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**The Participation of
Nontraditional Educational Organizations
in the Proposed US APEC
Partnership for Education**

**A Survey of
Selected Trade and Professional Organizations,
State and Local Agencies, and
Education and Training Organizations**

**Submitted to the
Agency for International Development
Asia Private Enterprise Bureau**

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EXECUTIVE SUMMARY

AID is supporting a new US government-sponsored human resources development initiative for the ASEAN and South Pacific regions, called the APEC Partnership for Education. One component of the Partnership for Education will build on existing university exchange programs. At the same time, the initiative will seek to encourage education and training partnerships involving institutions beyond the university community. Such "nontraditional educational institutions" might include trade and other national associations, state and local agencies, private research and training organizations and others.

The purpose of this study, sponsored by the Asia Private Enterprise Bureau, is to assist AID in identifying appropriate nontraditional educational organizations, and to suggest program and project design elements which will facilitate their participation. The eighty-five organizations surveyed include trade and other national associations, such as professional, scientific and technical associations; a variety of organizations and associations in the education and training fields; and state and local departments of commerce, economic development and world trade. Officials and representatives of organizations contacted were asked to discuss their organizations' international programs, including their ASEAN, Pacific activities and interests, education and training programs, US government project experience, and interest in, or suggestions for, the Partnership for Education.¹

The survey results are discussed under the following headings:

- A. General Observations
- B. Trade Associations: Programs and Activities
- C. Partnership for Education
 - 1. Trade and Other National Associations
(Describes the interests of trade, professional, scientific and technical associations in the Partnership for Education.)
 - 2. Professional, Scientific and Technical Associations
(Describes how some large associations may differ from trade associations relative to the Partnership for Education.)

¹Organizations are listed alphabetically in Appendix I. Background information on organizations is provided in Appendix II. The organizations are grouped as: Trade, Professional, Scientific and Technical Associations; Education, Training and Research Organizations; State and Local Departments of Commerce and Economic Development.

3. Education and Training Organizations
(Describes how organizations in the education and training fields might participate in the Partnership for Education.)
4. State and Local Departments of Commerce and Economic Development
(Describes the ability of state and local agencies to participate in the Partnership for Education.)
5. Projects Development
(Discusses opportunities for development of project suggestions.)

A. GENERAL OBSERVATIONS

1. All types of organizations reported recent increased membership/constituent interest in international activities and issues.
2. Nearly all organizations indicated that they will need more detailed information about the proposed Partnership for Education program before they will be able to offer specific partnership project suggestions.

B. TRADE ASSOCIATIONS: PROGRAMS AND ACTIVITIES

1. International Activities

- 1.1 The range of international programs and activities of trade associations varies considerably, according to their missions and membership interests. Trade associations' foreign-related activities may be very broad, including trade promotion, international standards development, and market access advocacy, or limited to specific issues.
- 1.2. The international programs and activities of trade associations are conducted with relatively modest levels of funding and staff support. The increased interest of trade associations in international business activities has not yet been supported by increased resources.

2. ASEAN/Pacific Activities

- 2.1 Although the highest priorities of trade associations are still Europe and East Asia, trade and other national associations are interested in increasing business, professional and technical contacts with Southeast Asia.
- 2.2 Perceived competition from some Asian countries deters some trade associations from increasing Southeast Asian programs and activities.
- 2.3 Few trade associations have targeted the South

- Pacific for increased market promotion activities.
3. **Education and Training Programs**
 - 3.1 The education and training programs of trade associations vary in scope and level of support. Most training is conducted by industry volunteers, or in collaboration with independent research and training facilities.
 4. **US Government Contacts**
 - 4.1 Associations reported increasing contacts with US government agencies, including surveys, informal discussions, consultations and collaborative activities. Contacts were often productive, but sometimes redundant and lacking follow-through.
 - 4.2 Trade associations may have little experience in collaborating on US government-sponsored programs. Some trade associations are reluctant to undertake such projects due to perceived "red-tape."

C. **PARTNERSHIP FOR EDUCATION**

1. **Trade and Other National Associations**
 - 1.1 A large majority of associations support the concept of AID-sponsored training linkages with Southeast Asia and the South Pacific as appropriate and potentially supportive of their interests.
 - 1.2 Most Partnership for Education project suggestions were general expressions of interest which will need to be developed over time. Associations feel AID should take an active role in refining and developing projects.
 - 1.3 Associations will need assistance in identifying potential ASEAN, Pacific partners. Difficulty in identifying potential partners may be due in part to the absence of ASEAN, Pacific private sector business, professional, scientific and technical "counterpart" organizations.
 - 1.4 Suggestions for Partnership for Education training projects were wide-ranging, however, associations expressed strong interest in the following areas:
 - a. Environmental management, including pollution and hazardous waste control;
 - b. National technical standards development;
 - c. Equipment repair and maintenance;
 - d. Quality control, including the food processing industry;
 - e. Development of private "counterpart" organizations.
 - 1.5 Funding is the principal concern of nearly all organizations interested in Partnership for Education projects. Most organizations would consider

participation if AID funding was substantial and available for several years. Other potential constraints are staffing considerations and burdensome Partnership for Education contracting procedures.

2. Professional, Scientific, and Technical Associations

2.1 Large professional, scientific and technical associations may differ from trade associations in their ability to contribute to Partnership for Education projects. Such associations may be well-suited to cooperative relationships in terms of their missions and staff resources.

3. Education, Training, and Research Organizations

3.1 A wide variety of education and training organizations, including national higher education associations, community colleges, state customized training agencies, and private training organizations have the capacity to facilitate Partnership for Education training projects in cooperation with other US partners. Education and training organizations could enhance training design and delivery.

3.2 Education and training organizations can best contribute to Partnership for Education projects when program goals and project training objectives are clearly defined.

4. State and Local Departments of Commerce and Economic Development Agencies

4.1 Most state and local economic development agencies, world trade centers, and departments of commerce lack the resources to participate in the Partnership for Education. Some agencies, however, are interested in facilitating the participation of local trade associations or businesses.

5. Projects Development

5.1 Most project suggestions were general expressions of interest, however, several reasonably well-defined projects were proposed which might be developed relatively quickly.

a. The Frank Hawkins Kenan Institute of the University of North Carolina School of Business is considering two joint executive education programs with business schools in Southeast Asia: the Technology Management Program, and the Executive Management Program.

b. The Association for Manufacturing Technology (NMTBA), formerly the National Machine Tool Builders Association, is considering machine tool/control service and maintenance training programs in Thailand and Indonesia. NMTBA is discussing AID mission funding for the Thai project.

c. The National Food Processors Association (NFPA) has suggested a project in food processing

quality control based on the Hazard Analysis Critical Control Points Program (HACCP).

d. American Association for the Advancement of Science (AAAS) has suggested laboratory equipment maintenance and repair projects for Southeast Asia. Other associations have expressed similar interests.

5.2 Representatives of the following trade associations have expressed very strong interests in working with AID to define and develop partnership activities in their areas of interest:

a. Air and Waste Management Association (environmental management);

b. US-Export Council for Renewable Energy (renewable energy, including solar, in Southeast Asia and the Pacific);

c. Telecommunications Industry Association, (standards).

5.3 A number of other organizations appear to offer some opportunities for future Partnership for Education collaboration.

RECOMMENDATIONS

Program Design Considerations and Priority Areas

1. Program Goals and Priorities

1.1 The Partnership for Education program goals should be defined clearly and specifically to enhance participation of "nontraditional educational" organizations. The Partnership for Education program goals should address the purposes of the program and the nature of the training partnerships to be developed.

1.2 AID should determine initial program priority areas. AID could build on the results of this study which indicate strong interests in environmental management, standards development, quality control, equipment training projects, and the development of private "counterpart" organizations.

1.3 AID should undertake a regional needs assessment in selected or priority areas, perhaps after an initial selection of "first round" projects.

2. Project Criteria

2.1 As a minimum, Partnership for Education projects should respond to the following criteria:

a. Sustainability

b. Mutuality of benefits

- c. Appropriate partners
- d. Appropriate training
- 3. **Project Resources**
 - 3.1 Partnership for Education project grants should be substantial and available for a term of years. Interested associations indicated that AID grants should demonstrate significant commitments to the projects. Grants of \$100,000 per year, for more than one year could encourage participation.
- 4. **Contracting Procedures**
 - 4.1 Partnership for Education project contracting and qualification procedures should be designed to facilitate the participation of interested organizations. The requirement of full RFPs could inhibit the participation of some interested organizations.

Implementation/Management Considerations

- 1. **Partnership for Education Resources**
 - 1.1 AID should allocate staff/contract resources to permit its active participation in project identification and development. Most associations expect and would require AID's assistance in planning and developing activities.
- 2. **Implementation Considerations**
 - 2.1 AID should assist interested organizations to identify appropriate partners.
 - 2.2 AID should encourage and facilitate the creation of partnerships among several US partners. Multiple partner projects could pool funding and staff resources, and enhance the quality of training programs.
- 3. **Follow Up**
 - 3.1 AID should follow up this study by sending letters of appreciation, and concise Partnership for Education program descriptions to all contacted organizations.

INTRODUCTION

BACKGROUND

At the end of July, 1990, Secretary of State Baker proposed a new US government-sponsored human resources initiative for the Asia, Pacific region in connection with the Asian Pacific Economic Cooperation (APEC), the multinational consultative process¹ concerned with economic matters affecting the Pacific Basin. The APEC Partnership for Education (hereinafter Partnership for Education) initiative responds to a call by senior officials in Singapore on March 7-8, 1990, for new human resources development programs to promote Asia, Pacific economic expansion and development in areas including business, science, management and engineering.

The Partnership for Education will be designed to facilitate sustained economic development and cooperation initially among the six ASEAN nations, (Brunei, Indonesia, Malaysia, the Philippines, Singapore and Thailand), and the nations of the South Pacific through the encouragement of linkage relationships among the region's universities, research facilities and private concerns, and between regional institutions and organizations and those in the United States. The initiative will have the following principal components: educational partnerships between US and ASEAN, South Pacific institutions; private sector internships and activities for ASEAN, Pacific students in the US; and US government-sponsored private sector training programs.

The Partnership for Education projects will build on existing university exchange programs and similar relationships, extending their scope to include new areas. At the same time, the initiative also seeks to encourage education and training partnerships involving institutions beyond the university community. Such "nontraditional" educational partnerships might include, for example, trade, scientific and professional associations, state and local agencies, private research and training organizations, community colleges, continuing education programs and others.

SCOPE OF WORK

The purpose of this study is to assist AID in identifying nontraditional educational partners, and to suggest design elements

¹APEC member countries are Australia, Brunei, Canada, Indonesia, Japan, Malaysia, New Zealand, the Philippines, The Republic of Korea, Singapore, Thailand and the United States.

which will facilitate their participation in the Partnership for Education. Specific tasks include:

1. Surveying selected US trade and professional associations to examine their interest in participating in the Partnership for Education education/training projects.

2. Meeting with selected US educational organizations to solicit their suggestions on the Partnership for Education education/training components and examining their interest in participating.

3. Identifying US state and local public and quasi-public agencies responsible for education/training activities.

4. Identifying other nontraditional educational organizations which might be interested in the Partnership for Education.

5. Recommending project design elements which will facilitate the participation of nontraditional educational organizations in the Partnership for Education.

STUDY METHODOLOGY

The study followed an interview methodology. Well over one hundred in-person and telephone interviews were conducted with eighty-five trade, professional, scientific and technical associations, state and local economic development and employment training agencies, private educational and research organizations and other entities. Some organizations were selected on the basis of perceived interests in international market promotion, international professional, technical or scientific projects, and the Asia, Pacific region. Some associations were thought to represent US industries with comparative advantages. Others were felt to represent products or services of interest to the Asia, Pacific region. And others were referrals from AID and other agencies.²

As a study framework, representatives were asked to respond to questions concerning their organizations' interests in the following areas as appropriate: international programs, education/training programs, Southeast Asia and the Pacific, US

²Organizations included in this study are listed alphabetically in Appendix I. Background information on organizations is found in Appendix II, where organizations are grouped as trade, professional, scientific, and technical associations; education, training and research-related organizations; and state and local departments of commerce and economic development. The National Science Foundation, a US government agency, is listed with trade, professional, scientific and technical associations. The descriptions of organizations in Appendix II represent syntheses of information obtained from interviews and other sources, and are not complete summaries of interviews.

government projects and the Partnership for Education. The Partnership for Education was described as a new initiative designed to promote education and training linkages between US organizations and those in Southeast Asia and the Pacific, in the areas of business, science, management and engineering. Specific Partnership for Education program elements such as the amount of seed funding, the expected duration of the projects, and qualification criteria and procedures had not been determined at the time of this survey. For the purposes of discussion, it was assumed that AID seed funding might be provided in amounts up to \$100,000 per year for one to three years.

As indicated, a broad range of organizations was surveyed, including national trade, professional, scientific and technical associations, state and local agencies, and education/training-related organizations and institutions. The distinctions among the terms "trade," "professional," "scientific" and "technical" associations are sometimes less descriptive than burdensome, and national associations may share many characteristics. At the same time, a large association, such as the American Association for the Advancement of Science, may differ significantly from many trade associations in its ability to participate in a program like the Partnership for Education. For purposes of analysis, the survey results are presented as follows:

1. General Observations

2. Trade Associations: Programs and Activities: Describes primarily trade associations in terms of their international, ASEAN, Pacific, education and training, and US government interests and activities. Other national associations are discussed and contrasted.

3. Partnership for Education:

3.1 Trade and Other National Associations: Describes the interests of trade associations and other national associations in the Partnership for Education.

3.2 Professional, Scientific and Technical Associations: Summarizes the ways these associations may differ from most trade associations in terms of their suitability for the Partnership for Education.

3.3 Educational and Training Related Organizations: Describes how organizations in the education and training fields might participate in the Partnership for Education.

3.4 State and Local Departments of Commerce and Economic Development Agencies: Describes the ability of state and local agencies to participate in Partnership for Education projects.

3.5 Projects Development: Evaluates suggested Partnership for Education projects.

SURVEY OF NONTRADITIONAL EDUCATIONAL ORGANIZATIONS

GENERAL OBSERVATIONS:

Representatives of the eighty-five organizations surveyed overwhelmingly agree on two points. First, membership interest in international activities and issues is growing very rapidly--a process which has gained momentum since the historic events in Eastern Europe in 1989-90.

Trade organizations are responding to their memberships' heightened trade promotion activities and concern about competitiveness, market access and international standards issues. Professional, scientific and technical associations are increasingly involved in international technical issues, standards, and programs designed to assist counterpart organizations or other overseas private and public sector groups. Educational institutions are expanding internationally-oriented programs, often with a private sector emphasis. State and local governments continue to promote export and investment attraction programs, although budgetary concerns are having a recent constraining effect.

Second, representatives indicate that much more information about the Partnership for Education will be necessary before detailed project suggestions can be discussed. Representatives asked for information concerning the program's goals, its duration, the type of training envisioned, and its proposed funding and qualification procedures. Most representatives requested a short, written program summary which could be shared with other officials, boards, committees and staff. At the same time, representatives were able to share insights into their organizations' interests and activities, and their suggestions for enhancing participation in the Partnership for Education.

TRADE ASSOCIATIONS: PROGRAMS AND ACTIVITIES

1. International Activities:

1.1 The range of international programs and activities varies considerably.

Trade associations represent widely differing constituencies whose interests and needs are reflected in their associations' missions and the service programs they provide. As a result, trade associations' international programs are disparate. Trade promotion activities may include the sponsorship of annual internationally-attended conferences, trade shows, catalog shows, trade missions and reverse trade missions. A few associations support overseas offices. Trade associations may also be involved in market access

and competitiveness issues, standards harmonization, international technical forums and education and training activities. Other associations' international activities may be limited to specific functions such as standards promotion or market access advocacy.

Typically, associations representing industries dominated by a few large companies, such as the aerospace industry, may not support export promotion activities, as the major companies do their own marketing. Other associations, such as the American Seed Trade Association, forego marketing where the integrity of proprietary information must be maintained. In some associations, such as the Associated General Contractors, members interested in international market promotion may elect to join separate international committees or divisions. Some associations may represent different segments of an industry, such as manufacturers and distributors, which may have differing international interests.

1.2 International programs and activities are conducted with modest levels of funding and staff support.

In general, trade associations are supported by relatively small staffs and budgets. While some professional and scientific associations, such as the American Association for the Advancement of Science (AAAS), may have staffs of several hundred, many trade associations have staffs of fewer than fifty. For example, the Computer and Business Equipment Manufacturers Association (CBEMA) has a staff of approximately thirty. The Semiconductor Industry Association's (SIA) current staff numbers less than fifteen. Examples of trade associations with larger staffs are the National Association of Manufacturers (NAM), and the National Food Processors Association (NPFPA) with staffs of two hundred, and the Association for Manufacturing Technology (NMTBA) with a current staff of eighty-six.

Thus, international programs and activities must compete for staff support and funding with other activities. International programs may be supported, for example, by an international committee, a vice president for international affairs or marketing, and one or two additional staff members. The International Trade office of NMTBA is considered quite large with seven staff members.

Funding for international programs, like staff support, is modest. Consequently, the increased interest of trade associations in international activities has generally not yet been supported by greater commitments of resources. As a result, it is difficult to assess the commitment of many trade associations to support international programs and activities, and their ability to sustain long-term projects.

2. ASEAN/Pacific Activities:

2.1 Trade associations are interested in increasing business contacts with Southeast Asia.

A large majority of trade associations with active trade promotion programs are interested in establishing or expanding trade activities in Southeast Asia. While Europe remains the highest priority region for many US associations, (with increasing attention to Central and Eastern Europe), many associations are considering new Southeast Asian activities. Several associations have targeted the region as a very high priority. The Telecommunications Industry Association (TIA) recently completed a membership survey which indicated a very strong interest in increased trading activity with the Pacific Rim, including Southeast Asia. The US-Export Council for Renewable Energy's (US-ECRE) Pacific solar energy initiative has targeted Southeast Asia and the Pacific as priorities.

Nearly twenty trade, professional, scientific and technical associations have supported or are considering Southeast Asia-related activities. Activities range from long-term projects, such as those supported by the National Research Council and the National Science Foundation, to exploratory trade missions and exchanges. These associations include:

- o Air and Waste Management Association
- o American Association for the Advancement of Science
- o American Pharmaceutical Manufacturers
- o American National Standards Institute
- o Asian-American Free Labor Institute
- o Industrial Research Institute
- o National Academy of Engineering
- o National Association of State Development Agencies
- o National Electrical Manufacturers Association
- o National Governors Association
- o National League of Cities
- o National Printing Equipment and Supply Association
- o National Research Council
- o National Science Foundation
- o Pacific-Indonesian Chamber of Commerce
- o Telecommunications Industry Association
- o US-Export Council for Renewable Energy

Examples of planned activities include NMTBA's machine tool/control training project in Thailand, a proposed joint industrial-technological council for Thailand sponsored by the Industrial Research Institute, and US-ECRE's solar energy initiative which will identify potential markets and develop training programs.

A few associations, including one representing certain cable television interests, expressed no interest in Southeast Asia due

to the absence of mature markets for their products and services.

2.2 Perceived competition from Asian countries discourages Southeast Asian initiatives.

A number of trade associations, particularly in high technology industries, indicated a reluctance to expand marketing efforts in Southeast Asia at this time because of what they view as unfair competition from some East Asian countries. Conversely, others while acknowledging the formidable obstacles to increasing US market-share in Southeast Asia, cited Asian marketing methods as examples which US firms must adopt if they hope to compete in the region. The proposed Partnership for Education represents to some representatives an opportunity to establish longer-term commitments to the region.

2.3 Few trade associations have targeted the South Pacific.

Most associations surveyed were not specifically selected with a view towards their possible interest in the South Pacific, and it is therefore not surprising that high technology and construction industry associations, for example, expressed little interest in the region. As noted above, US-ECRE has targeted the South Pacific as part of its Pacific Rim initiative. It feels the region offers excellent opportunities for US renewable energy industries and has planned a number of trade shows and missions in the region in 1991.

3. Education and Training Activities:

3.1 Education/training programs vary as to the type, level and range of courses, and the degree of staff support.

Education and training is often seen by a trade association as an integral part of its mission. Most associations support education and training programs of one kind or another. Education programs may include any of the following: support for local secondary and university education through scholarships or internships, technical and craft training, health and safety training, and executive training.

