00	\$7,000
1040 CONSTRUCTION FINANCING INTEREST	9	MO	\$2,500.00	\$22,500
1050 ADVERTISING / MARKETING	1	LS	\$0.00	\$0
1402 BANK WIRE TRANSFER CHARGES	1	LS	\$250.00	\$250
1117 PROJECT ADMINISTRATIVE OFFICES	1	LS	\$500.00	\$500
1121 PROJECT PLANT ESTABMT-BATCH, CRUSHER	1	LS	\$3,500.00	\$3,500
1124 SOCIAL SECURITY AND MEDICARE-EXPAT	1	LS	\$800.00	\$800
1125 MEDICAL AND LIFE INSURANCE-EXPAT	1	LS	\$2,500.00	\$2,500
1130 CONTRACTOR'S ALL RISK INSURANCE	1	LS	\$2,500.00	\$2,500
1150 LIGHT EQUIPMENT RENTAL	1	LS	\$5,000.00	\$5,000
1152 DUMSTER / TRASH REMOVAL	1	EA	\$5,000.00	\$5,000
1155 SUPPLIES AND EXPENDABLE TOOLS	1	LS	\$7,000.00	\$7,000
1160 PROJECT TRAVEL (AIR/BUS)	1	LS	\$15,000.00	\$15,000
1161 FUEL, OIL	1	LS	\$1,500.00	\$1,500
1162 CAR/TRUCK GAS, MILEAGE, LEASE	1	LS	\$3,000.00	\$3,000
1163 JOB SITE - OFFICE TRAILER	1	LS	\$1,500.00	\$1,500
1165 JOB SITE - TELEPHONE	1	LS	\$1,000.00	\$1,000
1167 JOB SITE - TEMPORARY ELECTRIC	1	LS	\$1,000.00	\$1,000
1167 JOB SITE - TEMPORARY WATER	1	LS	\$800.00	\$800
1168 JOB SITE - SECURITY	1	LS	\$3,000.00	\$3,000
1170 JOB SITE - SECURITY / CHAIN LINK FENCING	1	LS	\$8,000.00	\$8,000