Associations may offer a broad curriculum of technical courses, or training may be offered in conjunction with specialized workshops, conferences and meetings. Education and training courses frequently constitute an important part of annual or biannual conferences. Many associations too, publish periodicals, textbooks, technical papers, and produce video training materials.

The education and training program of the Air and Waste Management Association (AWMA), a technical and educational

association representing the environmental management disciplines, illustrates the range of services which may be offered. AWMA offers approximately ten specialty technical conferences and symposia a year. In addition, it sponsors five-to-ten short workshops on selected technical issues annually. AWMA's large continuing education program focuses on leading-edge technical issues and is held in conjunction with specialty conferences and the annual meeting. AWMA publishes periodicals, training manuals and resource books, and produces video tape courses.

Few trade associations employ large in-house training staffs. Trainers are typically volunteers from member firms. Often associations can draw from established pools of industry experts for specialty conferences and continuing education courses. In addition, many associations maintain collaborative relationships with independent or US government-sponsored training institutes. US-ECRE, for example, works closely with the Florida Solar Energy Center, the Solar Energy Research Institute in Golden, Colorado, and Sandia National Laboratories. Some trade associations, however, have established independent training arms which may be engaged in leading-edge research and training, such as the National Food Processors Association's Food Processors Institute. The Instrument Society of America's (ISA) training facility in Raleigh, North Carolina, generates over \$3 million of training a year.

Labor unions, and unionized building and engineering associations, offer hundreds of trade and craft training workshops and courses through local apprenticeship and job training programs across the country.

4. US Government Contacts

4.1 Associations have increasing contacts with US agencies.

Trade and other national associations are increasingly in contact with federal agencies. Contacts may include surveys such as this study, informal discussions, consultative forums, or collaborative projects and activities. Trade associations report the most frequent contacts with the Department of Commerce, the Trade Development Program, the Department of Agriculture, the Department of Energy and AID.

Associations' contacts with government agencies were often characterized as productive, however, several representatives complained that repeated contacts by different staff and/or consultants from a single agency were sometimes redundant and confusing. Other representatives complained about a lack of follow-up to discussions or surveys.

4.2 Associations may lack federal project experience.

Many of the large scientific and professional associations have extensive US government project experience, while trade associations may have little or no federal project experience. Associations with AID project experience include:

- o Air and Waste Management Association
- o National Electrical Manufacturers Association
- o National Governors Association
- o National Science Foundation
- o Natural Research Council
- o Association of Manufacturing Technology
- o National Association of State Development Agencies
- o US-Export Council for Renewable Energy
- o Asian-American Free Labor Institute

Trade associations with little federal project experience were sometimes uncertain about participating in such projects due to the perceived complications of government regulations and "red tape." Representatives emphasized that their limited staff resources would be ill-equipped to handle projects requiring significant administrative obligations.

PARTNERSHIP FOR EDUCATION

1. Trade and Other National Associations

1.1 Associations support the Partnership for Education concept as appropriate and potentially productive.

A very large percentage of trade, professional, scientific and technical associations support the Partnership for Education concept. Despite having few details of the proposed project to respond to, association officials and staff view AID-funded training linkages between US organizations and organizations in Southeast Asia and the Pacific as appropriate and potentially supportive of their business, scientific or professional missions. Even officials who did not feel that the particular circumstances of their associations would permit participation in the Partnership for Education, were generally encouraged by the prospects of stronger public-private sector collaborative efforts. Two trade association officials suggested that AID should very aggressively promote US private sector relationships with developing countries by establishing, for example, regional, industry-specific data bases which could be accessed by interested associations and firms.

Objections to the Partnership for Education concept were raised by certain trade associations, labor unions and state job training representatives. These officials and staff question why

the US government proposes to train foreign workers when insufficient training is available for US workers. In addition, some representatives are concerned that the effect of successful training programs in Southeast Asia will be to export US jobs to the region.

1.2 Associations will require assistance in refining and developing projects.

A very wide range of activities was suggested as possible Partnership for Education projects. At the same time, relatively few associations interested in the Partnership for Education are in a position to discuss their interests in detail. For the most part, suggestions cover sectors and activities which could be of interest to the associations. The general nature of most suggestions is at least in part a function of the limited amount of information available to the respondents as discussed above.

In addition, the collaborative nature of the proposed Partnership for Education projects--associations working in sustained partnerships with overseas organizations--is beyond the experience of many associations, particularly trade associations. Many trade associations maintain overseas institutional contacts, but activities are often infrequent and require relatively small commitments of resources.

Trade association representatives stressed that they will need time to discuss potential projects and assess the particular interests of their memberships. As noted above, trade association memberships can be diverse and their interests in trade promotion activities conflicting.

Most representatives from all types of organizations feel that AID should take an active role in helping to define and develop projects. The nature of the precise training to be provided, and how and where it could be delivered most effectively, will need particular attention. Some interested associations, such as the Air and Waste Management Association, expect AID to take the lead in identifying needs and defining projects within their areas of interest.

1.3 Associations will require assistance in identifying potential Asia/Pacific partners.

Few interested organizations were able to identify specific organizations which might be potential Partnership for Education partners. The Association for Manufacturing Technology (NMTBA), the Telecommunications Industry Association (TIA), the Kenan Institute of the University of North Carolina's Business School, and some scientific associations, were among the few organizations which had identified potential partners.

Many associations simply lack experience and contacts in the region, however, many trade representatives noted that the private sector in Southeast Asia does not yet support specialized private representative organizations which are the functional equivalents of US trade and technical associations. Indeed, a number of associations are interested in assisting the development of counterpart organizations in the region for this reason. One trade association official suggested that the first priority of the Partnership for Education should be the development of private trade and technical associations which could later facilitate the development of technical training programs.

1.4 Associations have strong interests in selected program areas and activities.

Suggestions for Partnership for Education projects cover a wide range of program areas, sectors and activities. As indicated above, some suggestions are very general, while others are specific. Some suggestions were offered as specific expressions of interest in the Partnership for Education, some as examples of projects which representatives felt AID, or other organizations should consider. The following is a partial list of suggested Partnership for Education projects:

1. Assist the Southeast Asian food processing industry to develop a quality control system based on the US Hazard Analysis Critical Control Points (HACCP) method. (National Food Processors Association)
2. Provide assistance in developing telecommunications industry national standards. (Telecommunications Industry Association)
3. Train hazardous waste management technicians. (Instrument Society of America, and National Constructors Association)
4. Provide capital projects management training to government officials. (US Chamber of Commerce)
5. Assist in the development of workplace environmental hazards mitigation program. (Asian-American Free Labor Institute)
6. Assist in the development of an instrument/controls training facility. (Instrument Society of America)
7. Train portworkers in containerization skills. (Asian-American Free Labor Institute)
8. Develop a training program in laboratory equipment maintenance and repair. (American Association for the Advancement of Science, National Science Foundation, Instrument Society of America)
9. Develop a machine tool/controls training program. (Association for Manufacturing Technology)
10. Assist government agencies in environmental regulatory reform. (Air and Waste Management Association)
11. Expand AID/NSF biodiversity studies training of

- paratoxonimists. (National Science Foundation)
12. Provide internships in US laboratories for scientists and engineers. (National Science Foundation)
 13. Develop executive and technical training programs in Southeast Asian business schools. (Kenan Institute)
 14. Assist public/private sector in export promotion, investment attraction. (US Chamber of Commerce)
 15. Develop/strengthen trade, technical and scientific organizations. (Air and Waste Management Association, Water Pollution Control Federation, Industrial Research Institute, Business-Higher Education Forum, National Research Council, American National Standards Institute, National Academy of Engineering.)

As indicated by the list above and other suggested projects, associations have strong interests in several program areas and activities including:

1. Technical and management training in the broad area of environmental management, including hazardous waste and pollution control, and regulatory reform. Interested organizations include: Air and Waste Management Association, Asian-American Free Labor Association, Instrument Society of America, National Constructors Association, US-ASEAN Council, American Consulting Engineers Council, The State of Maryland's International Division.
2. Equipment maintenance and repair training programs and facilities. Interested organizations include: American Association for the Advancement of Science, Instrument Society of America, National Science Foundation.
3. National standards development. Interested organizations include: Telecommunications Industry Association, Industrial Technology Institute, Valve Manufacturers of America, American National Standards Institute, National Food Processors Association, National Association of Manufacturers, Instrument Society of America.
4. Development of private business, scientific and technical organizations. Interested organizations are listed in number 15 above.

1.5 Associations identified potential constraints to their participation.

Funding is the principal concern of nearly all organizations interested in the Partnership for Education projects. Many trade associations, particularly, are uncertain about their ability to sustain long-term partnership commitments without significant outside assistance. For some, participation in such projects would represent a new direction in their international activities which would be examined very closely by their memberships. One trade association representative doubted that his association would support activities that did not lead very quickly to increased

overseas sales.

However, most representatives believe that Partnership for Education projects could be sustained if the seed funding was adequate to help defer initial development costs, and demonstrate a significant commitment to their projects. Many representatives stressed that a minimal funding commitment of \$100,000 per year for two-to-three years might be necessary.

The second most frequently cited potential constraint was the lack of supporting staff. As noted previously, many trade associations, and even some of the large scientific and professional associations, experience staffing problems. Many associations therefore, could not undertake projects which were staff-intensive. At the same time, associations often can draw upon large pools of professionals for training and educational activities.

Several representatives mentioned the Partnership for Education contracting procedures as a potential constraint. Two officials stressed that their trade associations simply would not respond to a general Request for Proposals (RFP), while another representative from an educational institution emphasized that the high costs in terms of staff time of developing a full RFP could not be justified for a grant of \$100,000.

2. Professional, Scientific and Technical Associations

2.1 Considerations on the participation of professional, scientific and technical associations.

Although much of the discussion above applies to professional, scientific and technical associations, as well as trade associations as noted, these organizations may differ significantly from trade associations in terms of resources and programs. The National Research Council, the American Association for the Advancement of Science, the American National Standards Institute, for example, may have larger staffs, different funding sources, and specific missions which may be compatible with the support of long-term collaborative relationships. In addition, professional, scientific and technical organizations often have extensive international and federal project experience.

Professional, scientific and technical representatives emphasized their organizations' professional staffs and their ability to deliver new projects quickly. Many representatives indicated that their organizations would consider working with other US organizations, including trade associations, on Partnership for Education projects.

3. Education, Training and Research Organizations

3.1 Education, training and research institutions, agencies and organizations can facilitate training programs in the Partnership for Education areas of interest.

In addition to trade, professional, scientific and technical organizations, there exists a broad spectrum of other "nontraditional" education and training entities which could contribute to Partnership for Education projects. Education and training organizations surveyed included national higher education associations, community colleges and community college networks, state employment training agencies, private educational and training organizations, and university-affiliated centers and institutes.

- a. **National higher education associations:** National higher education associations representing the more "nontraditional" elements of higher education programs are excellent resources for accessing specific training programs. Representatives of the American Council of Education (ACE), the National University Continuing Education Association, the American Association of Community and Junior Colleges (AACJC), and other organizations are interested in the Partnership for Education initiative and willing to facilitate the participation of their constituent institutions.

In addition, some national associations themselves, coordinate or participate in international programs and activities. AACJC, for example, is preparing a TDP proposal for an equipment maintenance and repair project in Kenya, and considering a management training project in that country. ACE's Business-Higher Education Forum is developing a program of technical and executive training for Central and Eastern Europe, and considering promoting the establishment of a counterpart organization in Asia.

- b. **Community colleges:** Community colleges provide much of the employment training in the US. Often state- or district-wide community college systems or networks coordinate the business-related training programs of all institutions. As an example, the California State Community Colleges represents a statewide system of 107 institutions. Its Economic Development Network (ED>NET) is a training consortium created to provide training and technical assistance to business, industry and government.

ED>NET's delivery system groups colleges in specific areas of interests, including environmental hazard technology. Recent ED>NET-supported

program initiatives include the Environmental Hazardous Materials Technology Institute, a cooperative effort of fifteen colleges to provide technical training programs, and the California Supplier Improvement Program, a joint project with the California Department of Commerce to design a quality-improvement training program for the aerospace industry.

- c. **State customized training programs:** Forty-five states support industry-specific customized training programs through employment training offices, departments of labor, or quasi-public organizations. These programs provide all levels of skills training, including skills upgrading and retraining, through community colleges, vocational and technical schools, and universities. Many states are beginning to work cooperatively in developing industry-wide jobs training programs, such as the steel stamping project undertaken by a number of Midwestern states, Ford Motor Company and steel manufacturers.

The interest of state training agencies in participating in Partnership for Education projects, and their ability to do so, will vary, reflecting statutory, budgetary and political considerations. Two representatives, however, indicated that their organizations could participate in such projects and might be interested in doing so. The National Association of Industry Specific Directors represents directors of state training programs (see entry for Kentucky Cabinet for Economic Development, Bluegrass State Skills Corporations, in Appendix II).

- d. **Research and training organizations:** Business-related education and training programs are offered through a variety of for-profit firms, nonprofit institutions and foundations and professional and technical associations. The American Society for Training and Development is a professional association of training and human resources development professionals which maintains a data base of educators, administrators and researchers.

Specialized technical research and training institutes, such as the Industrial Technology Institute (ITI) in Ann Arbor, Michigan, can design technical training and management programs in specialized areas. ITI, for example, promotes manufacturing technology and technology transfer, and has been increasingly involved in national and international standards issues.

A number of firms including the Delphi Industry Group, the Association for International Prac-

tical Training, and the Business Council for International Understanding facilitate information exchange programs and provide customized international training for students and professionals.

- e. **University affiliates:** Specialized university-affiliated centers and institutions can facilitate US and overseas contacts. The University of California - San Diego Graduate School of International Relations and Pacific Studies, for example, works closely with the Southern California business, legal and financial communities and promotes contacts with Asian and Pacific organizations through its international business program.

3.2 Clearly defined Partnership for Education program and project goals will facilitate education/training participation.

Education and training organizations of all types are interested in contributing to the Partnership for Education program; some are interested in working with AID or selected partners in the design or delivery of training projects, while others, such as national associations, are interested in facilitating the participation of their constituents. Nearly all, however, indicated that their participation would be most effective when the Partnership for Education program and project goals are clearly articulated.

The range of specialized educational and training resources is so extensive that it will be very difficult to assess their potential contribution to the Partnership for Education until program goals are determined, projects defined and the nature of the training components outlined. Several representatives emphasized the importance of the selection of training delivery methods which are the most appropriate for the industry, level of training desired and the region. Some trade association trainers may need assistance in designing the most appropriate delivery package, according to these representatives. Many of the representatives noted that their organizations have experience in collaborating with industry associations.

As with trade, professional and scientific organizations, funding was identified as a potential constraint to participation. State employment training programs are now under considerable financial pressures. One representative from a Midwestern state was concerned that the entire employment training program might be in jeopardy due to possible budget cuts.

4. State and Local Departments of Commerce and Economic Development Agencies

4.1 Staffing and budgetary constraints limit state and local participation.

While state and local economic development, world trade, and commerce departments continue to promote local export and investment attraction programs, they generally lack the resources to play an active role in Partnership for Education projects. In addition, while many departments actively promote firm-to-firm contacts between local businesses and businesses overseas, very few have experience in working with local or foreign organizations.

An exception is the Illinois Department of Economic Development which works with a number of national trade associations, including the Association for Manufacturing Technology (NMTBA). An Illinois representative stated that his department would consider assisting Partnership for Education projects involving trade associations with close connections to Illinois industries. The Maryland International Division has strong interests in bio-technology and hazardous waste projects.

5. Projects Development

5.1 First tier projects

As noted above, many organizations are interested in participating in the Partnership for Education, and despite the absence of specific program information, several reasonably well-defined projects were proposed which appear to be appropriate for the Partnership for Education initiative and which could be developed relatively quickly. These projects, like all others, will need to be evaluated against final Partnership for Education criteria. Further information on the following projects and organizations can be found in Appendix II.

- a. Kenan Institute:** The institute is developing plans for two joint executive education programs with institutions in Southeast Asia. The Technology Management Plan is a four-part program in technology management developed in cooperation with the Swiss Federal Institute of Technology. The Executive Management Program would use the University of North Carolina Business School's executive education program as a model for developing mid-management level executive training programs in Southeast Asian business schools. Representatives indicated that the projects appear to respond to the general absence of high-quality executive and management training capabilities

in Southeast Asia. Executive training courses are designed to be self-supporting through client fees.

- b. **Association for Manufacturing Technology (NMTBA):** NMTBA is discussing with AID a machine tool/control service and maintenance training program in Thailand in association with the Metalworking Industrial Development Institute in Bangkok. The association is also considering a similar project for Indonesia. NMTBA reports strong interests in US technology and training programs among the Thai and Indonesian industries, while the US industry is anxious to increase its market share in the region. NMTBA is discussing AID mission funding for the Thai project.
- c. **National Food Processors Association:** NFPA officials have suggested a project to introduce the Hazard Analysis Critical Control Points Program (HACCP) to the Southeast Asian food processing industry. This leading quality assurance and control system is directed by the educational and research arm of the NFPA, the Food Processors Institute. Training for food processing managers, operators, and technicians would assist the Southeast Asian food processing industry by upgrading quality control procedures and facilitating food exports. The project would respond to the interests of the US food processing industry by assuring the reliability of overseas-sourced food products. NFPA will be conducting a membership survey to determine the most appropriate regional partners.
- d. **American Association for the Advancement of Science:** AAAS representatives have suggested a laboratory equipment maintenance and repair training project for Southeast Asia. Several other organizations, including the Instrument Society of America and the National Science Foundation, have expressed interest in the project, and all agree on the very strong need for trained equipment technicians in the region. AAAS has been forced to postpone current planning on the project due to recent staff vacancies, however, a collaborative effort with other interested organizations would appear feasible.

5.2 Second Tier Projects

Representatives of three associations expressed very strong

support for the Partnership for Education and their interest in working with AID to define and develop projects in specialized project areas:

- a. **Air and Waste Management Association:** AWMA is interested in working with AID in designing environmental management programs for Southeast Asia and the South Pacific. Specific projects might include data handling analysis, control equipment design, and ecological effects.
- b. **US-Export Council for Renewable Energy:** US-ECRE has identified the Pacific Rim as a priority area and is interested in considering renewable energy projects for Southeast Asia and the South Pacific. It recently signed a three-year cooperative agreement with AID/Science and Technology to provide training in support of AID's energy education and training program.
- c. **Telecommunications Industry Association:** TIA's recent membership survey indicated strong support for expansion of Pacific Rim contacts. TIA has a strong international focus and its officials are interested in promoting new international activities. TIA could be interested in projects involving telecommunications standards development.

5.3 Third tier projects

The following organizations appear to offer some opportunities for future Partnership for Education collaboration:

- o American Consulting Engineers Council (and its affiliated organization, Hazardous Waste Action Coalition) American Electronics Association
- o American Pharmaceutical Association
- o American National Standards Institute
- o Asian-American Free Labor Institute
- o Business-Higher Education Forum (American Council on Education)
- o Institute for Professional Practices
- o Industrial Research Institute
- o State of Maryland International Division
- o National Academy of Engineering
- o National Cable Television Association
- o National Constructors Association
- o National Electrical Manufacturing Association
- o National League of Cities
- o National Printing Equipment and Supply Association
- o National Science Foundation
- o Valve Manufacturers Association of America
- o Water Pollution Control Federation

RECOMMENDATIONS

DESIGN CONSIDERATIONS AND PRIORITY AREAS

1. Program Goals and Priorities

1.1 Define clear and specific Partnership for Education goals.

The interests of "nontraditional" educational organizations in the Partnership for Education and their ability to participate will be enhanced by a clear definition of program goals. Representatives raised many questions about the precise nature and goals of the program. One question, raised many times, was whether AID viewed the Partnership for Education as a development project, designed to benefit primarily developing countries, or whether it was also seen as a trade promotion project. The question reflected representatives' concerns about the contributions expected of US organizations, and AID's long-term commitments to the program. Some education and training organizations were particularly concerned about the nature of training goals and objectives contemplated.

The nature of the participating organizations will also depend, in part, on program goals. For example, large scientific and professional associations may be well-suited to deliver Partnership for Education projects relatively quickly, however, it may be desirable to facilitate the participation of "new players" in the Partnership for Education—organizations which have no previous AID or US Government experience, or which have interests but no previous experience in the Asia, Pacific region.