Наименование	Ед.изм	Кол-во	Цена	Сумма
СТРОИТЕЛЬНЫЙ УЧАСТОК	EA	0	\$0	\$0
ЗЕМЛЯ	EA	0	\$0	\$0
ТРЕБОВАНИЕ ДОП. ЗЕМЛИ	EA	1	\$0	\$0
СУЩЕСТВУЮЩЕЕ ЗДАНИЕ	EA	1	\$0	\$0
НАЛОГИ ЗА ПЕРЕДАЧУ НЕДВ	EA	1	\$0	\$0
ТОПОГРАФИЧЕСКАЯ СЪЕМКА	LS	1	\$0	\$0
ИНЖЕНЕРИНГ	LS	1	\$0	\$0
АРХИТЕКТУРА	LS	1	\$0	\$0
ЮРИСТ	LS	1	\$0	\$0
КОМИССИОННЫЕ НА НЕДВИ	EA	0	\$0	\$0
РАЗРЕШЕНИЕ МУНИЦИП. НА	EA	1	\$0	\$0
ДРУГИЕ РАЗРЕШЕНИЯ	EA	1	\$0	\$0
ПОДЪСОЕДИНЕНИЕ К ЦЕНТ	EA	1	\$0	\$0
ОПЛАТА ЗА ИНСПЕКТИРОВА	EA	1	\$0	\$0
ФИНАНСИРОВАНИЕ - ОПЛАТ	LS	1	\$0	\$0
ПЛАТА В ДЕНЬ ПОЛУЧЕНИЯ	LS	1	\$0	\$0
ПРОЦЕНТ ПО КРЕДИТУ	МО	1	\$0	\$0
РЕКЛАМА/МАРКЕТИНГ	LS	1	\$0	\$0
РАСХОДЫ НА БАНКОВСКИЕ	LS	1	\$0	\$0
<b>Итого по группе:</b>				<b>0</b>
ПРОЕКТ ВРЕМЕН. ЖИЛЬЯ	LS	0	\$0	\$0
ПРОЕКТ КУХНИ, ПРАЧ И Т.Д.	LS	0	\$0	\$0
ПРОЕКТ АДМ. ЗДАНИЯ ДЛЯ	LS	1	\$0	\$0
МЕДПУНКТ	LS	0	\$0	\$0
СКЛАД ОБОРУДОВАНИЯ И М	LS	0	\$0	\$0
КОМУН/УДОБСТВА ДЛЯ ВРЕ	LS	1	\$0	\$0
ПРОЕКТ УСТАНОВКИ ДРОБИ	LS	1	\$0	\$0
ТБ И МЕД. ТРЕБОВАНИЯ	LS	1	\$0	\$0
СТРАХОВАНИЕ МЕДИЦИНСК	LS	1	\$0	\$0
СТРАХОВАНИЕ ПОДРЯДЧИКА	LS	1	\$0	\$0
СПЕЦСТРАХОВАНИЕ ОТ ЛЮБ	LS	0	\$0	\$0
АРЕНДА ЛЕГКОГО ОБОРУДО	LS	1	\$0	\$0
УДАЛЕНИЕ СТРОИТ.МУСОРА	EA	1	\$0	\$0
ПОСТАВКА ИНСТРУМЕНТОВ	LS	1	\$0	\$0
ПОЕЗДКИ (САМОЛЕТ/АВТОБ	LS	1	\$0	\$0
ГСМ	LS	1	\$0	\$0
ТОПЛИВО, ПРОГОН, АРЕНДА	LS	1	\$0	\$0
РАБ.ПЛ.-ПЕРЕДВИЖНЫЕ КОМ	LS	0	\$0	\$0
ПЕРЕДВИЖНОЙ ОФФИС	LS	1	\$0	\$0
РАБ.ПЛ. - ТЕЛЕФОН	LS	1	\$0	\$0
РАБ.ПЛ. - РАДИО КОММУНИК	LS	0	\$0	\$0
РАБ.ПЛ. - ВРЕМ.ЭЛЕКТРИФИ	LS	1	\$0	\$0

APPENDIX N - Task Order 81

## Attachment A

### SCOPE OF WORK

#### Short-term Advisor on Real Estate and Construction Industry Development

#### Background

A major component of ICMA's Housing Sector Reform Strategy for NIS has been to promote pilot housing development projects and competitive procurement of construction, as reflected in the draft Action Plan for Kyrgyzstan. These projects have served both to increase the supply of housing and to introduce and disseminate the use of competitive construction procurement and management techniques. Although ICMA has only recently begun its Kyrgyzstan program, two opportunities have arisen to move forward in this area. These potential projects, which are described separately below, are (i) the completion of existing apartment shells; and (ii) construction of new housing in conjunction with gold mine development funded by international donors.

**Completion of Existing Apartments:** A major housing initiative across the USSR and Eastern Europe was undertaken in 1968. Concrete panel manufacturing factories were built throughout the republics. In Kyrgyzstan, factories were placed in Bishkek, Balykchy, Jalal Abad, and Osh. Massive, unappealing, concrete warrens were erected everywhere and today form the architectural skyline of virtually all former USSR cities.

The drive to achieve housing sufficiency continued into the late 1980s when money ran out. Along the way, significant design and quality improvements were made, so that post 1988 units approached Western standards. However, many of these buildings remain unfinished, with only foundations and concrete frames in place. In Bishkek, for example, there are approximately 3060 unfinished apartments in twelve story buildings of four to five units per floor. Approximately half of these buildings approach Western standards. The ownership of these buildings varies among the Republic, public agencies, banks, and privatized enterprises.

The population of Bishkek has increased from 550,000 in 1990 to 850,000 in 1994; the population of Osh from 190,000 to 275,000. The in-migration of unskilled rural Uzbek and Kyrgyz, due to a dramatic increase in unemployment, has overshadowed the departure of the Russian ethnic population.