1.2 Determine initial program priorities.

Most interested associations indicated that their participation would be facilitated by the designation of priority program areas and activities. Trade association representatives emphasized that priority designation of, for example, environmental management projects could strengthen membership commitments to the projects and enhance the ability of the associations to marshal resources. Priority designations need not be viewed as exclusive, but rather as a means to promote the development of the initial Partnership for Education projects.

In determining initial priority areas, AID could build on the results of this study which show strong interests in technical and management training programs in environmental management; national standards development; quality control, especially in food processing; equipment maintenance and repair; and in the promotion of private, business, professional, scientific and technical "counterpart" organizations.

1.3 Assess regional needs.

The ability of many of the suggested projects to respond to the business, management, science or engineering needs of Southeast Asia and the South Pacific cannot be easily determined from the results of this survey. The general absence of identified regional partners indicates, certainly, that the suggestions reflect primarily the interests of US organizations. It is suggested that in the long-term, possibly following the initial selection of "pilot projects," an assessment of regional needs in selected or priority areas would be appropriate and necessary. In fact, as noted above, some interested organizations expect AID to determine Asia, Pacific needs, and work with them in developing responsive projects in their areas of interest.

The US-ASEAN Council is currently conducting a needs assessment in the ASEAN region in the environmental management area.

2. Project Criteria

2.1 Considerations in selecting project criteria.

An examination of Partnership for Education projects proposed by the survey respondents suggests areas of primary concern in establishing project design criteria. It is suggested that as a minimum projects should respond to the following criteria:

- a. **Sustainability:** Project partners should identify joint funding and staff resources, which in combination with AID grants, will sustain projects for several years.
- b. **Mutuality of Benefits:** Projects which create benefit for both parties will attract greater resources and promote sustainability.
- c. **Appropriate Asian/Pacific Partners:** US organizations should be encouraged to form partnerships with organizations which are in a position to maximize the benefits of the specific training programs for their business and professional communities.
- d. **Appropriate Training:** Projects should promote the most appropriate training packages in terms of the type and level of training, where it is to be provided, and the means of delivery.

3. Project Resources

3.1 Project Grants should be substantial and available for a term of years.

Representatives overwhelmingly mentioned funding as the prin-

cial constraint to their organizations' possible participation in the Partnership for Education. At the same time, most feel that a significant commitment of "seed" funding available for more than one year would make participation in the Partnership for Education feasible, and attractive to their memberships. Obviously, project costs will vary and respondents were not generally in a position to estimate costs, however, many indicated that funding of \$100,000 per year for several years might encourage their participation. Trade association representatives particularly, emphasized that funding would have to approach this level to justify the commitment of staff and resources in a new program area.

4. Contracting Procedures

4.1 Contracting procedures should not inhibit participation.

As noted previously, several organizations indicated that they would not respond to general RFPs, due to the perceived administrative costs and "red tape." The participation of trade associations and other organizations without federal project experience could well be inhibited by contracting procedures which require full project RFPs. One representative estimated that it could cost her organization \$10,000 to \$20,000, including travel expenses to the ASEAN, Pacific regions to develop a full-scale proposal.

AID should consider adopting contracting procedures which will not be overly burdensome to interested organizations. One representative suggested using expressions of interest as the basis for awarding small preparation grants.

IMPLEMENTATION/MANAGEMENT CONSIDERATIONS

1. Partnership for Education Resources

1.1 Allocate AID staff/contractual resources to permit active role in developing projects.

The survey results indicate that AID may need to take an active role in defining and developing Partnership for Education projects. Indeed, many representatives assumed that AID would work closely with their organizations in developing projects; some organizations with strong interests in the Partnership for Education are unlikely to pursue projects without AID involvement. AID should allocate Partnership for Education resources to facilitate its active participation in project development.

2. Implementation Considerations

2.1 Facilitate the identification of ASEAN/Pacific Partners.

Very few interested organizations have identified potential partners in Southeast Asia and the South Pacific, and many do not have contacts in the region which would appear to be appropriate for the Partnership for Education projects. AID, through its missions, should consider working very closely with organizations in identifying suitable and appropriate partners.

2.2 Facilitate multiple partner projects.

One way of leveraging organizational resources is to create partnerships with several US partners. Multiple-partner projects could pool funding and staff resources. As an example, a laboratory equipment maintenance and repair project could include a scientific or technical association and an association representing equipment manufacturers, suppliers or distributors. Trade and other associations should also be encouraged to enlist the participation of education and training organizations in the design and delivery of training programs.

Most representatives were willing to consider such multi-partner arrangements; some were very enthusiastic about cooperative projects. It is suggested, however, that AID will need to assist the creation of multiple-partner projects, especially the participation of education and training organizations.

3. Follow Up

This study has served at least two purposes. First, it represents a survey of interest among various organizations in the Partnership for Education. Second, it has opened further areas of communication between AID and many organizations. It is suggested that AID could build on these new contacts and promote the development of the Partnership for Education by:

3.1 Following up this study by immediately sending letters of appreciation to all organizations contacted and,

3.2 Sending all organizations a short Partnership for Education program description when available.

APPENDIX I

**Alphabetical Listing
of
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APPENDIX II

Background Information on Organizations

**Trade, Professional,
Scientific and Technical
Associations**

Aerospace Industries of America, Inc. (AIA)
1250 Eye Street, N.W., Suite 1100
Washington, DC 20005
(202) 371-8420

BUDGET: \$6.5 million. STAFF: 75. MEMBERSHIP: 40 to 50 companies.
AIA represents primarily aerospace manufacturers.

Contact: Joel L. Johnson, Vice President, International

Date of Contact: November 28, 1990

OVERVIEW:

An AIA official indicated that since AIA does not focus on international marketing activities, (most of the large aerospace companies do their own), or industry training, it would have little interest in participating in the Partnership for Education at this time.

Air and Waste Management Association (AWMA)
P.O. Box 2861
Pittsburgh, PA 15230
(412) 232-3444

BUDGET: \$4.6 Million. **STAFF:** 38. **MEMBERSHIP:** 11,000 individuals and companies. The association is a technical and educational organization representing the many disciplines involved with environmental management including physical and social sciences, health, engineering, law and management. The association's technical scope covers three areas: air pollution control, environmental management, and waste processing and control. Its 11,000 members represent fifty countries and participate through twenty-one regional sections and forty local chapters. Four councils guide the association: Technical, Sections, Communications and Marketing, and Education.

Contacts: Martin E. Rivers, Executive Vice President; Robert Johnson, Director of Outreach Programs.

Dates of Contact: January 7, 1991; January 29, 1991

OVERVIEW:

International: As a technical organization, AWMA does not engage in direct overseas marketing. It does have an international focus through its membership in the International Union of Air Pollution Prevention Associations (IUAPPA), which supports the development of national, nonprofit, technical associations in member countries. IUAPPA has twenty-seven member countries, including recently Thailand and Malaysia. AWMA serves as the presidency of IUAPPA through 1992.

Education/Training: AWMA's education programs are seen as important elements in helping it to achieve its objectives. The Education Council oversees formal education programs in three areas: public education, higher education and training. Education programs include technical sessions in conjunction with AWMA's annual meeting (which is the largest environmental meeting in North America), specialty conferences, workshops and continuing education courses. Current continuing education courses include a number of courses in four areas: environmental management, monitoring and analysis, emissions and modeling equipment, and process design and operation.

US Government Contacts: AWMA participated in a TDP grant which brought a delegation of Thai National Energy Administration and municipal officials to visit US waste management facilities in

October, 1990. The association was very pleased by this mission which was described as a positive experience for all involved.

PARTNERSHIP FOR EDUCATION;

Participation: AWMA is very interested in developing cooperative arrangements with organizations such as AID to assist it with its education and training objectives. According to officials, AWMA appreciates the need to improve the knowledge and skills of overseas environmental professionals in order to further its goal of a cleaner global environment. It believes the Partnership for Education is very compatible with its efforts. AWMA would be interested in working on regulatory reform in the region, and assisting in the development of national environmental technical organizations where needed.

Concepts: AWMA would work cooperatively with IUAPPA in designing training programs tailored specifically to the needs of the country or countries. Examples of programs might include: control equipment design, data handling analysis, and ecological effects.

The program would be designed to be specific, and sustainable by the Southeast Asian partner. Officials stressed that the association has no interest in delivering a "canned" program, therefore it is critical that a needs assessment determine the specific areas to be addressed. The US-ASEAN Council is currently undertaking such a survey. The regulatory reform program would assist ASEAN countries with the development of their environmental regulatory regimes--a concept which the Japanese are using to promote Japanese technology which responds to the regulatory program they recommend.

Partners: AWMA has not yet identified possible partners.

Funding: Corporate funding is possible, also funding from the Global Environmental Management Institute.

Constraints: Funding and staff resources.

Comments: Officials emphasized the need for strong direction from AID in identifying the sectoral priorities, the specific type of training desired, and potential partners. They also indicated that AWMA would be willing to work on such a project if requested, however, it does not regularly bid on government contracts and most likely would not respond to a general Request for Proposals.

**American Association for the Advancement of Science
Directorate for International Programs (AAAS)
1333 H Street, N.W.
Washington, DC 20005
(202) 326-6490**

BUDGET: \$34 million. **STAFF:** 225. **MEMBERSHIP:** 133,000 individuals, 296 affiliated societies and academies of science. AAAS is a general scientific society of scientists, engineers, science educators, policy makers, students and others interested in science and technology.

Contacts: W. Thomas Wander, PhD., Acting Director; Richard W. Getzinger, Director; Lisbeth A. Levy, Senior Program Associate; Amy Auerbacher Wilson, Program Director for Sub-Sahara Africa.

Date of Contacts: November 9, 1990 (Wander); November 19, 1990.

OVERVIEW:

International Directorate: The Directorate for International Programs (DIP) deals with four major program areas: Global Change, Developing Countries, International Scientific Cooperation, and the Program on Science, Arms Control and National Security. Within the International Scientific Cooperation Program, the AAAS Consortium of Affiliates for International Programs is a multidisciplinary network of scientific and engineering societies which constitutes the US portion of a worldwide network of over 1,000 scientists and engineering societies. Currently ninety AAAS affiliates are members and one hundred fifty foreign societies are corresponding members of the consortium. The problems of equipment maintenance and repair in developing countries is currently under consideration by the consortium.

PARTNERSHIP FOR EDUCATION:

Participation: The AAAS is interested in considering ways in which it could participate in a program such as the proposed Partnership for Education. AAAS is particularly interested in a program in equipment repair and maintenance. Other suggestions for Southeast Asia programs included food quality control and packaging, post-harvest food loss, food technologies (e.g. soybean fermentation), and natural product development, marketing and standards conformance.

Concepts: AAAS has been considering a proposal through the consortium to develop a program to enhance the ability of developing countries to maintain and repair scientific equipment, such as laboratory equipment. The great need for these skills in developing countries in many areas of the world was emphasized. AAAS is considering several regional programs, including one in Asia. The proposed program would provide training to relevant organizations which could then train their own members or others.

Constraints: AAAS has incurred recent staff vacancies which will inhibit its present ability to administer a program such as the proposed equipment maintenance and repair project. At this time, however, it would be interested in facilitating such a partnership administered by another organization. Asked if AAAS might consider participating in a partnership with an interested trade association (e.g. equipment manufacturers), staff members replied that it would have to be structured very carefully to avoid the impression that AAAS was promoting particular products.

AAAS remains interested in the project and will consider it again as staff resources allow. However some AAAS staff see their organization as more of a facilitator, drawing on its expertise and worldwide contacts, and question whether it could commit to a longer-term relationship as contemplated by the Partnership for Education without significant outside assistance.

American Consulting Engineers Council (ACEC)
1015 15th Street, N.W., Suite 802
Washington, DC 20005
(202) 347-7474

BUDGET: \$2 million to \$5 million. **STAFF:** 40. **MEMBERSHIP:** 4,700 companies. ACEC represents independent, private practice engineering firms. It established the Hazardous Waste Action Council in 1985 (see entry).

Contacts: Thomas B. Dobbins, Director of Legislative Services; Jane Sidebottom, Government Affairs Representative.

Date of Contacts: December 3, 1990

OVERVIEW:

International Trade/Policy: ACEC is active in promoting international marketing and joint venture opportunities. Many international policy activities are undertaken in conjunction with the Federation of International Consulting Engineers (FIDIC), which represents national associations of independent consulting engineers. The FIDIC is actively encouraging the development of the profession in developing countries.

Education/Training: In addition to its continuing education seminars, conferences, and quality management and peer review programs, ACEC supports the Research and Management Foundation, an independent research and educational organization. The foundation's Institute for Engineering Education provides practical energy concepts to university curricula. Other foundation program areas include hazard reduction and mitigation, computer design, and engineering technology.

PARTNERSHIP FOR EDUCATION:

Participation: It was suggested that ACEC's proposed AID Environmental Institutional Development Program might be an appropriate model for use in Southeast Asia through the Partnership for Education. ACEC has presented a proposal to AID/ENR for a model program which would assist governments in Central Europe in establishing environmental protection structures and management training programs. ACEC might consider this or other programs for Southeast Asia under the Partnership for Education concept.

American Electronics Association (AEA)
1225 Eye Street, N.W., Suite 950
Washington, DC 20005
(202) 682-9110

5201 Great American Parkway
Santa Clara, CA 95054
(408) 987-4200

BUDGET: Over \$15 million. **STAFF:** over 100. The AEA is headquartered in Santa Clara, California, and maintains thirteen US offices, including the Washington office. It is the largest electronics manufacturers association in the country with over 3,500 member firms, including most of the largest manufacturers and covering all phases of the industry.

Contact: William K. Krist, Vice President

Date of Contact: December 17, 1990

OVERVIEW:

International Trade: AEA maintains an office in Tokyo and is opening one in Europe in 1991. AEA's Europe Committee, established in 1990, supports members seeking to establish or expand European business relationships. An official indicated that the AEA is becoming very active in its international marketing efforts. It works closely with AEA counterpart organizations in Japan and South Korea. It will be participating in a major trade conference in Singapore in early 1991. AEA member firms are actively involved in Southeast Asian manufacturing operations (especially Motorola in Malaysia).

Education/Training: AEA offers a number of executive and management development programs including: the AEA/Stanford Executive Institute, the AEA/Santa Clara University Management Development Program, the Manufacturing Strategy Forum, the Engineering Management Forum, and the Engineering Management Program.

PARTNERSHIP FOR EDUCATION;

Participation: An AEA official indicated support for AID's emphasis on creating linkages between US organizations and organizations in ASEAN, Pacific regions. He feels the AEA could support such activities, and he will take the Partnership for Education proposal to AEA's officers and board of directors. At the same time, the difficulty of funding long-term projects was stressed. It

was also indicated that the electronics industry in Southeast Asia is not generally organized into similar trade associations, thus locating appropriate partners could be difficult.

Further Information: Much more detailed information on the Partnership for Education proposal, including funding, program objectives, and expected duration was requested.

American National Standards Institute (ANSI)
655 15th Street, N.W., Suite 300
Washington, DC 20005
(202) 639-4090

BUDGET: \$5 million. **STAFF:** 10. **MEMBERSHIP:** 1,000 companies, 250 organizations, 30 government agencies. ANSI is a private voluntary membership organization that coordinates the development of US voluntary national standards, and is the US member body to the non-treaty international standards bodies: the International Organization for Standardization (ISO), and the International Electrotechnical Commission (IEC).

Contact: George Willingmyre, Vice President, Washington Office.

Date of Contact: December 8, 1990

OVERVIEW:

Standards: ANSI's primary standards functions are: coordinating the voluntary standards activities of US standards developers, (trade associations); labor unions, technical associations); approving American national (consensus) standards; representing US interests in the ISO and IEC; and providing information on world standards.

ASEAN/Pacific: ANSI is a member and one of the founders of the Pacific Area Standards Congress (PASC), an organization of Pacific area national standards organizations whose other active members include Australia, Canada, Chile, People's Republic of China, Fiji, Hong Kong, Indonesia, Japan, South Korea, Malaysia, New Zealand, Papua New Guinea, the Philippines, Singapore, South Africa and Thailand.

Education/Training: ANSI supports educational programs involving national and international standards, standards technology and program management, and legal issues.

PARTNERSHIP FOR EDUCATION:

Participation: ANSI would like to assist in the further development of PASC and has held discussions with the US State Department to encourage the APEC governments to support its activities. It was suggested that the Partnership for Education might facilitate ANSI's interest in strengthening PASC or national organizations.

American Petroleum Institute (API)
1220 L Street, N.W.
Washington, DC 20005
(202) 682-8000

BUDGET: over \$50 million. **STAFF:** 500. **MEMBERSHIP:** 250 companies. API is the industry's principal trade association representing the major oil companies, independent producers, and distributors and suppliers. It maintains offices in thirty-three state capitals, New York City and Dallas.

Contacts: Mike Canes, Vice President for International Affairs; Tom Sawyer, Vice President for Industrial Affairs.

Date of Contacts: December 5, 1990 (Canes); February 6, 1991 (Sawyer)

OVERVIEW:

International Trade: API concerns itself with domestic activities and will consider international initiatives only when they have a direct impact on the domestic market. Thus, most marketing activities are undertaken by individual firms.

Education/Training: Although the major oil companies do much of the industry training themselves, API supports a number of pro-grams. It co-sponsors with the University of Texas and Texas A & M University short-term technical courses including, for example, waste cleanup technology, fire fighting, design and pipeline operations technology. It provides technical information for programmed learning materials which it sells to industry, and it offers courses on topical issues and problems, for example, seminars on production waste guidelines and standards.

PARTNERSHIP FOR EDUCATION:

Participation: Officials did not think API would be interested in the Partnership for Education, and indicated that API previously was approached by the Peoples Republic of China to set up a training institute in that country, but this was not felt to be an appropriate activity for the institute.

Further Contacts: David Miller (202) 682-8159 and Jimmy Greer (214) 748-5842 are knowledgeable about specific training programs.

American Pharmaceutical Association (APA)
2215 Constitution Avenue, N.W.
Washington, DC 20037
(202) 783-2351

Founded: 1852. **BUDGET:** over \$5 million. **STAFF:** 75-80. APA is a national professional association of pharmacists.

Contact: Dr. Arthur Kibbe, International Affairs Director

Date of Contact: December 12, 1990

OVERVIEW:

International/ASEAN: APA is a member of the International Pharmaceutical Foundation and maintains contacts with many overseas pharmaceutical associations, including those in the Philippines, Thailand and Malaysia. The association is working with Southeast Asian associations in helping to upgrade pharmaceutical programs at the university level. APA sponsors continuing education programs for its membership.

PARTNERSHIP FOR EDUCATION:

Further Contacts:

Larry Weaver
University of Minnesota, College of Pharmacy
(612) 624-1900
Has knowledge of the Southeast Asian pharmaceutical education project.

American Seed Trade Association (ASTA)
1030 15th Street, N.W.
Washington, DC 20005
(202) 223-4080

BUDGET: \$1.5 million. **STAFF:** 10. The ASTA represents producers of seeds for germination.

Contacts: David R. Lambert, Executive Vice President
Mark Condon, Director of International Marketing

Date of Contact: December 17, 1990

OVERVIEW:

ASEAN/Pacific: ASTA members are active in Southeast Asia, selling grain and grass seeds. The association has no regular or formal contacts with counterpart organizations in the region.

PARTNERSHIP FOR EDUCATION:

Participation: Although ASTA has participated in US Department of Agriculture sponsored trade missions, most marketing in the industry is done by individual firms which are not inclined to share proprietary information, thus ASTA would have little interest in the Partnership for Education.

Asian American Free Labor Institute (AAFLI)
1125 15th Street, N.W.
Washington, DC 20005
(202) 737-3000

Founded in 1968 by the AFL-CIO to assist in the development of Asian trade unions. BUDGET: over \$4 million (AID central grant and mission funding of approximately \$3 million; National Endowment for Democracy funding of approximately \$1 million.) Offices: Bangladesh, South Korea, the Philippines, Sri Lanka, Indonesia, Turkey and Thailand. Although a separate organization, AAFLI is affiliated with the AFL-CIO which provides policy direction. It is active in twenty Asian and Pacific countries, working primarily with national trade union organizations. AAFLI provides basic union enhancement assistance, including technical and administrative assistance, and supports a variety of research and regulatory reform programs.

Contacts: Kenneth P. Hutchison, Deputy Executive Director; Mark D. Hankin, Assistant to the Deputy Director

Dates of contacts: November 14, 1990, January 3, 1991

OVERVIEW

ASEAN/Pacific: AAFLI is active in the Pacific and all ASEAN countries except for Brunei and Singapore. The Washington office handles Pacific island programs. Existing or recent research and reform projects in the regions include: privatization (Thailand); occupational health and safety laws; minimum wage laws (Indonesia); labor mediation and arbitration (Philippines); and social security law reform (Philippines). AAFLI has helped establish credit unions, consumer cooperatives and small business cooperatives in Asia and the Pacific, and supported educational projects in Indonesia, Thailand and Malaysia.

PARTNERSHIP FOR EDUCATION:

Participation: AAFLI is very interested in exploring a Partnership for Education partnership in the environmental hazards area. Other ideas mentioned include:

1. Containerization training. AAFLI assisted a South Korean union in the training of port workers in containerization skills. AAFLI believes other ports in Asia could greatly facilitate cargo handling by training workers in containerization skills.

2. Privatization.

3. Occupational health and safety. The International Labor Organization (ILO) is helping to establish occupational health and safety committees in Indonesia. AAFLI could provide assistance in expanding the program to other countries.

Concept: Establish training programs involving industry, unions and government to assess workplace environmental hazards and develop structures to consider environmental policy issues. AAFLI is interested in exploring how business, government and unions can work cooperatively in assessing and reducing risks of environmental work hazards. The institute has a small amount of NED funding, and has submitted a new proposal to identify environmental workplace problems, and to examine how environmental laws are being enforced.

Partners: AAFLI has extensive regional contacts among unions, government agencies and local environmental groups. Finding partners would not present major obstacles.

Funding: Possible sources include ILO; AID missions.

Constraints: Funding

Follow Up: AAFLI has asked to be kept informed as the Partnership for Education proposal develops.

Associated General Contractors of America (AGC)
1957 E Street, N.W.
Washington, DC 20006-5199
(202) 393-2040

BUDGET: over \$5 million. **STAFF:** 100. **MEMBERSHIP:** 32,000 companies. AGC represents general contracting firms, sub-contractors, and suppliers. Approximately one-quarter of the membership are general contractors. A large majority of the members are small businesses, however members include many of the largest US construction companies.

Contact: Terry M. Chamberlin, Director, International Construction Division and Industrial Services.

Date of Contact: December 6, 1990

OVERVIEW:

International Trade: AGC's International Division consists of thirty companies which pay fees in addition to regular membership fees to support its activities. AGC belongs to the Confederation of International Construction Associates, a worldwide industry group of organizations represented in fifty-one countries, which is headquartered in Paris. The organization has four geographic divisions - the Asia, Pacific regional organization is the International Federation of Asian and Western Pacific Construction Associates whose permanent secretariat is located in Manilla.

Education/Training: AGC sponsors training courses for managers and craftsmen which are offered by its 102 chapters in the US.

PARTNERSHIP FOR EDUCATION:

Participation: An AGC official indicated that some of the AGC membership take a somewhat conservative view of international market promotion and outreach. Thus, any participation by AGC would have to produce a **direct link** to business opportunities. In addition, AGC could not itself be the designated US partner as the funds committed would directly benefit only the thirty international members. Further, approximately one-half of the international members will participate in overseas projects only if they are funded by the US government.

Concepts: The official suggested that AGC might be willing to facilitate the participation of Southeast Asian craftsmen and managers in local training programs and seminars. He expressed

reservations, however, concerning the training of capital projects managers as suggested by other contacts, as this is an area where the US industry still maintains a comparative advantage. Any partnerships in this area would need to be very carefully constructed to preserve US advantages.

Further Contacts:

International Federation of Asian and Western Pacific
Construction Associates
P.O. Box 12019
Ortigas Center Post Office
Emerald Avenue, Pasig
Metro, Manilla
(63-2) 631-2782 or 631-2789

Cable Television Administration and Marketing Society (CTAM)
635 Slaters Lane, Suite 250
Alexandria, Virginia 22314
(703) 549-4200

BUDGET: \$3 million to \$5 million. **STAFF:** 10-15
MEMBERSHIP: over 2,500. CTAM members are executives of US cable TV companies and networks. It was founded in 1975 to provide a resource for marketing and management information for cable executives and managers. **PROGRAMS:** CTAM activities include management and human resources courses and seminars, an industry resource center and data base, and industry development programs.

Contacts: Georgianne U. Anderson, Executive Assistant;
Margaret Combs, President.

Date of Contact: December 8, 1990

OVERVIEW:

Education/Training: CTAM's training programs include a management course for general managers, research and marketing seminars, strategic human resource planning courses and symposia, and a sales management course. The resource center and data base provide industry-wide information on cable customers and issues of concern.

International: CTAM is greatly expanding its international focus. It has particularly close ties with Europe as ninety percent of European-based cable companies are American. CTAM is also working with sister organizations in Japan, Hong Kong, and Australia.

PARTNERSHIP FOR EDUCATION:

Participation: CTAM is very interested in assisting overseas sister associations and sees the Partnership for Education as a possible vehicle to help in these efforts. However, the cable market is still very small in Southeast Asia with only the Philippines actively developing a cable network at this time.

Computer and Business Equipment Manufacturers Association (CBEMA)
311 First Street, N.W., Suite 500
Washington, DC 20001
(202) 737-8888

BUDGET: \$3 million to \$5 million. **STAFF:** 30. **MEMBERSHIP:** 28 companies. CBEMA represents companies providing computer, business equipment and telecommunications hardware, software and services. Its program areas include: international trade, standards and technology, intellectual property, government procurement and taxes.

Contact: Bill Maxwell, International Affairs

Date of Contact: December 5, 1990

OVERVIEW:

International Trade: CBEMA is not primarily involved in marketing. Its international program focuses on policy issues such as market access, protection of intellectual property rights, and standards. It works with foreign trade associations through the International Information Industry Congress, a thirteen-member committee whose goals are to develop common views on issues of concern, and to influence trade policy affecting the information technology industry. Its current members are Brazil, Canada, Denmark, France, Germany, Ireland, Italy, Japan, New Zealand, Sweden, United Kingdom and the United States.

Standards: For thirty years, CBEMA has served as the Secretariat for the American National Standards Institute's Committee on Information Processing Systems that develops standards for information processing systems, including computers and other office equipment, and programming languages. It is also the administrator for the US Technical Advisory Group which develops technical and policy positions, and forms delegations to represent US standards views internationally. CBEMA aids efforts to harmonize information technology standards worldwide, and strengthen international voluntary standards organizations.

ASEAN/Pacific: In 1990, CBEMA met with officials from Thailand and Indonesia to offer assistance to their governments and industry in developing and enforcing strong intellectual property laws.

PARTNERSHIP FOR EDUCATION:

Participation: CBEMA could be interested in working with Southeast

Asian public or private organizations in the standards or intellectual property areas. However, CBEMA has limited resources and may not be in a position to sustain a long-term partnership.

Computer and Communications Industry Association (CCIA)
666 11th Street, N.W.
Washington, DC 20001
(202) 783-0070

BUDGET: \$1 million. **STAFF:** 10. **MEMBERSHIP:** 60 companies. CCIA represents manufacturers of computers, computer software, other information processing products and sources, and telecommunications companies.

Contact: Ed Black, Vice President and General Counsel

Date of Contact: December 11, 1990

OVERVIEW:

International Trade: CCIA represents firms with annual sales generally under \$500 million, as well as telecommunications companies such as the regional Bell telephone groups. It is concerned primarily with international trade policy, intellectual property issues, and standards, and does not support significant market promotion efforts.

Education/Training: CCIA does not engage in technical training. It occasionally organizes in-house seminars on topical issues such as intellectual property law.

ASEAN/Pacific: CCIA is not active in Southeast Asia except on a policy level. Member companies do have significant interests in the region.

PARTNERSHIP FOR EDUCATION:

Participation: An official expressed CCIA's concern that technical training should be provided first to US workers to alleviate the shortage of qualified US computer technicians, and he did not feel CCIA members would be receptive to a program providing training to overseas personnel. He asked that AID send him further information on the Partnership for Education.

Construction Industry Manufacturers Association (CIMA)
111 E. Wisconsin Avenue
Milwaukee, WI 53202
(414) 272-0943

525 School Street, N.W.
Washington, DC 20007
(202) 479-2666

BUDGET: \$1.5 million. **STAFF:** 20. **MEMBERSHIP:** 200 companies. CIMA member companies are US and foreign manufacturers of off-road earthmoving and construction equipment and related products. Foreign firms must have a US marketing presence.

Contact: J. William Peterson, Washington Representative

Date of Contact: January 3, 1991

OVERVIEW:

International Trade: CIMA works cooperatively with sister organizations in Europe and Japan (Construction Equipment Manufacturers Association) on trade shows, and standards and certification issues. A DOC Certificate of Review allows members to cooperate overseas without violating US antitrust laws. CIMA has proposed the establishment of common distributorships in Eastern Europe for a number of its members. CIMA would help train overseas personnel to manage the distributorships. It is considering establishing a common training center for its Eastern European distributorships.

ASEAN/Pacific: Some members have Southeast Asian distributorships.

Education/Training: Members do both product and support training (after-sale servicing) and application training (equipment use and efficiency). Some also do sophisticated operation analysis and safety training.

PARTNERSHIP FOR EDUCATION:

Participation: CIMA might be interested in working with AID on a partnership project, however, its greatest interest currently focuses on the newly emerging Central and Eastern European democracies. Mr. Peterson is a member of the USA/USSR working group on trade in construction equipment and would like to work with AID in planning a Partnership for Education-type program for Central and Eastern Europe.

Additional Information: Mr. Peterson asked that AID send him more detailed information on the proposed Partnership for Education including: grant amounts, training goals and other details.

Hazardous Waste Action Coalition (HWAC)
1015 15th Street, N.W., Suite 802
Washington, D.C. 20005
(202) 347-7474

Founded in 1985 by the American Consulting Engineers Council. STAFF: 5 MEMBERSHIP: 115 Companies. Members provide consulting services related to the treatment, storage or disposal of hazardous or toxic wastes to public and private sector clients. Program elements include business practices, legislative monitoring and advocacy, and technical practices and standards.

Contact: Terre Belt, Executive Director

Date of Contact: January 16, 1991

OVERVIEW:

International: HWAC has formed a new subcommittee to survey membership interest in international marketing and other activities. Currently the council sponsors an annual meeting, and technical and practical seminars.

Education/Training: HWAC is becoming more involved in education and training and has donated \$10,000 to the Institute for Professional Practices (see entry), to encourage the development of hazardous waste curriculum design. It has produced a state laws hazardous waste resources book, and draft technical practices documents.

PARTNERSHIP FOR EDUCATION:

Participation: HWAC has a small staff, however it might be able to contribute to a project in the hazardous waste area in cooperation with the American Consulting Engineers Council.

Industrial Research Institute, Inc. (IRI)
1550 M Street, N.W.
Washington, D.C. 20005
(202) 872-6350

BUDGET: \$2 million to \$3 million. **STAFF:** 12. **MEMBERSHIP:** Over 250 companies. Founded in 1938, the IRI promotes the study of problems confronting managers of research and development. Member companies must maintain a technical staff and laboratory for industrial research in the US and be engaged primarily in industrial production. Activities are educational and informational and include semi-annual meetings, seminars and a bi-monthly journal.

OVERVIEW:

Education/Training: The IRI offers an annual workshop for industrial research managers in conjunction with Harvard University's Graduate School of Business Administration, and frequent workshops for senior managers. The University Relations Committee promotes communications with science and engineering students and faculty. It runs the Visiting Scientist/Engineer Program which places professionals from member companies in smaller colleges and universities to bring an industrial perspective to the classroom.

International: One of the purposes of the institute is to promote communication and interaction with industrial research organizations in other countries. Its primary foreign contacts are with organizations in Europe, Japan, Canada and Mexico.

PARTNERSHIP FOR EDUCATION:

Participation: The IRI is interested in developing partnerships with Southeast Asian organizations. Currently they are discussing the creation of a joint technical council between a US group (possibly IRI) and a Thai organization with the National Research Council's Board on Science and Technology for International Development (BOSTID). It was suggested that such a partnership might be appropriate for the proposed Partnership for Education.

Additional Information: IRI would like more detailed information about the Partnership for Education, including a written project description.

Instrument Society of America (ISA)
67 Alexander Drive
P.O. Box 12277
Research Triangle Park, NC 27709
(919) 549-8411

BUDGET: \$16 million. **STAFF:** 110. **MEMBERSHIP:** 46,000 individuals. ISA is a technical, scientific and educational society for instrumentation and control professionals. It is the principal worldwide source of training, standards development and information for measurement and control technologies. Its members are managers, engineers, technicians and executives who represent nearly every industry and eighty countries. ISA supports two hundred local sections (chapters), and twenty-four technical-interest divisions. The ISA Training Center is located in Raleigh, North Carolina.

Contact: Glenn F. Harvey, Executive Director

Date of Contact: January 2, 1991

OVERVIEW:

Education/Training: ISA offers fifty one-to-ten day courses in measurement control technology, process control, instrument maintenance, and computer control. Its core program is located at the ISA Training Center which is outfitted with \$3 million in contemporary instrumentation and control equipment. ISA also offers regional training courses throughout the country and customized in-plant training. The society delivers approximately \$3 million of training per year through its network of one hundred industry instructors.

Standards: ISA is accredited by the American National Standards Institute and develops the US standards for instrumentation and control. It also coordinates North American participation in instrumentation standards-writing activities.

Publications: ISA has produced over seven hundred publications, videotapes, software disks and interactive videodisc programs including the **Standards and Practices for Instrumentation**, the **ISA Directory of Instrumentation**, and various monthly and quarterly magazines and journals.

PARTNERSHIP FOR EDUCATION;

Participation: ISA is interested in the Partnership for Education and could participate in the following ways: 1. provide training for Southeast Asian personnel in Raleigh; 2. help design a training

facility for Southeast Asia; 3. provide a range of training tools, software and videos.

Concept: ISA would be interested in working on the scientific instrument maintenance project as proposed by the American Association for the Advancement of Science (AAAS) (see entry).

Partners: ISA has few organizational contacts in Southeast Asia.

Constraints: Funding and staff resources would be limited, however, ISA would be very willing to combine with other US partners such as AAAS.

International Association of Machinists and Aerospace Workers (IAM)
Machinists Building
1300 Connecticut Avenue, N.W.
Washington, DC 20036
(202) 857-5200

Contact: Ben Sharmon, International Affairs Representative

Date of Contact: November 2, 1990

OVERVIEW:

International: IAM participates in international activities through its three trade secretariats, the most active of which is the International Metal Workers Union, which has affiliates in seventy countries. In addition, IAM runs a project in Asia each year funded in part by the Asian-American Free Labor Institute's (see entry) union-to-union program. IAM's 1990 project helped introduce Asian unions to new computer technologies.

PARTNERSHIP FOR EDUCATION:

Participation: IAM is interested in international outreach programs, however, it is concerned about the lack of training and support for US workers provided by the government, and the possibility that providing training for overseas workers may ultimately result in the loss of jobs in the US. At the same time, IAM might support partnerships that have the effect of improving the working environment and standard of living of Asian workers.

Further Information: IAM would like to see a program in place before it could consider its own participation.

National Academy of Engineering (NAE)
2101 Constitution Avenue, N.W.
Washington, DC 20418
(202) 334-2210

The National Academy of Engineering is a private organization of engineers established in 1964 under the Congressional Charter of the National Academy of Sciences. It is autonomous in its administration and carries out independent activities as well as those conducted jointly with NAS through the National Research Council. The international program of the NAE is very broad; recent activities have focused on environmental issues, manufacturing productivity, global competitiveness, international cooperation in engineering, the role of technology in national and international development, and education. NAE is associated with the Council of Academies of Engineering and Technological Sciences (CATES), an international nongovernmental organization whose purpose is to promote international cooperation in engineering technology.

Contact: Bruce Guile, Director, Program Office

Date of Contact: November 2, 1990

PARTNERSHIP FOR EDUCATION:

Participation: The following partnership activities could be of interest to NAE:

1. Working with CATES to establish/strengthen engineering and technology organizations in Southeast Asia, beginning perhaps by holding the 1992 CATES annual meeting in an ASEAN country;
2. expanding NAE's existing fellows program to include fellows from ASEAN;
3. providing fellowships for ASEAN scientists and engineers to work in US research laboratories;
4. providing short-term teaching fellowships for US engineers and scientists to visit Southeast Asia.

Resources: An NAE official indicated that NAE is an organization with good funding sources, an excellent staff and administration, and that it could develop a program in a relatively short time.

National Association of Food Equipment Manufacturers (NAFEM)
1101 Connecticut Avenue, N.W.
Washington, DC 20005
(202) 857-1100

BUDGET: under \$5 million. MEMBERSHIP: 600-700. NAFEM represents the manufacturers of commercial food preparation and storage equipment. Its headquarters is in Chicago.

Contact: Bob Wilbor, Director of Government Relations

Date of Contact: November 28, 1990

OVERVIEW:

An official did not think NAFEM would be interested in participating in the Partnership for Education at this time.

National Association of Manufacturers (NAM)
1331 Pennsylvania Avenue, NW, Suite 1500
Washington, DC 20004-1703
(202) 637-3144

BUDGET: Over \$13 million. **STAFF:** 150-200. **MEMBERSHIP:** 13,000. NAM represents 13,000 manufacturing companies and is affiliated with two hundred vertical trade associations. Its membership produces more than seventy-five percent of US manufactured products.

Contact: Howard Lewis, III, Vice President, International Economic Affairs

Date of Contact: November 12, 1990

OVERVIEW:

International Trade: NAM, as a horizontal trade association, is concerned with the broad questions of economic productivity, employee relations, and competitiveness which affect the manufacturing sector; it does not undertake sector-specific export promotion as such. It is very interested in the area of national standards.

PARTNERSHIP FOR EDUCATION:

Participation: A NAM official indicated that the Partnership for Education was the type of program AID should be supporting. He offered to take the proposed Partnership for Education program to his trade association members for their comments when a program description was available. It was suggested that national standards was an area which might lend itself to a partnership with Southeast Asia. Also, US comparative advantages in waste management, aerospace, and systems management would allow US firms to contribute very significant training to any Southeast Asian partner.

National Association of State Development Agencies (NASDA)
444 North Capitol Street, Suite 611
Washington, DC 20001
(202) 624-5411

BUDGET: \$1 million. **STAFF:** 9. **MEMBERSHIP:** 46 state economic development offices, 500 associated businesses and individuals. Membership agencies are primarily state commerce or economic development departments, or other state agencies with economic development responsibilities. NASDA has seven divisions which are open to appropriate state specialists: Business and Economic Development Financing, Employment and Training, International Trade and Investment, Local/Substate Economic Development, Marketing/Communications, Research, Tourism Development. NASDA also has developed a fee-based customized consulting service to provide members access to training and technical assistance services.

Contact: William M. Malamud, Director, International Business Development

Date of Contact: November 5, 1990

OVERVIEW:

International Trade/Investment: The International Trade and Investment Division has a large and active membership reflecting the increasing emphasis on states' trade and investment activities. The advisory committee has developed a training program for trade specialists in cooperation with the American Graduate School of International Management (Thunderbird) which is offered annually.

NASDA works cooperatively with AID and TDP in promoting commercial relationships between states and developing countries. It has an existing cooperative agreement with AID PRE/MTAP to oversee a trade/technology transfer and investment initiative. Under this initiative, NASDA works with state trade offices or sub-state organizations to identify projects to promote trade, investment and technology transfer with developing countries.

ASEAN/Pacific: NASDA is involved in several activities in South-east Asia, including a business development initiative encouraged by US Ambassador to Singapore Orr, and the AID/MTAP cooperative agreement. The MTAP trade, investment, and technology transfer initiative has facilitated the Northwestern University International Business Development Program which is exploring joint venture opportunities in Thailand. The initiative includes a region-wide state trade mission project.

PARTNERSHIP FOR EDUCATION:

Participation: NASDA would be willing to consider participation in the Partnership for Education if AID identifies a specific role which it could play. NASDA cannot respond without a much more detailed description of the proposed Partnership for Education project. Its small staff and budget could limit its participation.