Demand for housing is intense. It is common for eight persons within an extended family to share sixty meters of living space. In response to the demand, individuals acquiring long-term leaseholds or ownership have created a brisk private market subletting sixty meter units for between 60 to 80 USD per month. Newspapers carry numerous classified ads for these apartments.

Preliminary analysis of the costs of acquisition and completion of these unfinished units suggests that it may be possible to offer completed units within this range. However, numerous issues must be further investigated, including the identification of a willing seller of such a building and the availability of construction and permanent financing.

A source of financing for this project is a key variable. Two points of possible optimism for Kyrgyzstan are (i) the relative stability of the Kyrgyz currency (som); and (ii) the expected opening later this month of a branch of the European Bank for Reconstruction and Development (EBRD) which is expected to focus on relatively small transactions.

Based on these factors, it is timely to investigate further the feasibility of selecting an unfinished building for completion as a demonstration project.

### **Construction of New Housing in Gold Mining Areas**

Investment in Kyrgyzstan's mining industry is enormous when compared to the country's annual gross domestic product (GDP). Mining investment is projected to be 750 million USD over the next three years; the annual GDP 1.6 billion USD. Resource development is being carried out by joint ventures of Western mining companies together with the Kyrgyzstani government. Two of these ventures are headed up by Morrison-Knudson, a US-based company, and Cameco, a Canadian company.

Much of the financing for these efforts is being provided by the European Bank for Reconstruction and Development (EBRD) through its London office. As is often the case with international development loans, it is believed that EBRD may impose a "local content or participation" requirement on the Western companies. (Preliminary information indicates that these loans are still being negotiated.)

The only major new construction occurring in Kyrgyzstan today is in these gold mining areas, some of which are located surprisingly close to existing municipalities. Construction will eventually include the mining operation itself, as well as community infrastructure and employee housing. These projects present the best available opportunity for introducing competitive procurement techniques. It may also be possible to introduce low density housing design concepts and new building materials through this activity.

ICMA's experience in housing construction funded by the World Bank in Armenia's Earthquake Zone suggests that the requirements imposed by an international lender present a unique opportunity to introduce competitive construction bidding and management techniques into the construction industry. (In Armenia, for example, these techniques were first required only on projects within the Earthquake Zone. The government of Armenia with ICMA

input has recently decided that all publicly funded construction projects will use the same procedures.)

Two opportunities for providing technical assistance in conjunction with these loans appear possible. First, government agencies responsible for construction (the State Committee on Construction) and for the mining operations (Kyrgyz Zolota) may be interested in learning more about competitive bidding procedures in order to assure that local construction companies have the opportunity to provide services to the large Western companies. Second, local municipal authorities have realized that the presence of huge resource development operations within their midst will have enormous fiscal impact. There may be an opportunity to provide technical assistance in fiscal impact analysis and negotiation techniques.

Based on the presence of EBRD, it is timely to explore these opportunities for technical assistance in the mining regions.

### Objectives

1. To clarify the feasibility of, and define and reach agreement on, a pilot apartment completion within a market-based framework.
2. To coalesce a project to demonstrate construction of new housing through competitive bidding, in conjunction with internationally funded gold mine developments. The project would also help local governments to anticipate the impact of resource development and develop the capacity to negotiate appropriately with the mining companies.

### Tasks

#### **Task 1: Completion of Existing Apartments:**

Task 1.1 Further identify and clarify persons and organizations likely to lend support.

- Identify relevant government decision makers at national and city levels. (Bishkek and Osh may be considered.) Work to secure counterpart agreement to participate.

- Identify owner(s) of potential buildings. (eg, local governments, individual enterprises.)

- Identify representatives, if any, of constituencies of apartment waiting list members ("license holders.")

Task 1.2 Prepare market analysis. Using available data such as real estate advertisements or interviews, establish range of prices for sale/purchase of privatized housing

units.

Task 1.3 Establish criteria for selection of target building(s). Consider factors of location, physical condition, legal status, and ability to replicate. Depending on progress, initiate screening process prior to conclusion of TDY.

Task 1.4 Prepare illustrative project pro forma analysis.

- Reflect various levels of completion in presenting cost estimates.