National Cable Television Association (NCTA)
1724 Massachusetts Avenue, N.W.
Washington, DC 20036-1969
(202) 775-3550

BUDGET: \$12 million. **STAFF:** 83. **MEMBERSHIP:** 3,000 cable TV systems, 500 associates. NCTA represents cable TV systems, and as associate members, manufacturers, programmers, distributors and suppliers.

Contact: Wendell Bailey, Vice President of Science and Technology.

Date of Contact: December 8, 1990

OVERVIEW:

International Trade: NCTA is currently organizing an international committee to respond to its membership's increasing involvement in the international cable market. Manufacturers and suppliers are considering overseas manufacturing operations and distributorships in many areas, including Southeast Asia. Also, NCTA is being asked to help various countries establish NCTA counterpart organizations.

PARTNERSHIP FOR EDUCATION:

Participation: An NCTA official expressed interest in the Partnership for Education and will recommend that NCTA consider how it might participate. More detailed information on the Partnership for Education in regard to funding, project focus and duration was requested.

National Constructors Association (NCA)
1730 M Street, N.W., Suite 900
Washington, DC 20036-4571
(202) 466-8880

BUDGET: \$625,000. **STAFF:** 8. **MEMBERSHIP:** 17 companies. NCA represents large, unionized engineering and construction firms.

Contacts: Jane Dudley, Counsel; Governmental and International Affairs Committee.

Dates of Contacts: November 26, 1990 (Dudley), December 12, 1990 (Committee)

OVERVIEW:

International Trade: The Government and International Affairs Committee is involved in competitiveness and market access issues, and is increasing its marketing activities.

ASEAN/Pacific: NCA does not conduct technical training courses. It has developed a safety training program for foremen and is developing a health hazard communication training program with the assistance of OSHA grants. It participates in the Cooperative Training Trust Fund with the United Association of Plumbers and Pipe Fitters (UA), which has funded hundreds of training programs in the industry. The UA conducts an annual Instructor Training Program at Purdue University which has trained over 23,000 craft instructors.

PARTNERSHIP FOR EDUCATION:

Participation: NCA is considering extending both its education outreach and its international activities, thus the Partnership for Education might be of interest to the membership. Representatives emphasized NCA's pool of management expertise represented by its member firms, and its particular strength in environmental waste management. Representatives requested more detailed information.

National Electrical Manufacturers Association (NEMA)
2101 L Street, N.W.
Washington, DC 20037
(202) 451-8400

BUDGET: Over \$6 million. **STAFF:** 90. Founded in 1926, NEMA is the largest trade association representing US manufacturers of electrical products.

Contact: Kyle Pitsor, Manager

Date of Contact: January 2, 1991

OVERVIEW:

International Trade: NEMA actively supports trade promotion activities including trade shows and reverse trade missions. It is discussing with AID various proposed energy and private power programs for Central Europe. It will be supporting a visit of East European utility managers to a September, 1991 trade show.

Education/Training: NEMA has no indigenous training programs, but it does collaborate with the National Petroleum Institute, other trade and professional societies, and its member companies in supporting a variety of programs.

PARTNERSHIP FOR EDUCATION:

Participation: A NEMA official felt NEMA might be interested in the Partnership for Education. Officials will be visiting the Philippines in late January, 1991, and could discuss the Partnership for Education with Philippine manufacturers' groups. NEMA is particularly interested in national and international electrical standards development.

National Food Processors Association (NFPA)
1401 New York Avenue, N.W.
Washington, DC 20005
(202) 639-5900

BUDGET: \$18 million. **STAFF:** 200. **MEMBERSHIP:** 200 companies. NFPA represents commercial food packers, including food producers, cooperatives, frozen food companies, canners and seafood processors. It operates research facilities in Dublin, California, Seattle, Washington, and Washington, DC. The association's educational and training affiliate is the Food Processors Institute (FPI). The National Food Laboratory is a wholly owned subsidiary in Oakland, California, which conducts contract research for nonmember businesses.

Contact: John R. Cady, President; Robert Curry, Director, Food Processors Institute; Dennis Heldman, Executive Vice President for Scientific Affairs

Dates of Contact: November 19, 1990 (Cady); November 29, 1990 (Curry and Heldman)

OVERVIEW:

International Trade: Most international marketing activities are conducted in cooperation with the Food Processing Machinery and Supplies Association through the Food Industries International Trade Council. NFPA is active in food quality control issues internationally as well as nationally.

Education/Training: The FPI sponsors a wide variety of seminars, workshops and schools, publishes textbooks and develops other educational materials for the food processing industry. Examples of schools are the Better Process Control Schools, which certify supervisors of thermal processing systems, acidification, and container closure evaluation programs for low-acid canned foods; and the Hazard Analysis Critical Control Point Systems Program (HACCP). HACCP provides food processors with a systematic procedure for identifying possible sources of hazards. Hazard characteristics and a ranking system are used to identify critical points in the production and distribution process. FPI provides HACCP training for managers, operators and technicians.

PARTNERSHIP FOR EDUCATION:

Participation: NFPA officials were very interested in the proposed Partnership for Education as a means of helping to strengthen the

Southeast Asian food processing industry. They stressed the interest of their membership in assuring worldwide food quality - this is particularly important as more and more US processed foods are sourced worldwide.

Concept: Work with Southeast Asian industry groups and possibly governments to provide HACCP training for food processing managers, operators and technicians. NFPA could also work with these partners on other issues such as labeling, pesticide control and regulatory reform.

Partners: NFPA has no existing relationships with Southeast Asian industry groups, however, it proposes to survey its members to assess the types of relationships which are needed within the Southeast Asian industry, and between the Southeast Asian and US industries. NFPA would like more detailed information on the Partnership for Education as soon as it is available.

National League of Cities (NLC)
1301 Pennsylvania Avenue, NW, 6th Floor
Washington, DC 20004
(202) 626-3000

BUDGET: \$8 million. **STAFF:** 60. **MEMBERSHIP:** 1,400 municipalities;
49 municipal leagues.

Contact: Virginia Mayer

Date of Contact: December 28, 1991

OVERVIEW:

International Trade: NLC's international activities have increased in response to the interests and needs of its membership. The International Task Force was designed to promote trade opportunities, but its program for 1991 includes as well an increased emphasis on other aspects of international contacts, including the promotion of educational activities and exchanges and closer relations with counterpart organizations in Japan, The Peoples Republic of China, Sweden, United Kingdom, Czechoslovakia and other countries. NLC would like to expand its relationships with other counterparts as funding permits.

PARTNERSHIP FOR EDUCATION:

Further Contacts: The International Task Force meets on January 15, 1991, and will select new chairpersons by February 1, 1991. It was suggested that AID contact the new chair at that time. NLC would like to receive more detailed information on the Partnership for Education. Seattle, Shelbyville, Indiana, and San Jose were mentioned as examples of active municipal trade promotion programs.

National Ocean Industries Association (NOIA)
1050 17th Street, N.W.
Washington, DC 20036
(202) 785-5116

BUDGET: \$500,000. **STAFF:** ten. **MEMBERSHIP:** 350 companies. NOIA represents oil and gas companies which are engaged in outer continental shelf drilling, some drilling supply and support companies, and deep seabed fishing and mining companies.

Contact: Charles D. Matthews, President

Date of Contact: December 28, 1990

OVERVIEW: NOIA member companies do their own marketing, thus NOIA is not interested in participating in the Partnership for Education at this time.

National Office Products Association (NOPA)
301 North Fairfax Street
Alexandria, Virginia 22314
(703) 549-9040

BUDGET: over \$5 million. **STAFF:** 51 **MEMBERSHIP:** over 5,000 companies; 3,000 individuals. NOPA is a voluntary organization of manufacturers, sellers and distributors of office supplies, furniture, equipment, machines and computers.

Contact: Jed Casy, Vice President of Marketing

Date of Contact: December 28, 1990

OVERVIEW:

International Trade: NOPA is expanding its international marketing activities in response to increased membership interest. It is currently forming an international committee. NOPA is particularly concerned that its member firms are positioned to compete in the European Community after the 1992 integration. It is considering sponsoring a US pavilion at one of the major European trade fairs.

Education/training: NOPA provides a wide variety of training programs and materials covering sales, employee training, management, and manufacturing. The association produces video and audio programs, handbooks, booklets, and research papers. NOPA also sponsors a scholarship program to help students connected with the industry attend college, and participates in the Distributive Education Clubs of America--a national organization representing 108,000 students enrolled in distributive education classes.

PARTNERSHIP FOR EDUCATION:

Participation: NOPA is interested in increasing its contacts with Southeast Asia, and would be particularly interested in establishing a relationship with importers or exporters of office furniture in the region. An official asked for more specific details of the Partnership for Education.

National Paperbox and Packaging Association (NPPA)
1201 E. Abingdon Drive, Suite 203
Alexandria, VA 22314
(703) 684-2212

BUDGET: \$1 million. **STAFF:** 5. **MEMBERSHIP:** 300 companies. Members are manufacturers of rigid paper boxes, folding cartons, packaging materials and their suppliers. Members are primarily small independent manufacturers and vendors.

Contact: R. Mickey Gorman, President

Date of Contact: January 10, 1991

OVERVIEW:

International Trade: NPPA maintains contacts with sister organizations in Europe and sponsors an international packaging design competition, but supports few international marketing efforts.

Education/Training: The association supports a limited number of training programs, typically involving mechanics training.

National Pharmaceutical Association (NPA)
Box 934
Howard University
Washington, DC 20059
(202) 628-4410

BUDGET: under \$25,000. **STAFF:** 1 **MEMBERSHIP:** 400 individuals. NPA is a national association of black pharmacists and pharmacy students.

Contact: Dr. Wendell T. Hill, Jr.

Date of Contact: November 26, 1990

OVERVIEW:

NPA was recommended as having an interest in promoting overseas pharmacy education and pharmaceutical organizations. It was suggested that a Partnership for Education partnership might be established to develop, or strengthen, Southeast Asian pharmacist/student organizations.

National Pharmaceutical Council (NPC)
1894 Preston White Drive
Reston, VA 22091
(703) 620-6390

FOUNDED: 1953. **BUDGET:** \$2 million to \$5 million. **STAFF:** 15. NPC represents approximately thirty research-intensive pharmaceutical manufacturers, most of whom also belong to the Pharmaceutical Manufacturers Association.

Contact: Didge Pearson, President

Date of Contact: December 8, 1990

OVERVIEW:

NPC sponsors training seminars, conferences and public education programs. It emphasizes public and government relations and often provides support to various medical groups.

PARTNERSHIP FOR EDUCATION:

NPC's small staff and budget would preclude its participation in the Partnership for Education, according to Ms. Pearson.

National Printing Equipment and Supply Association (NPES)
1899 Preston White Drive
Reston, VA 22091
(703) 264-7200

BUDGET: \$2 million to \$5 million. **STAFF:** 20 **MEMBERSHIP:** 270 companies. Members are engaged in manufacturing, repairing, selling, importing or distributing machinery, equipment and supplies used in the graphic communication industries.

Contact: Adele McCormack, Assistant Director for International Trade

Date of Contact: January 2, 1991

OVERVIEW:

International Trade: NPES maintains an extensive international trade program directed by the International Trade Committee which sets policies and determines annual and long range plans of action. Activities include international market studies, company consultation, export seminars, trade missions, management of pavilions at international exhibitions, statistical monitoring and publication of the biennial **Directory of International Graphic Arts Supplies**. NPES maintains an office in Moscow and supports a representative in Japan.

ASEAN/Pacific: Members are very interested in Southeast Asia. The association will participate in two or three trade shows in Malaysia in 1991. Many members have Asian distributorships.

PARTNERSHIP FOR EDUCATION:

Participation: NPES could be interested in the Partnership for Education, however, it will need more specific information. Also, it has no current organizational contacts in Southeast Asia.

**National Research Council, Board on Science
and Technology for International Development (BOSTID)**
2101 Constitution Avenue, N.W.
Washington, DC 20418
(202) 334-2635

The National Research Council was established by the National Academy of Sciences in 1916, and is the principal operating agency of both the National Academy of Sciences and the National Academy of Engineering. It is administered jointly by both academies and the Institute of Medicine. BOSTID was established in 1969 as the unit of the council with primary responsibility for programs with developing countries.

Contact: John Hurley, Director

Date of Contact: November 9, 1990

OVERVIEW:

ASEAN/Pacific: BOSTID has a number of current projects in Southeast Asia, including the AID Thailand Science and Technology Project, which is designed to increase the collaboration of universities, government science and technology organizations and private industry in the development of commercial technologies; and the Indonesia Project, funded by the World Bank, which is designed to strengthen key Indonesian institutions related to science and technology aspects of industrial development.

PARTNERSHIP FOR EDUCATION:

Participation: It was suggested that BOSTID might consider participation in the Partnership for Education in the following ways:

1. Assist the development of the new National Research Council counterpart organization in Indonesia;
2. Develop a quality control program for the food industry, (e.g. Thai shrimp processing);
3. Expand the use of the council's new Berkman Center in California to include short-term training programs in research management for Southeast Asian professionals.

It was emphasized that BOSTID's cooperative agreement with AID would permit add-ons, thus expediting the delivery of a Partnership for Education project.

National Science Foundation
Division of Biotic Systems and Resources (NSF)
1800 G Street, N.W.
Washington, DC 20550
(202) 357-7332

Contact: James Edwards, Ph.D., Deputy Division Director

Date of Contact: November 9, 1990

PARTNERSHIP FOR EDUCATION:

Participation: The following types of projects might be of interest to the division:

1. Partnerships between US independent laboratories and organizations in Southeast Asia similar to the NSF/AID International Biodiversity Studies Program. The current program has funded research in Thailand and the Philippines and officials feel there is a strong need for the training of para-taxonomists;

2. Partnerships between US and Southeast Asia museums. A representative mentioned the Bogor Museum in Malaysia, the Smithsonian, the Missouri Botanical Gardens, and the Bishop Museum. The Smithsonian's Natural History Museum supports many educational and training programs, while the Bishop Museum has excellent ties with Southeast Asia.

National Science Foundation
Division of International Programs (NSF)
1800 G Street, N.W.
Washington, DC 20550
(202) 357-9537

Contact: Gerald A. Edwards, PhD., Senior Program Manager,
Cooperative Science Section.

Date of Contact: November 28, 1990

PARTNERSHIP FOR EDUCATION:

Participation: Two projects were discussed which might be appropriate for the Partnership for Education:

1. A training program for the repair and maintenance of scientific and laboratory equipment;

2. Partnerships with institutions engaged in aquaculture development, such as Central Luzon State University in the Philippines and the University of the Philippines Marine Biology Center. Both institutions could benefit from US information, training and funds, according to a representative.

Constraints: It was stressed that for NSF to contribute its own funds to a partnership it would have to demonstrate the mutuality of benefits in each project, thus pure institution-building activities which did not add to NSF's research base would have to be wholly funded by AID.

NMTBA - The Association for Manufacturing Technology
(National Machine Tool Builders Association)
P.O. Box 1312
7901 Westpark Drive
McLean, VA 22102 - 4269
(703) 893-2900

BUDGET: \$8 million. **STAFF:** 86. **MEMBERSHIP:** 326 companies. The Association for Manufacturing Technology, formerly the National Machine Tool Builders Association, represents US builders of manufacturing machinery and allied technology.

Contacts: Charles G. Koella, Vice President, International Trade;
C. M. (Chet) Maccio, International Marketing Director

Dates of Contacts: November 28, 1990, December 11, 1990

OVERVIEW:

International Trade: NMTBA's International Trade Department directs an active trade promotion program which began in the 1960's. It administers an EX/IM Bank/FCIA Export Insurance Policy program for short and medium-term export credit sales, promotes NMTBA participation in US Department of Commerce IOGA trade missions, directs NMTBA participation in overseas video and catalog shows and exhibitions, and works with US government agencies such as the Overseas Private Investment Corporation, TDP, SBA and AID. It also encourages international visitor attendance at its large trade show, the International Manufacturing Technology Show, held every two years in Chicago.

Education/Training: NMTBA has developed textbooks for use in technical and vocational schools across the country. Its training staff assists members with training problems and works with the National Apprenticeship and Training Conference and other apprenticeship and training organizations. NMTBA's Technical Department conducts manufacturing technology conferences, shows and a biennial research forum.

PARTNERSHIP FOR EDUCATION:

Participation: NMTBA is discussing with AID/PRE/MTAP a training program in machine tool/machine control service and maintenance for Thailand which may receive mission funding. It is also considering a similar program for Indonesia. NMTBA supports the Partnership for Education concept and would consider participation for one or both projects, depending on the outcome of other AID funding determinations.

Concept: NMTBA proposes to establish a program in concert with the Metalworking Industrial Development Institute (MIDI) in Bangkok to train students in machine tool and controls service and maintenance. The purposes of the training project are to develop a teaching cadre who will train future students, to provide trained workers for Thai and US joint venture machine tool firms, and in general to upgrade the capability of Thai engineers and technicians in modern manufacturing technology.

Training would be provided in machine operations and part processing on several levels. Training courses would include a one year full-time course consisting of three grades, a three month full-time short course for retraining workers, and other activities as needed. US machine tool company instructors would be augmented by local Thai and US distributors and dealers. NMTBA has received commitments from five of its members to donate equipment. It is anticipated that the project duration would be a minimum of three years.

Partners: The Metalworking Industrial Development Institute in Thailand; possibly the Bandung Institute of Technology in Bandung, Indonesia.

Funding: NMTBA is developing its budget for the Thai project at this time.

Time Frame: NMTBA plans to submit a proposal for the Thai project in May, 1991.

Pacific Indonesian Chamber of Commerce
1946 Embarcadero, Suite 200
Oakland, CA 94606
(415) 536-1967

Contact: Jeremy Potash, Executive Director

Date of Contact: January 2, 1991

OVERVIEW

ASEAN/Pacific: The Pacific Indonesian Chamber of Commerce represents approximately fifty companies doing business with Indonesia. It publishes a newsletter and hosts monthly meetings on Indonesian trade. Ms. Potash is helping to organize the ASEAN-California Council which is expected to take a very pro-active approach in encouraging California trade with the region.

PARTNERSHIP FOR EDUCATION

Participation: A representative was enthusiastic about the Partnership for Education, particularly its emphasis on strengthening ASEAN institutions. She offered to put AID or trade associations in touch with Asia, Pacific contacts representing the food processing, energy and electronics industries, and to facilitate the participation of California organizations.

Pharmaceutical Manufacturers Association (PMA)
1100 15th Street, N.W., Suite 900
Washington, DC 20005
(202) 835-3413

BUDGET: \$9 million to \$10 million. **STAFF:** 100. PMA represents manufacturers of pharmaceutical products sold under the manufacturer's own labels.

Contact: Roger Brooks, Vice President for Japan and the Far East.

Date of Contact: December 11, 1990

OVERVIEW:

PMA is very active in Asia, primarily working with company representatives and government officials concerning regulatory and intellectual property issues. It maintains a list of US business organizations active in Southeast Asia which it could make available to AID.

PARTNERSHIP OF EDUCATION:

Participation: It is doubtful PMA would consider working with AID because of AID's efforts to promote the availability of generic pharmaceutical products in Asia. PMA feels these efforts conflict with those of its members to promote their own pharmaceutical products.

Semiconductor Industry Association (SIA)
1775 Pennsylvania Avenue, N.W., Suite 600
Washington, DC 20006-4605
Tel: (202) 862-1068

1021 Torre Avenue, Suite 275
Cupertino, CA 95014
(408) 973-9973

BUDGET: \$500,000 to \$1 million. **STAFF:** Under 20. Founded in 1977, SIA represents 31 US-based semiconductor manufacturers. Associate members are manufacturers or producers of related goods and services. Committees include: The Japan Chapter, The Environmental Committee and the Occupational Health Committee. The association's major emphasis is on international trade with a primary focus on trade practices and market access. SIA's activities concern issues of occupational health, safety and environment, government procurement, and industry statistics.

The association has two affiliate organizations: The Semiconductor Research Corporation, a semiconductor industry consortium focusing on basic research in universities, and SEMATECH, an industry consortium focusing on manufacturing excellence.

Contact: Tom Kalil, Washington office, Trade Specialist

Date of Contact: November 21, 1990.

OVERVIEW:

International Trade: SIA's programs and activities are focused on international market access and competitiveness, rather than on trade promotion which is handled by the members themselves. The association does have strong contacts with Japanese and South Korean industry organizations. The member companies have significant manufacturing operations in Southeast Asia (Singapore and Malaysia).

An SIA official stressed the extensive Japanese presence in Southeast Asia which is supported by its ASEAN fund, and the Economic Planning Agency which coordinates capital flows, provides technical assistance and generally supports the Japanese computer chip industry. He suggested the need for a comparable US office.

Education/Research: The Semiconductor Research Corporation implements a program of basic research conducted by faculty and graduate students in university laboratories. Research projects are funded through formal contracts that are monitored by the thirty-

two-person corporate staff at SRC headquarters in Research Triangle Park, N.C.

PARTNERSHIP FOR EDUCATION:

Participation: It was suggested that a partnership with a chip user industry association in Southeast Asia might be very useful for both partners. More detailed information on the Partnership for Education was requested.

Telecommunications Industry Association (TIA)
2001 Pennsylvania Avenue, N.W., Suite 800
Washington, DC 20006-1813
(202) 457-4987

150 North Michigan Avenue, Suite 600
Chicago, IL 60601
(312) 782-8597

STAFF: 25. **MEMBERSHIP:** 600 companies. TIA represents telecommunications equipment manufacturers, suppliers and producers of distribution and professional services.

Contacts: Patrick H. Williams, Director of Government Relations; Allen R. "Mike" Frischkorn, President.

Dates of Contacts: December 4, 1990 (Williams); December 19, 1990 (Frischkorn)

OVERVIEW:

International Trade: TIA has a very active marketing program which includes the cosponsorship of the industry's largest trade show, SUPERCOMM; cosponsorship of the US pavilion at TELECOM, the international exposition held in Geneva, Switzerland, cosponsorship of telecomm expositions in China and Japan, and participation in TDP exchange programs. TIA also works with overseas trade groups on industry telecommunication issues. Its other international activities include market access and competitiveness issues, and standards setting.

ASEAN/Pacific: TIA has a strong interest in Asia and the Pacific as indicated by a recent membership survey which rated contacts with Pacific Rim countries as high priorities. It maintains relationships with counterpart organizations, particularly in South Korea, Japan and Thailand. TIA sponsors an annual conference in Southeast Asia, which will take place in Malaysia in 1991. TIA also works with the Pacific Telecommunications Council in Hawaii on Pacific Rim telecomm issues.

Education/Training: TIA does not offer technical training programs or courses. It sponsors educational meetings, seminars and workshops that accompany the SUPERCOMM show on industry issues and problems.

Standards: TIA is accredited by the American National Standards Institute to set product standards for a wide variety of telecommunications products. Standards-setting is an increasingly

important service area provided by the association. It often works with other domestic and international standards-setting organizations.

PARTNERSHIP FOR EDUCATION;

Participation: A TIA official indicated that TIA is one of the most internationally active trade associations and that it supports programs to increase contacts with overseas organizations. He emphasized TIA's interest in Partnership for Education projects, particularly in standards training. TIA would need AID assistance in locating an appropriate Southeast Asian partner.

Thai Food Processors (TFP)
1667 K Street, N.W., Suite 310
Washington, DC 20006
(202) 836-9221

Contact: Jim Ervin, U.S. Representative

Date of Contact: November 28, 1990

OVERVIEW:

TFP was a referral from John Cady, president of the National Food Processors Association. Mr. Ervin has only recently taken over representation of the Thai Food Group from Chupong (Jeb) Kanchanalake who now represents them in Thailand. He offered to discuss the Partnership for Education with Mr. Kanchanalake.

Further Contacts:

Jeb Kanachanalake, Managing Director
Pharlap Association
14th Floor, Sathorn Thani Building II
North Sathorn Road
Bangkok, 10500, Thailand

United States Export Council for Renewable Energy (US-ECRE)
P.O. Box 10095
Arlington, VA 22210-9998
(202) 408-0665

The US Export Council for Renewable Energy was formed as an umbrella organization of the US renewable energy industry associations to promote renewable energy exports. US-ECRE's ten member associations include:

American Wind Energy Association
Co-generation and Independent Power Coalition of America
National Geothermal Association
National Hydropower Association
National Wood Energy Association
National Association of Energy Services
Renewable Fuels Association
Solar Energy Industries Association
Volunteers in Technical Assistance
Wood Heating Alliance

Contacts: Scott Sklar, Executive Director; Kenneth G. Scheinkopf, Director of Special Projects

Dates of Contacts: January 7, 1991 (Sklar); January 25, 1991 (Scheinkopf)

OVERVIEW:

International Trade: US-ECRE was formed to promote exports, and currently one-half of industry sales occur overseas. Its active trade promotion program includes overseas trade missions, trade shows, and publications and conferences for US companies attempting to export overseas. US-ECRE has extensive contacts with the US Department of Commerce (DOC), the US Department of Energy's CORECT, and AID. US-ECRE has received FY 1991 appropriation language from the US Department of Education and AID to set up offices in the Caribbean and Southeast Asia.

ASEAN/Pacific; US-ECRE has identified the Pacific Rim as a primary focus of its activities, particularly regarding solar energy. Its Pacific Rim Initiative began with a 1990 DOC grant to identify opportunities for renewable energy technology and potential users in the region. US-ECRE sent teams in September 1990 to Indonesia, Thailand and the Philippines. The Pacific Rim Conference and Trade Show to be held in Los Angeles in November, 1991 will serve as a followup to the Southeast Asian trade missions by bringing to the US approximately one hundred Pacific Rim energy officials.

US-ECRE and the Solar Energy Institute of America have initiated a plan of action focusing on the Caribbean and the Pacific Rim which includes replicating the Caribbean Basin Renewable Energy Project's market-identification activities in the Pacific Rim, by promoting feasibility studies and financing, as well as providing training to US and foreign decision makers.

US-ECRE also has strong interest in the Pacific and will participate in the May, 1991 renewable energy conference in Guam.

Education/Training: US-ECRE's Renewable Energy Training Institute, operated under AID auspices, trains overseas procurement and technical officials on renewable energy applications. Under a recent \$250,000, three-year, cooperative agreement with AID/ S & T, US-ECRE will provide training to AID mission staff, and educate host government officials, utility and end-user personnel, and host country entrepreneurs in support of AID's renewable energy education and training program. US-ECRE training is undertaken in cooperation with the Florida Solar Energy Center, The Solar Energy Institute in Golden, Colorado, and Sandia National Laboratories.

PARTNERSHIP FOR EDUCATION:

Participation: Officials expressed enthusiasm for the proposed Partnership for Education linkages concept and great interest in US-ECRE's participation. Officials indicated that US-ECRE could develop partnerships in Southeast Asia or the Pacific. US-ECRE has several ideas which might be appropriate for the Partnership for Education and it would be willing to work with AID in refining these concepts.

Officials felt that US-ECRE could generate the resources to sustain a partnership, and that initial seed money would be very useful in the development of the project.

US-ASEAN Council for Business and Technology, Inc.
1400 L Street, N.W., Suite 650
Washington, DC 20005
(202) 289-1911

The US-ASEAN Council for Business and Technology, Inc. is a membership organization for companies focusing on Southeast Asia. The council hosts meetings with US and ASEAN government officials and ASEAN business leaders. Its program also includes a briefing series with US government officials, business-to-business meetings, and trade and investment promotion activities, including industry specific seminars and trade shows. The council's trade promotion activities are funded in part by AID.

Contact: Robert Driscoll, President

Date of Contact: November 8, 1990

PARTNERSHIP FOR EDUCATION:

A council official offered a number of suggestions for the design of the Partnership for Education:

1. It is suggested that the Partnership for Education focus on mid-level technical training. ASEAN's human resources needs are most critical in the area of mid-level technical training, while the needs are not as great in traditional education, to produce more engineers, for example. US companies in Southeast Asia must spend millions to train technicians.

2. It is suggested that the Partnership for Education focus on certain sectors where there is both a need and a demonstrated interest on the part of US business organizations, such as environmental services, food processing, agriculture, machine tools and telecommunications. The council is focusing on the environmental services area and is now completing a survey of regional needs and opportunities for US businesses. On the US side, the council has identified a need for a newsletter to keep US businesses current on Asian environmental law development.

US Chamber of Commerce
1615 H Street, N.W.
Washington, DC 20062
(202) 463-5486

Contact: Mark Van Fleet, Director, Export Expansion
International Division

Date of Contact: November 13, 1990

PARTNERSHIP FOR EDUCATION:

An official was very supportive of the Partnership for Education, and made the following suggestions for partnership activities which could promote US business interests:

1. Provide capital project management training for mid-level Southeast Asian project managers. Place managers with US construction and engineering companies as on-site interns. Possible partners: National Constructors Association, Southeast Asian government agencies. Funding: Possible Philippine-US Business Committee Grants. Project would benefit ASEAN by upgrading project management skills, and benefit US by bringing US companies more readily into the early informational stages of Asian capital projects planning by familiarizing Asian managers with US products and expertise.
2. Create partnerships to teach export promotion and investment attraction skills, areas where many ASEAN countries are not strong.
3. Create partnerships to enable ASEAN manufacturers to upgrade production standards.
4. Fund partnerships between the US Chamber and local chambers in ASEAN countries to strengthen management skills. A US Chamber affiliate, the Center for International Private Enterprise, could provide assistance.

The official also suggested that AID should take the lead in developing a national data base on trade and investment opportunities in developing countries. He indicated that the US Chamber would be happy to assist such a project.

Valve Manufacturers Association of America (VMA)
1050 17th Street, N.W., Suite 710
Washington, D.C. 20036
(202) 331-8105

BUDGET: \$1 million. **STAFF:** 10-15. **MEMBERSHIP:** 80 companies. VMA represents manufacturers of industrial valves, sleeves and associated devices. VMA member firm products are technical, with specialized application in processing industries including waterworks, food and chemicals.

Contact: Barbara Alisa McMurray, International Programs Director

Date of Contact: January 4, 1991

OVERVIEW:

International Trade: VMA actively promotes the interests of its membership through trade shows and liaison with overseas sister associations in Germany, Hungary, Great Britain, USSR, India and The People's Republic of China. VMA also supports international standards efforts and is closely monitoring the European Community's standards initiatives.

ASEAN/Pacific: VMA firms have very strong interests in the ASEAN region (especially Thailand), as many of these countries are planning or developing large waterworks infrastructure projects which require their products. VMA is considering Thailand, Singapore or Indonesia as the site of its next trade mission.

Education/Training: Training is done exclusively by member firms, although VMA sponsors an annual international trade training seminar for its members.

PARTNERSHIP FOR EDUCATION:

Participation: VMA has a relatively small staff and budget, but would like to be informed about the Partnership for Education's development.

Water Pollution Control Federation (WPCF)
601 Wythe Street
Alexandria, VA 22314-1994
(703) 684-2400

BUDGET: \$6 million. **STAFF:** 60. **MEMBERSHIP:** 36,000 individuals and companies. WPCF is an international educational and technical organization of water quality experts including civil, chemical and environmental engineers, biologists, government officials, treatment plant operators, laboratory technicians, college professors and equipment manufacturers and distributors. The federation has forty-five member associations, eight operator associations and seventeen foreign member associations throughout the world.

Contact: Alan R. Shark, Associate Executive Director,
Marketing and Communications

Date of Contact: January 3, 1991

OVERVIEW:

International Trade: WPCF is not primarily a trade organization, however it does participate in overseas trade shows.

ASEAN/Pacific: WPCF has members in Southeast Asia, and it would like to establish affiliates in the region.

Education/Training: WPCF offers technical training through its continuing education program in areas including wastewater facility management and wastewater treatment operations. The federation also offers specialty conferences on key topics, and sponsors technical meetings with representatives from Pacific Rim countries to discuss environmental problems in the Pacific. It publishes over eighty technical publications, and a range of books, newsletters and periodicals.

PARTNERSHIP FOR EDUCATION:

Participation: WPCF would be interested in working with AID to facilitate the development of counterpart organizations in Southeast Asia by providing initially, administrative assistance and, subsequently, technical program training. The federation is considering a survey of its membership in the US and Southeast Asia to assess the particular needs in the region.

Constraints: WPCF would not be able to sustain a long-term relationship if significant staff time and resources were required without substantial outside assistance.

**Education, Training
and Research
Organizations**

American Association of Community and Junior Colleges (AACJC)
National Center for Higher Education
One Dupont Circle, N.W., Suite 410
Washington, DC 20036
(202) 728-0200

BUDGET: \$5 million. STAFF: 40. MEMBERSHIP: 1,128 institutions.
The American Association of Community and Junior Colleges is an
association of community, technical and junior colleges.

Contact: M. Yukie Tokuyama, Director, International
Services.

Date of Contact: January 22, 1991

PARTNERSHIP FOR EDUCATION:

Participation: AACJC is preparing a TDP proposal for an equipment
repair and maintenance training project in Africa, and also
considering a management training program in Kenya. AACJC's Council
for International Activities is becoming very active and might have
an interest in the Partnership for Education.

Further Contacts: The following institutions currently are
involved in projects in the region:

University of Hawaii Community College Systems (Micronesia) 2327
Dole Street
Honolulu, HI 96822
Joyce Tsunoda, Chancellor

Broward Community College (Singapore, Malaysia)
222 East Las Olas Boulevard
Fort Lauderdale, FL 33301
Willis Holcombe, President

Rockland Community College
145 College Road
Suffern, NY 10901
Thomas Clark, President

Lansing Community College
P.O. Box 40010
419 N. Capitol
Lansing, MI 48901
Abel Sykes, Jr., President

American Council on Education (ACE)
One Dupont Circle, N.W., Suite 800
Washington, DC 20036
(202) 939-9300

The American Council on Education represents more than 1,500 post-secondary, degree-granting institutions, and more than 250 educational associations.

Contact: Barbara Turlington, Director

Date of Contact: December 23, 1990

PARTNERSHIP FOR EDUCATION:

Participation: An official expressed interest in the Partnership for Education and requested more detailed information. It was suggested that an ACE fellows program proposed for Central Europe, which would place European faculty and administrators at US universities for management training, might be an excellent project for Southeast Asia. It was also suggested that the Business-Higher Education Forum's Coalition for Democracy (see entry) might be appropriate for Southeast Asia.

Further Contacts: The following organizations were mentioned as worthwhile contacts in the education and training fields:

1. American Association of Community and Junior Colleges (see entry);
2. Association for Practical Training (see entry);
3. Association of Physical Plant Administrators of Universities and Colleges, Walter Shaw, Executive Vice President, (703) 684-1446;
4. American Association of State Colleges and Universities, Robert Leestorm (202) 293-7070;.
5. National University Continuing Education Association, (see entry).

American Society for Training and Development (ASTD)
1630 Duke Street
P.O. Box 1443
Alexandria, VA 22313
(703) 683-8100

BUDGET: \$12 million. **STAFF:** 120. **MEMBERSHIP:** 55,000 individuals. ASTD is a professional association of practitioners, managers, educators, administrators, and researchers in the field of training and human resources development. ASTD members belong to one of more than one hundred fifty local chapters and may choose from among seven professional practice areas: technical skills and training, organizational development, international, career development, instructional technology, management development and sales and marketing.

Contact: Marie Capestancy, Manager of Membership.

Date of Contact: January 20, 1991

OVERVIEW:

Education/training: ASTD is a principal source of information for the training and human resource development field. Its information center staff provides data on research, publications, and professional tools. A computer-based member information exchange permits membership interaction, and TRAINET's database lists seminars, workshops and conferences. ASTD sponsors two annual, national conferences: the National Conference and Exposition, and for technical trainers, the National Conference on Technical and Skills Training. ASTD also publishes newsletters, books and research articles and produces training and development audio cassettes and videos.

Asia Foundation
P.O. Box 3223
San Francisco, CA 94119
(415) 982-4640

2301 E Street, N.W.
Washington, DC 20037
(202) 223-5268

The Asia Foundation is a nonprofit organization established to lend assistance to Asians and Pacific Islanders in the development of their societies, and to promote Asian regional cooperation. It has programs in twenty-seven countries in a variety of fields including trade and development, education, free enterprise and business management. It provides special programs to promote regional associations and joint research for members of ASEAN, and the South Asian Association for Regional Cooperation.

Contact: Gerald Martin, Regional Manager, PIET, San Francisco office

Date of Contact: December 14, 1990

OVERVIEW:

ASEAN/Pacific: The Asia Foundation has thirteen field offices in Asia, and programs in all ASEAN countries and in the Pacific Islands. It assists AID in administering its Participant Training Program through the nonprofit Partners for International Education and Training (PIET) consortium. The foundation's current program initiatives include economic liberalization, environmental regulation, intellectual property and democratization.

PARTNERSHIP FOR EDUCATION:

Participation: The foundation would be willing to facilitate the Partnership for Education by providing contacts in both California and the ASEAN, Pacific regions.

Association for International Practical Training (AIPT)
10400 Little Patuxent Parkway, Suite 250
Columbia, MD 21044-3510
(301) 997-2200

The Association for International Practical Training is a nonprofit organization which facilitates the exchange of individuals between the US and other countries to promote practical work experience. AIPT programs include student exchanges through the International Association for the Exchange of Students for Technical Experience, hotel and culinary exchanges, and career development exchanges.

Contact: Bill Sprinkle, Director

Date of Contact: January 23, 1991

OVERVIEW:

Education/Training: AIPT does not engage in training, but rather facilitates exchanges and assists with cultural activities. Its geographic focus has been on Western Europe. A new program with Eastern and Central Europe is currently underway, including a major new initiative in the USSR. AIPT has formal agreements with Switzerland, France, Germany and the United Kingdom.

ASEAN/Pacific: AIPT does not have extensive experience in these regions, however it does administer the Fulbright Program in Malaysia, and has some students in Thailand.

PARTNERSHIP FOR EDUCATION:

Participation: AIPT could be interested in using its network of contact organizations to facilitate the Partnership for Education, however, it lacks experience in working with the US government and is concerned about the possible administrative costs.

Business Council for International Understanding Institute (BCIU)
c/o The American University
3301 New Mexico Avenue, N.W., Suite 244
Washington, DC 20016
(202) 686-2771

Contact: Gary E. Lloyd, Director

Date of Contact: December 10, 1990

OVERVIEW:

Education/Training: BCIU Institute conducts training programs for corporate managers, negotiators, technicians and their families for overseas assignments. It has presented programs for over one hundred countries which are tailored to corporate needs and the requirements of each assignment.

ASEAN/Pacific: Seventy percent of BCIU's business is in Asia. It has conducted programs for Singapore, Thailand, Indonesia, Malaysia and the Philippines.

PARTNERSHIP FOR EDUCATION:

Participation: BCIU prefers not to work with overseas organizations in order to remain free to give independent and objective advice to its clients. A representative was supportive of the Partnership for Education's proposed direction and stressed the great need for mid-management training in Southeast Asia.

Further Contacts; A representative suggested the following contacts:

1. General Motors Delco Corporation: Ron Gill or Steve Nichols (Personnel Administration and Development), for information on GMC's Singapore training center which is a showcase of training excellence, according to a BCIU representative (317) 451-0208.
2. Dupont de Nemeurs: Florence Garvin, Director of International Training and Development. Dupont is building four new plants in Singapore - a \$3 billion investment - and developing extensive training programs (302) 774-3444.
3. At the American University: Dr. Robert P. Boynton, School of Government and Public Administration, for information on Indonesian training (202) 885-2359; Dr. Lewellyn P. Howell for information on Singapore (202) 885-2457.

Business-Higher Education Forum
One Dupont Circle, N.W., Suite 800
Washington, DC 20036
(202) 939-9345

The forum was founded in 1978 by the American Council on Education (ACE). It is a membership organization of approximately ninety selected chief executives of major US corporations, colleges and universities. Its purposes are to enhance cooperation between corporations and higher education institutions and to identify and act on issues of mutual concern.

Contact: Don M. Blandin, Director

Date of Contact: January 23, 1991

PARTNERSHIP FOR EDUCATION:

Participation: An official described the forum's new initiative, the Coalition for Democracy and Enterprise, as a model which could be adapted for Southeast Asia. He also indicated that the forum members are interested in establishing an Asian Business-Higher Education Forum--an initiative currently headed by A.W. Clausen, former chairman and CEO of BankAmerica Corporation, and World Bank president.

Concept: The Coalition for Democracy and Enterprise was established to provide a vehicle for delivering technical assistance to Central and Eastern Europe. The focus of the program is on three areas: management training, business incubator centers, and technology transfer. The program hopes to strengthen those institutions--business, voluntary organizations, universities, media, government agencies--that will have significant roles to play in shaping the transition to democratic, free-market societies.