- Reflect all necessary soft costs, especially including permit and approval fees.

- Reflect realistic pricing of financing possibilities, as determined under Task 1.5.

Task 1.5 Explore construction and permanent financing options.

- Determine terms and availability of local EBRD financing.

- Determine terms and availability of other Western and local commercial bank financing. Clarify terms and availability of construction and permanent financing to local developer and individual purchasers or renters.

- Determine terms of possible contribution by homeowners' credit union.

Task 1.6 Clarify roles of respective parties.

- Determine if international loan funds would flow directly to local developer and/or purchaser or flow through Kyrgyzstani institution.

- Clarify role of current owner(s) of building in making units available to developer for market rate disposition; or, retaining right to allocate some or all units on completion of building.

- Clarify role of local government in making utilities available and in granting necessary permits and approvals.

Task 1.7 Produce project feasibility study and concept paper in form that could provide basis for cooperation between USAID, counterpart agency, and financing source.

## **Task 2: Construction of New Housing in Gold Mining Areas**

Task 2.1 Identify individuals and organizations likely to support

the introduction of a competitive bidding process.

- Identify relevant decision makers at the national and municipal level and any representative bodies of contractors and suppliers. Follow up with pre-existing contacts at Gostroi and Kyrgyz Zolota.

- Identify stakeholders at Western mining companies. Follow up with pre-existing contacts at Morrison-Knudsen and Cameco.

- Follow up on initial contacts with banking officials at EBRD, locally and in London. Clarify status and requirements proposed for loans for mining operations. Make realistic assessment of actual opportunity for technical assistance in conjunction with loan requirements.

Task 2.2 Clarify status of local involvement in negotiations. Identify local municipal officials likely to support technical assistance in fiscal impact analysis/negotiation.

Task 2.3 Develop strategy for dissemination of this technical assistance. Options may include presentation of workshop(s) by Advisor to groups of government officials, representatives of existing trade/professional organizations in the construction industry.

Task 2.4 Identify possible local institutions who may be ongoing partners in provision of training or technical assistance.

Task 2.5 Develop outline of any proposed training curriculum.

Task 2.6 Prepare feasibility study for projects in support of competitive bidding and/or assistance to local government in impact assessment and negotiation. Develop concept paper to provide basis for cooperative agreement among parties.

### Reporting

1. Within two weeks of arrival in Kyrgyzstan, provide memorandum for ICMA/HQ of initial assessment of each project, including summary of meeting(s) with likely client organization(s).

2. Within four weeks of arrival, provide draft of project feasibility studies and concept papers, highlighting unresolved issues and steps to be taken prior to departure to move project(s) toward implementation.

3. Provide memorandum outlining strategy for dissemination of

technical assistance, identifying counterparts and possible local co-sponsoring organizations.

4. Provide outline of proposed training curriculum.

5. The Advisor will be available, if requested, to meet with the USAID Mission in the field on arrival and/or departure from Almaty and to brief USAID in Washington on the results of the TDY. A brief exit report for the Mission (for inclusion or expansion in the final trip report) will be prepared for review by the Resident Advisor prior to any exit briefing. (Note that any meetings with the Mission or with senior government counterparts should be coordinated with the Resident Advisor.)

6. Within ten working days of completing the TDY, the Advisor will prepare a trip report to USAID ENI/EEUD/UDH and ICMA describing the work accomplished during the TDY, the extent to which the objectives were accomplished, any significant findings and advice not appropriate for inclusion in reports to counterparts, and any recommendations for follow-on assistance. The trip report will also contain an exhibit identifying persons with whom meetings were held and an exhibit for any training events. (This exhibit will outline the topic of the training, its date and location, and the names/titles of any participants.)

#### Candidate for this Assignment

ICMA proposes that Ronald MacLachlan, who has worked for the past two years in the construction industry in Kyrgyzstan, undertake this assignment. His resume and biographical data form are attached. (Mr. MacLachlan will work half-time during his two month stay in the country.)

It is anticipated that three days of this assignment will be used for training events and associated preparation.