The first project will take place in Poland. Additional projects in Hungary and Czechoslovakia are under consideration. Management training in the Polish project will be provided in three areas: MBA-like courses to retrain Polish faculty members, executive short courses, and training for university administrators. Business incubator centers will provide a range of services to Poland's new entrepreneurs. Technology transfer will be expedited by promoting the benefits of university-industry cooperation.

Currently, the coalition is preparing a detailed project description in preparation for the forum's Winter 1991 meeting. The coalition expects to solicit funding from a variety of government and private sources.

**California State Community Colleges
Economic Development Network (ED>NET)
1805 North Fine Street, Suite 106
Fresno, CA 93727
(209) 255-9077**

The California State Community Colleges represents a statewide system of 107 institutions, within seventy-one individually governed districts. The education and training programs offered include vocational courses, and occupational, technical and professional certificate courses. The system has particularly strong interests in emerging technologies (e.g. hazardous waste management, robotics, and desk-top publishing); international trade and business development; and Pacific Rim studies. The California State Community College system is the first such system in the country to receive the US Department of Commerce's University Center Program grant to provide training and technical assistance to small- and medium-sized businesses. One focus of this program will be to assist in the development of international export markets.

Contact: Joan Leonard, Director

Date of Contact: January 16, 1991

OVERVIEW:

ED>NET is a training consortium created by the Chancellor's Office of the California Community Colleges to marshal the resources of the 107 community colleges to provide education, training and technical services to business, industry and government. It's goals include stimulating business creation, facilitating technology transfer, delivering training in new applied technologies, promoting international trade development, and upgrading existing workforce skills.

ED>NET's delivery system covers seven areas; within each is a community college, which serves as the fiscal agent, and the other associated colleges. The international trade section, for example, consists of six institutions, including Oxnard as fiscal agent. Other areas are comparative technology, environmental hazardous materials, small business development, workplace learning resources, contract education and regional centers.

PARTNERSHIP FOR EDUCATION:

Participation: An official was interested in the Partnership for Education and outlined some ED>NET initiatives in areas which might be of interest to AID.

1. Environmental Hazardous Materials Technology Initiative: A cooperative effort of fifteen colleges to provide technical training programs;

2. California Resources Assistance Center: A cooperative effort with the California Department of Commerce (DOC) to provide services to address environmental issues facing business.

3. California Supplier Improvement Program (SIP): A joint project with California DOC and the Employment Training Panel to design and develop a quality-improvement training program for California aerospace manufacturers.

4. Advanced Technology Centers: A developing project eventually to include twelve regional centers for applied competitive technologies. Each center will serve as a clearinghouse for high technology information, education, training and technology transfer activities related to manufacturing.

Further Information: The broad scope of ED>NET programs was emphasized. Representatives requested more detailed information on the Partnership for Education to determine how the community colleges might participate.

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University of California at San Diego (UCSD)
Graduate School of International Relations & Pacific Studies
9500 Gilman Drive
La Jolla, CA 92093-0519
(619) 534-2230

Contact: Peter Gourevitch, Dean

Date of Contact: January 22, 1991

OVERVIEW:

Education/Training: UCSD's Graduate School of International Relations and Pacific Studies is involved in a number of employment and customized training activities and programs. It maintains very close ties with Southern California businesses, serving as a liaison between the area's high-tech industries and the academic, legal and banking communities. Training programs focus on biotechnology, technology transfer and management.

Further Contacts: For further information on specific UCSD employment training and private sector activities:

Mary Walshok, Dean of Extension Services, (619) 534-3411

Bill Otterson, Connect Program, (619) 534-0707

Delphi International Group
1019 19th Street, N.W., Suite 900
Washington, D.C. 20036
(202) 466-7951

425 Bush Street, Suite 404
San Francisco, CA 94108
(415) 392-8550

The Delphi International Group is an independent family of organizations offering international educational and travel services. Delphi International Education and Training (DIET) is the non-profit component of the group which carries out a range of international educational programs primarily for the public sector. Delphi International Services, a for-profit subsidiary, provides customized training, business consulting and project management services. Delphi Travel Unlimited is a travel management company.

Contact: Tonette Bond Inge, President

Date of Contact: January 25, 1991

OVERVIEW:

Education/Training DIET administers over 150 USIA-sponsored education exchange projects per year and maintains on-going projects with AID. It is part of the Delphi Training Academy, a consortium of thirty-six educational institutions. DIET programs focus on professional-level training, observational tours and seminars. Delphi International Services specializes in customized cross-cultural training for both the public and private sectors.

PARTNERSHIP FOR EDUCATION:

Participation: A Delphi official suggested that the group's proposed PACE project (Professionals Assisting Central Europe) might be a model for designing partnerships in Southeast Asia and the Pacific. PACE is designed to facilitate the transfer of technical information and skills from US professionals to their counterparts in Central Europe. The program activities will include technical training, internships and exchanges. The transfer of information and skills is to be effected through the corresponding organizations on each end. The Delphi International Group is discussing funding of the project with AID.

**Frank Hawkins Kenan Institute of Private Enterprise,
University of North Carolina Business School
1400 L Street, N.W., Suite 650
Washington, DC 20005
(202) 289-6282**

The Kenan Institute for Private Enterprise was established in 1985 and is a part of the University of North Carolina Business School at Chapel Hill. The Institute's original mission was to study private enterprise development in the US, however, its program now includes international activities, with a current focus on Central Europe and Southeast Asia. Six Centers for Excellence comprise the Institute's agenda: The Center for Competitiveness and Employment Growth, The Center for International Trade and Investment Promotion, The Center for Management Studies, The Center for Manufacturing Excellence, The Financial Services Research Center and The International Private Enterprise Development Research Center. In addition, the institute funds the MBA Enterprise Corps, run by a consortium of fifteen graduate schools of business, which places MBA graduates in Central Europe and Southeast Asia to provide management assistance to privatizing companies.

Contact: Jennifer Bremer, Director, Washington Office.

Dates of Contact: November 27, 1990, December 31, 1990, February 3, 1991.

OVERVIEW:

Education/Training: In addition to its traditional degree programs, the UNC Business School has developed an extensive range of programs for executives which includes the Executive Program for senior executives, the Program for Technology Managers for specialists with technical backgrounds, the Hospital Management Institute, the Executive MBA Program, and a number of management seminars. The school also provides customized executive education programs for individual organizations.

PARTNERSHIP FOR EDUCATION:

Participation: The institute has been exploring the development of two joint executive education programs with institutions in Southeast Asia: A technology management program, and a broad-based executive management program. The institute's officials are interested in considering developing one or both programs through the Partnership for Education.

Concepts: 1. Technology Management Program: UNC and the Swiss Federal Institute of Technology have developed a four-part program in technology management which includes: the Seminar for Technology Managers, Management of Technology, Manufacturing Excellence, and Managing Global Resources which they would like to expand to include an Asian partner. Courses would be offered once a year in Europe and once in Asia. Asian partners under discussion include the Asian Institute of Technology in Bangkok, the National University of Singapore, and IPPM in Indonesia.

2. Executive Management Program: The institute is exploring the possibility of using UNC's executive education program as a model for developing a curriculum for mid- and senior-level managers. This program covers corporate strategy, financial management, manufacturing/operations, marketing and human resource management. Asian partners under consideration include the National Institute for Development Administration in Bangkok, the University of Malaya, and IPPM.

Program Characteristics: UNC's executive courses are generally short-term - from three days to five weeks. The institute would work with the selected partner to tailor the programs to its needs and the needs of the business community. A team teaching approach would be employed. The institute would expect local institutions to assume responsibility for the program by at least the fifth generation.

Funding: One institute official estimated it would cost approximately \$100,000 to develop a joint program, with cost recovery by the third year. AID funding could cover the cost of development and/or subsidize the participation of smaller companies with limited resources. The official emphasized that the executive programs are self-sustaining after initial development, and inherently responsive to private sector needs.

Constraints: Institute officials feel that the cost of responding to a full-scale Request For Proposals could be prohibitive. One official estimated that such an effort can easily cost \$10 to \$20,000 - an unacceptably high amount for a grant of \$100,000.

Industrial Technology Institute (ITI)
P.O. Box 1485
Ann Arbor, MI 48106
(313) 769-4000

FOUNDED: 1982. **BUDGET:** \$14 million. **STAFF:** 130. ITI is an independent organization which promotes the translation of manufacturing technology from the research laboratory to the factory floor. Its objective is to help increase the productivity and competitiveness of US durable goods manufacturers.

Contacts: Rebecca McGowan, Manager for Governmental Affairs; Mary Jo Cartwright, Marketing Manager.

Dates of Contact: January 16, 1991 (McGowan); February 19, 1991 (Cartwright).

OVERVIEW:

Program: ITI activities cover four basic areas: introducing incremental change on factory floors through methodology and tool enhancement; promoting technology transfer from federal and university laboratories to the manufacturing sector; building the manufacturing sector through standards and educational activities; and promoting economic development in Michigan and the upper Mid-west. ITI works with large manufacturers, federal agencies, state and local agencies, research institutions, manufacturing vendors, trade associations and small companies.

Education/Training: ITI does not employ a large training staff, but works cooperatively with training organizations. It designs training programs in both technical and management areas, however, including the operation of manufacturing equipment.

International: ITI has become increasingly involved in national and international standards issues, particularly in Europe. ITI promotes technology transfer by facilitating performance and inter-operability testing--ensuring that products conform to mutual benchmark standards.

PARTNERSHIP FOR EDUCATION:

Participation: Representatives indicate that the proposed Partnership for Education might be compatible with ITI's mission and current programs. It is working with a Singapore organization, Gintec Institute, in the manufacturing standards area and would be interested in discussing partnerships with other Southeast Asian organizations.

Constraints: ITI might need AID's assistance in locating potential partners.

Comment: ITI is comfortable working with US Government agencies and could respond to a Request For Proposals.

Institute for Professional Practice (IPP)
8811 Colesville Road, Suite G-106
Silver Spring, MD 20910
(301) 587-6048

The Institute for Professional Practice was founded in 1989 by the Association of Engineering Firms Practicing in the Geosciences as an independent organization to support educational activities related to the practice of consulting engineering. Its mission is to provide practitioners and engineering students with educational forums directed at the nontechnical issues involved in the practice of consulting engineering.

Contacts: Steven J. Trettel, P.E., President and Chairman, Board of Directors, (617) 969-0500; Thomas Cohn, Executive Director.

Date of Contacts: January 21, 1991

OVERVIEW:

Education/Training: IPP's goals are to stimulate interaction between engineering practitioners and educators so that education can be aligned with practice, and to facilitate better use of research and development in engineering practice. Its activities include the development and provision of professional practice courses and the establishment of on-going relationships with university engineering schools. It has established active contacts with one hundred engineering schools. These programs place practitioners, selected from an industry pool of one hundred twenty volunteers, in universities, and bring academics to consulting firms. IPP also works with accreditation boards to improve university curricula.

PARTNERSHIP FOR EDUCATION;

Participation: IPP is interested in working with AID on the Partnership for Education or similar programs. IPP officials indicated that IPP, through its extensive contacts in both engineering practice and education, could assist AID to form partnerships between US organizations and similar organizations in Southeast Asia.

Concept: IPP is working with the Environmental Protection Agency to bring new EPA-funded technology into the practice of engineering, and university curricula. Hazardous waste cleanup technology is a key concern, according to officials, as the academic community is ten years behind new developments. Officials

suggested that this could be an area where partnerships including US trade organizations and the academic community could be particularly useful for both Asian, Pacific organizations and US partners.

Kentucky Cabinet for Economic Development
Bluegrass State Skills Corporation (BSSC)
42 Fountain Place
Frankfort, KY 40601
(502) 564-2021

Contact: Steve Zimmer, Director

Date of Contact: February 11, 1991

OVERVIEW:

Education/Training: BSSC was established in 1984 as an independent, quasi-public corporation to provide all levels of skills training for Kentucky business and industry--from entry level to advanced training, including job skill upgrading and retraining. BSSC works in cooperation with seventy secondary vocational schools, and twenty-nine colleges and universities. BSSC offers customized skills training packages to Kentucky industrial firms which must match BSSC funds and attempt to hire eighty percent of the graduates. BSSC also awards grants to educational institutions which work with one or more private companies to train people for jobs.

PARTNERSHIP FOR EDUCATION:

Participation: A BSSC official was very interested in the Partnership for Education and suggested that BSSC might wish to participate. He indicated that forty-five of the fifty states have industry-specific customized training programs that share many similarities and yet can be quite different. The National Association of Industry Specific Directors, which represents customized training program directors, might also be interested in working with AID to put together training partnerships for Southeast Asia. He indicated that several states, including Kentucky, Indiana, Michigan, Illinois and Ohio, are working with steel companies and Ford Motor Company in a steel stamping skills project which could serve as a model for state cooperative efforts.

Funding: Asked if state customized training funds could be used to support a project like the Partnership for Education, the official replied that the Kentucky statute was permissive, but that each state would have to make its own determination. BSSC has an independent board of directors composed of business, education, government and labor leaders which would evaluate the program's costs, and benefits.

Additional Contacts:

National Association of Industry Specific Directors
C/O Bill Weiser, Director, Extension and Customized Training
Services, Minnesota Technical College System
356 Capitol Square Building, 550 Cedar Street
St. Paul, MN 55101
(612) 297-4154

Mr. Weiser is the association's president.

Robert G. Sheets
Center for Governmental Studies
Northern Illinois University
DeKalb, IL 60115-2854
(815) 753-1905

Mr. Sheets prepared a September, 1990 study on state customized programs: "State Funded Customized Training Programs: A Comparative Study."

Nevzer Stacey
U.S. Department of Education
Office of Research
Washington, D.C. 20007
(202) 219-2111.

Ms. Stacey works with the Center on Educational Quality of the Workforce, a University of Pennsylvania (Wharton), and Cornell collaboration.

Metropolitan Community Colleges (MCC)
3200 Broadway
Kansas City, MO 64111
(314) 539-5000

Contact: Don Schlueter, Coordinator of Industrial Training

Date of Contact: January 17, 1991

OVERVIEW:

Education/Training: Metropolitan Community Colleges is a district of the State of Missouri's community college system. MCC was recommended by Larry Early, director of the state's Job Development and Training Office, as providing a comprehensive job training program. MCC's district office has a business staff of thirty-five. There are three community colleges in the district. Each college has a business, industry and agency section which manages corporate training programs. The colleges offer customized corporate training, (including fifty-nine courses at one Ford Motor Company plant alone), management training, open-enrollment courses (e.g. statistical process control), and maintain full-time trainers at some plants. MCC's High Technology Resource Center maintains a reserve pool of trainers district-wide.

PARTNERSHIP FOR EDUCATION:

MCC has worked with trade associations in the past and might consider participation in the Partnership for Education depending on the level of funding proposed by AID. A representative requested more information on the Partnership for Education, including the type of training required.

State of Michigan
Governors Office of Job Training
P.O. Box 30039
Lansing, MI 48909
(517) 373-6227

Contact: Pat McCarthy, Special Assistant to the Director

Date of Contact: January 10, 1991

OVERVIEW:

Education/Training: The state has been a leader in developing job training and re-training programs. According to a representative, however, all of the state-funded programs may be in jeopardy due to proposed budget cuts. Current programs include:

1. A joint effort with several other states, the steel industry and automobile companies to develop a universal steel fabrication (stamping) training program which will be adaptable by all user companies. The goal is to develop standardized training methodologies which will substantially reduce training costs.
2. A \$20 million program to provide manufacturing training as an incentive for new plant location.
3. A \$25 million program to train displaced workers and provide customized skill training.
4. Support for "soft" training (process and quality control), particularly for the automotive industry. The state also receives \$150 million under the federal Job Training Partnership Act, seventy-five percent of which is ear-marked for the training and placement of "economically disadvantaged" workers.

PARTNERSHIP FOR EDUCATION:

Participation: A representative suggested that the steel fabrication program's training methodology might be an interesting model for industry training in other countries, such as the ASEAN nations.

State of Missouri
Department of Economic Development
Division of Job Development and Training
221 Metro Drive
Jefferson City, MO 65109
(314) 751-4750

Contact: Larry Early, Director

Date of Contact: January 15, 1991

OVERVIEW:

Education/Training: The State of Missouri Job Training Program includes the Missouri Development Fund which provides re-training incentives for new and expanding businesses; a new jobs training program providing customized training through the state's community colleges; long-term training relationships with large companies; and federal Job Training Partnership Act initiatives.

The state is examining its approach to job training and has recently published an action plan to attract and retain high performance industries by offering a market-driven performance-based preparation system. **The Missouri Challenge: Making Missouri Work** is the report of an advisory board appointed to develop a long-term strategy to enhance the state's ability to compete in a new skill-based international economy. One of its recommendations is the creation of an administrative organization to assure that the training system is market-driven and more responsive to employer needs.

An interesting conclusion of the panel is that employers favor private training providers (trade associations, consultants, etc.) over public institutions. **The Missouri Challenge** is only one of several current initiatives and reports which address business-education partnerships and their future directions.

PARTNERSHIP FOR EDUCATION:

The following individuals and organizations were suggested for further information on Missouri's education and training initiatives:

Chet Dixon, Director
Job Council of the Ozarks
1514 South Glenstone
Springfield, MO 65804
(417) 887-4343

Charles F. Henry, Director
Kansas City High Technology Training Resource Center
3200 Broadway
Kansas City, MO 64111
(816) 756-0220

Judy Kuhlman, Executive Director
Western Missouri PIC, Inc.
515 South Kentucky
P.O. Box 701
Sedalia, MO 65302-0701
(816) 827-3722 or 827-3723

Clyde McQueen, President
Full Employment Council, Inc.
1740 Paseo, Suite D
Kansas City, MO 64108
(816) 471-2330

Mike McQuire
Senior Executive Assistant
St. Louis Community College
300 South Broadway
St. Louis, MO 63102
(314) 539-5305

National Governors Association (NGA)
Hall of the States
444 N. Capitol Street, Suite 250
Washington, DC 20001-1572
(202) 624-5300

BUDGET: \$9 million. **STAFF:** 100. **MEMBERSHIP:** 50 state governors; governors of Puerto Rico, American Samoa, Guam, The Virgin Islands, and the Northern Mariana Islands. The mission of the National Governors Association is to support the work of the governors, shape and implement national policy and solve state problems. NGA's seven standing committees are: Trade and Development, Education Reform, Jobs, Growth and Competitiveness, Energy and Environment, and Welfare Reform.

Contacts: Jody Thomas, Committee Director, International Trade and Foreign Relations, Capital Resources Group; Evelyn Ganzglass, Program Director, Training and Employment, Human Resources Policy Studies, Center for Policy Research.

Dates of Contacts: November 6, 1990 (Thomas); November 9, 1990, November 27, 1990 (Ganzglass)

PARTNERSHIP FOR EDUCATION:

Participation: NGA is developing a proposal for a US Information Agency-funded program to develop technical assistance and training partnerships with Central and Eastern Europe. The program would match the particular resources of interested states with subnational government agencies in Poland, Czechoslovakia and Hungary. NGA would assist the states in developing responsive plans of action. It was suggested that a similar program could be undertaken in Southeast Asia.

Constraints: According to officials, Central and Eastern European assistance programs are seen as very strong priorities for many states, however, these efforts may make it difficult to pursue programs in other regions at this time. In addition, while NGA is helping AID develop its Human Resources Strategy in the region, NGA is not otherwise active in Southeast Asia, and any proposed programs would have to compete for staff time and funding with other activities which might be seen as more central to its mission.

Further Contacts: States with active employment training programs include: Michigan, Illinois, California, Missouri, New York and Rhode Island. NGA would be happy to recommend specific training programs for the Partnership for Education when AID determines its training goals and priorities.

National University Continuing Education Association (NUCEA)
One Dupont Circle, N.W., Suite 615
Washington, D.C. 20036
(202) 659-3130

Founded in 1945, the National University Continuing Education Association consists of accredited, degree-granting higher education institutions, and comparable nonprofit organizations with a substantial involvement in post-secondary continuing higher education. Its membership includes four-year colleges and universities, two-year colleges and a small number of community colleges and nonprofit organizations.

Contact: Kay Kohl, PhD., Executive Director

Date of Contact: January 25, 1991

OVERVIEW:

Education/Training: NUCEA was contacted for its experience in facilitating the creation of partnerships and consortia to deliver specific education/training programs, and for its suggestions of member institutions which might be able to respond to specific Partnership for Education project areas such as environmental management, capital projects management and scientific equipment repair and maintenance.

PARTNERSHIP FOR EDUCATION:

Participation: An official made the following suggestions concerning the creation of training partnerships under the proposed Partnership for Education. First, that NUCEA members have an enormous capacity within their continuing education programs to respond to training needs in areas such as hazardous waste management, quality control, project management and equipment maintenance. Second, that consortia could be created, perhaps in partnership with other organizations, such as trade associations, to deliver programs to meet the needs of Southeast Asia. And third, that Partnership for Education partnerships would be most successful if AID could identify and target specific training needs.

Contacts: The following institutions were suggested as having the capacity to deliver programs in the areas indicated:

1. Hazardous waste management: University of California - Irvine, University of West Virginia, University of Kansas, Lamar University - Beaumont, Texas;

2. Capital projects management: University of Delaware, University of Wisconsin - Milwaukee, Illinois State University, Western Michigan University, Rochester Institute of Technology.

Overseas Development Council (ODC)
1717 Massachusetts Avenue, N.W.
Washington, DC 20036
(202) 234-8701

STAFF: 20-25. ODC is an independent nonprofit research organization concerned with the social and economic problems of developing countries. Its programs include research and conferences, in coordination with other organizations, and the support of visiting fellows.

Contact: John W. Sewell, President

Date of Contact: December 13, 1990

PARTNERSHIP FOR EDUCATION: ODC's current involvement with Southeast Asia focuses on the Center on US-Japan Cooperation in Development, a project in cooperation with the Sasakawa Peace Foundation in Tokyo, to examine US-Japan bilateral aid coordination, international trade, finance and environmental issues. Mr. Sewell suggests the Partnership for Education adopt a functional approach with an emphasis on partnerships that address global as well as regional problems, for example, the new industrial technologies.

Perceptronics
Paul R. Chatelier, Senior Vice President
1911 N. Fort Myer Drive
Arlington, VA 22209
(703) 525-0184

OVERVIEW:

Education/Training: Mr. Chatelier is Senior Vice President for Strategic Planning of Perceptronics, a high technology company that specializes in computer-based training, simulation, and decision/automotive support systems. The company's systems are designed to train personnel to use a variety of equipment, primarily defense-related. Mr. Chatelier was recommended as an expert on the development of training programs. He is particularly knowledgeable about interactive training technologies and programs.

Further Contacts: The National Security Industrial Association, whose members include industrial, research, legal and educational organizations:

1025 Connecticut Avenue, N.W.
Suite 300
Washington, DC 20036
(202) 775-1309

University of San Francisco
Center for the Pacific Rim (CPR)
Ignatian Heights, Lone Mountain Center
San Francisco, CA 94117-1080
(417) 666-6357

Contact: Barbara K. Bundy, PhD., Director

Date of Contact: January 3, 1991

OVERVIEW:

Education/Training: CPR was founded in 1988 as a multi-disciplinary organization to assist the schools and colleges within the university in the development of Asian and Pacific curricula, exchanges, and research. It also functions as an entrepreneurial arm of the university in Pacific Rim initiatives. Program components include degree programs in the School of Law, the College of Arts and Sciences, the Graduate School of Management, the Graduate School of Business, and the School of Education. The Executive Education Program offered by the McLaren Graduate School of Management provides personalized education and training programs to Pacific Rim domestic and international businesses. Adult Learners International, a program in the School of Education, is currently examining the resource needs of private and nonprofit organizations in the Pacific Rim.

ASEAN/Pacific: The CPR and the Asian Pacific Legal Studies Program, School of Law are sponsoring an ASEAN symposia series through May, 1991.

PARTNERSHIP FOR EDUCATION:

Participation: CPR was contacted for information on non-traditional education and training activities and as a source for referrals. The University of San Francisco might have an interest in participating in the educational partnership component of the Partnership for Education.

Further Contacts:

The McLaren Graduate School of Business
Executive Training Program
Associate Dean Eugene Muscat, (415) 666-2525

The Adult Learners International
Professor E. Annie Herda, (415) 666-2075

The Asian American Manufacturing Association
(California businesses trading in Asia)
Regina Lau, (415) 321-2262

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State of Wisconsin
Department of Industry, Labor and Human Resources
P.O. Box 7946
Madison, WI 53707
(608) 266-3681

Contact: Gene Kussart, Executive Assistant

Date of Contact: December 19, 1990

OVERVIEW:

Mr. Kussart had received a briefing on the Partnership for Education from Dave Beightol, of Wisconsin's Washington Office.

PARTNERSHIP FOR EDUCATION:

There is some feeling within the department that US government funds should be spent first on training programs for US workers. Some staff question why AID proposed to train overseas workers who might ultimately take manufacturing jobs away from US workers.

**State and
Local Departments
of Commerce and
Economic Development**

State of Alaska
Washington Office of the Governor
444 N. Capitol Street, Suite 518
Washington, DC 20001-1512
(202) 624-5858

Contact: Eric Ostrovsky

Date of Contact: November 5, 1990

OVERVIEW:

International Trade/Investment: The state is active in promoting trade and investment, particularly with the Pacific Rim. Most existing relationships are with South Korea and Japan. Primary interests include fisheries, coal and natural gas, timber and tourism. The state maintains trade offices in several overseas cities including Tokyo and Seoul.

ASEAN/Pacific: Alaska has very little commercial activity with these regions at this time, and the development of significant ASEAN, Pacific markets for Alaskan products in the near future is not anticipated, according to a staff member.

Education/Training: Alaska Pacific University (Anchorage), has had strong interests in Pacific Rim studies, including a program to prepare students from the People's Republic of China for further study at US universities.

PARTNERSHIP FOR EDUCATION:

Participation: A staff member saw no role the state might play at this time.

Further Contacts:

Alaska Department of Commerce
International Trade Office
Bob Poe, (907) 561-5585

State of California, World Trade Commission (WTC)
1121 L Street, Suite 310
Sacramento, CA 95814
(916) 324-5511

444 North Capitol Street, Suite 305
Washington, DC 20001
(202) 347-6894

Contacts: Cary Walker, Washington Representative; Gregory Mignano, Executive Director.

Date of Contacts: November 13, 1990 (Walker); January 17, 1991 (Mignano).

OVERVIEW

International Trade/Investment: The World Trade Commission is designated the lead agency on trade policy and programs for California. The California Department of Commerce has the responsibility for investment attraction and retention. The WTC is organized into three offices. The Office of Export Development directs the export development program, organizing participation in trade shows, producing California product catalogs, providing trade leads and receiving foreign missions. The California Export Finance Office supports export financing for small- and medium-sized California businesses. The Policy and Research Office provides trade policy information to the business community and acts as an advocate in Sacramento and Washington, DC. California has overseas trade offices in Tokyo, Hong Kong, London, Frankfurt and Mexico City.

ASEAN/Pacific: The State of California has extensive trade contacts in Asia, especially in Japan, Taiwan and South Korea. It works with the US-ASEAN Council in promoting ties with Southeast Asia.

PARTNERSHIP FOR EDUCATION

Further Contacts:

California Chamber of Commerce
1201 K Street, 12th Floor
Sacramento, CA 95814
(916) 444-6670
(916) 443-4730 Fax

Susan Stirling, Director International Trade Department

California Council for International Trade
700 Montgomery Street, #305
San Francisco, CA 94111
(415) 788-4127
(415) 788-5356 Fax
Martina Johnson, Executive Director

Export Managers Association of California
124 E. Olympic Boulevard, Suite 517
Los Angeles, CA 90015
(213) 749-8698
(213) 749-0224 Fax

Foreign Trade Association of Southern California
900 Wilshire Boulevard, Suite 1434
Los Angeles, CA 90017
(213) 627-0634
(213) 627-0398 Fax
Jay Winter, Executive Secretary

World Trade Center Association of Orange County
1 Park Plaza, Suite 150
Irvine, CA 92714
(714) 724-9822
(714) 752-8723 Fax
Susan Lentz, Executive Director

Greater Houston Partnership (GHP)
1100 Milam
25th Floor
Houston, TX 77002
(713) 651-1313

Founded in 1989, the Greater Houston Partnership is a nonprofit membership organization whose mission is to promote and improve economic activity, job creation, and quality of life. It was created as an umbrella organization to join three formerly independent groups: the Chamber of Commerce, the Economic Development Center, and the World Trade Division. Each of the three now constitutes a separate division within the partnership. Membership is open to companies with fees based on size.

Contact: Pat Foley, Manager for Programs, World Trade Division

Date of Contact: January 25, 1991

OVERVIEW:

International Trade: One of GHP's strategic goals for 1991 is to develop and strengthen economic ties with other nations, including trade promotion, infrastructure development and international business development. The World Trade Division supports both export promotion and investment attraction through a committee structure which is open to designated representatives of member firms. The Foreign Trade Representative Committee serves as a liaison between the business community and foreign trade offices based in Houston. The Industry Sector Development Committee maintains a data base of Houston businesses. The Trade Development Committee identifies trade-related requirements of partnership members. The Trade Mission Committee facilitates trade missions and encourages coalition building with other international organizations. The World Trade Division sponsors weekly seminars and luncheons on export/import topics.

ASEAN/Pacific: GHP is interested in developing greater trade ties with the region. It is sponsoring a February 15, 1991 seminar, featuring the US-ASEAN Council, on business opportunities in the ASEAN region.

Education/Training: Another of GHP's strategic goals for 1991 is to support activities to strengthen the regional workforce and public and higher education. The Economic Development Division and the Chamber of Commerce Division are planning a variety of workforce training activities.

PARTNERSHIP FOR EDUCATION:

Participation: GHP would like more detailed information. An area of great interest to Houston businesses is environmental management technology.

State of Illinois, Washington Office
444 North Capitol Street, Suite 210
Washington, DC 20001
(202) 624-7760

State of Illinois, Department of Community Affairs
International Business Division (IBD)
100 West Randolph, Suite 3-400
Chicago, IL 60601
(313) 814-7164

Contacts: Dan Caprio, Jr., Associate Director, Washington office.
Susan Stiehl, Assistant Manager, International Business Division.

Date of Contacts: November 14, 1990, (Caprio), December 20, 1990,
(Stiehl).

OVERVIEW:

International trade/investment: The IBD has thirty employees in Chicago and approximately sixty-five in its twelve overseas offices. Asian overseas offices include Japan, Peoples Republic of China, and Hong Kong. Illinois has sister state relationships with a Japanese state, the Russian Republic, and Laoyang Province in PRC.

The IBD is expanding its focus beyond trade shows with a new emphasis on export and investment assistance. The state is becoming very active in Central and Eastern Europe. It is participating in a U.S. Department of Labor employment security project in Poland and exploring various projects with the Small Business Administration. The IBD works closely with a number of trade organizations that have active international trade programs including the Association for Manufacturing Technology (NMTBA), formerly the National Machine Tool Builders Association, the American Hardware Manufacturers Association, the Illinois Manufacturers Association, and the National Sporting Goods Association.

ASEAN/Pacific: The IBD is assisting the NMTBA Fall, 1991, trade show in Indonesia by partially underwriting the costs of some Illinois exhibitors and facilitating advance promotional efforts. The NMTBA holds its annual trade show in Chicago where many of its members are located. IBD would like to expand its relationship with NMTBA.

PARTNERSHIP FOR EDUCATION:

Participation: An IBD official expressed interest in the Partnership for Education and suggested that perhaps IBD could be involved as a facilitator, similar to its role with the NMTBA Indonesia Trade Show. It was also suggested that the state might be able to offer assistance in training programs.

State of Indiana
Governors Office
One North Capitol, Suite 700
Indianapolis, IN 46804
(317) 232-8846

Contact: Barbara Roth, International Trade Specialist

Date of Contact: January 7, 1991

OVERVIEW:

ASEAN/Pacific: The state has sponsored trade missions to Southeast Asia, and will be conducting a mission to Singapore, Malaysia and Thailand in June, 1991. It has some contact with the Indiana/ASEAN Council, but has no regular contacts with region-based organizations.

PARTNERSHIP FOR EDUCATION:

Participation: The state's possible participation could not be evaluated without further information.

Further Contacts:

Indiana/ASEAN Council: Dave Anderson (317) 685-1341.

State of Iowa, Department of Economic Development
200 East Grand
Des Moines, IA 50309
(515) 242-4729

Contact: Mike Doyle, Director of International Business

Date of Contact: December 10, 1990

OVERVIEW:

ASEAN/Pacific: Iowa businesses are very active in Southeast Asia, and the state is placing increasing emphasis on promoting contacts with the region. The governor and Mr. Doyle returned December 10, 1990, from a visit to Malaysia, Thailand and Singapore where they discussed trade promotion and met with AID personnel to discuss university linkages. Iowa is considering moving its Hong Kong office to Singapore to better serve the region. Iowa has a sister state agreement with Kuala Treggenau in Malaysia.

PARTNERSHIP FOR EDUCATION:

Participation: The International Business Office would be willing to facilitate the participation of Iowa business groups. An official requested more specific information about the program.

Further Contacts: Iowa Business Council, (CEOs of Iowa's top twenty companies including Amana, John Deere, Maytag, etc.) Myrt Levine (515) 246-1701.

**Kentucky Cabinet for Economic Development
Office of International Marketing
Capitol Plaza Tower
Frankfort, KY 40601
(502) 564-4886**

The Kentucky Cabinet for Economic Development is the primary state agency responsible for creating new jobs and attracting investment to the state. The cabinet consists of the Office of the Secretary, the Department of Existing Business and Industry, the Department of Arts, and designated offices attached to the Office of the Secretary including: the Office of International Marketing, and the Bluegrass State Skills Corporation.

Contact: Michael Hays, Executive Director, Office of International Marketing.

Date of Contact: January 16, 1991

OVERVIEW:

International Trade/Investment: The Office of International Marketing has five staff members in Kentucky and maintains full-time offices in Tokyo and Brussels, and representative offices in Seoul and Taipei. The office is moving more strongly in the direction of export promotion after an initial focus on investment attraction. The Trade Section promotes exports through trade shows, export counseling and matching activities.

PARTNERSHIP FOR EDUCATION:

Participation: Kentucky businesses are developing trade ties with Southeast Asia, however, the greatest activity is still with South Korea and Japan. An official indicated that Southeast Asia will be of greater interest to Kentucky firms in the near future, and he asked to be informed about the Partnership for Education's development.

State of Maryland, International Division
401 East Pratt Street
Baltimore, MD 21202
(301) 333-4295

Contact: Harold Zassenhaus, Deputy Director,
Diego Portiella, Business Development Officer.

Date of Contacts: December 10, 1990

OVERVIEW:

International Trade/Investment: Maryland has a broad program of export promotion, investment attraction and university liaison. The International Division has a directory of 3000 Maryland businesses with export potential. Strong sectors include biomedicine, telecommunications, electronics, computer and information services, and environmental technologies. The division has its own finance, education training, and sister city groups. It places emphasis on firm-to-firm contacts and will work with institutional linkages as long as the project is designed to lead quickly to specific one-to-one contacts.

ASEAN/Pacific: The International Division is working with AID on two projects: a program to match Thai and Maryland businesses; and a training program to teach Maryland businesses and regional authorities how to design and implement business development plans. AID is interested in this program as a possible model for Southeast Asia.

PARTNERSHIP FOR EDUCATION:

Participation: Officials were enthusiastic about the proposed Partnership for Education and suggested that the division might assist a partnership by providing training in environmental management. Officials requested that AID contact the division when the Partnership for Education is ready to be implemented.

State of Michigan
Washington Office of the Governor
444 N. Capitol Street, Suite 390
Washington, DC 20001
(202) 624-5840

Contact: James F. Callow, Representative

Date of Contact: November 14, 1990

OVERVIEW:

International Trade: Michigan actively supports export promotion and investment attraction, and is considering new programs to encourage Michigan companies to develop more of a permanent international presence through longer-term investment and strengthened international contacts. A staff member suggested that the gubernatorial election may have an impact on the state's trade programs and requested that AID contact his office again after January, 1991.

PARTNERSHIP FOR EDUCATION:

Participation: It was suggested that while Michigan's trade focuses overwhelmingly on Canada (ninety percent), it was necessary for the state to diversify its trade contacts and that a partnership with Southeast Asia could be very appealing.

**City of Milwaukee
World Trade Center
424 E. Wisconsin Avenue
Milwaukee, WI 53202
(414) 273-3000**

**Chamber of Commerce
756 N. Milwaukee Street
Milwaukee, WI 53202**

Contact: Peter Beitzel

Date of Contact: December 3, 1990

OVERVIEW:

Mr. Beitzel was referred by Dave Beightol, State of Wisconsin, Washington office. He is employed by the Milwaukee Chamber and is the sole staff person of the Milwaukee World Trade Center.

ASEAN/Pacific: Both the Chamber and the WTA are very active in promoting business development with Southeast Asia. Their programs include frequent seminars and educational programs on how to do business in Southeast Asia, as well as a business referral service.

PARTNERSHIP FOR EDUCATION:

Participation: Neither organization has institutional linkages with Southeast Asia, nor do they have the resources to participate. Mr. Beitzel did request that AID send a letter outlining the Partnership for Education which he could share with his constituents.

State of Missouri
Department of Economic Development
P.O. Box 118
Jefferson City, MO 65102
(314) 751-4855

Contact: Bob Black, Business Development Director

Date of Contact: January 17, 1991

OVERVIEW:

International Trade: Missouri maintains trade and investment offices in Jefferson City, St. Louis and Kansas City. The state has overseas offices in Tokyo, Seoul, and Taipei. Its activities include trade shows and firm-to-firm referrals. Missouri is a member of the Four States Trade Initiative (also includes Kansas, Iowa and Nebraska), a cooperative effort to promote trade with the region. Mr. Black is the coordinator.

ASEAN/Pacific: The State is receiving increasing attention from Southeast Asian trade delegations, particularly from Indonesia and Singapore. An Indonesian delegation will be visiting in April, 1991, discussing joint venture projects including a proposed new cereal plant. Indonesia also would like to place students in Missouri universities.

PARTNERSHIP FOR EDUCATION;

Participation: A department official was interested in the proposal and requested additional information.

City and County of San Francisco
Mayors Office of Business and Economic Development
100 Larkin Street
San Francisco, CA 94102
(415) 431-6628

Contact: Mark Chandler, International Business Consultant

Date of Contact: December 5, 1990

OVERVIEW:

ASEAN/Pacific: The Business and Economic Development Office (BED) actively promotes commercial relations with Southeast Asia and the Pacific primarily by serving as liaison between California and overseas firms. It is required to do very little investment attraction because of the city's location and other attributes. The city is considering opening a trade office in Taipei. The BED works closely with the State Trade Office, The Asia Foundation, and the California World Trade Center.

PARTNERSHIP FOR EDUCATION:

Participation: The Business and Economic Development Office is willing to facilitate contacts with San Francisco organizations.

Further Contacts:

Filipino American Chamber of Commerce
353 Sacramento Street, Suite 740
San Francisco, CA 94111

Dominican College
Pacific Basin Studies Program
Francoise LePage, Executive Director
1520 Grand Avenue
San Rafael, CA 94901

Trade Development Alliance of Greater Seattle (TDA)
1200 One Union Square
600 Union Street
Seattle, WA 98101-3186
(206) 389-7307

TDA of Greater Seattle was created by the city, county, port authority and Seattle Chamber of Commerce to manage the greater Seattle area's international business activities. Funding is provided equally by the four partners. The city's Economic Development Office will now coordinate sister city and protocol activities.

Contact: Bill Stafford, Executive Director

Date of Contact: January 23, 1991

OVERVIEW:

International Trade: TDA's work program is under development but it will include the following elements: promotion of international tourism, national and international investment attraction, export promotion.

PARTNERSHIP FOR EDUCATION:

Participation: An official expressed great interest in the Partnership for Education as Seattle companies are very active in Southeast Asia. He will discuss the Partnership for Education with the business community, but he requested more detailed information in writing.

Further Contacts: The Greater Houston Partnership is doing a great job according to this official, (see entry).

Office of the Mayor
44 West Washington Street
Shelbyville, IN 46176
(317) 398-6624

Contact: Dan Theobald, Mayor

Date of Contact: January 22, 1991

OVERVIEW:

Mr. Theobald was referred by Virginia Mayer, National League of Cities, (NLC) as the past chairman of the NLC International Committee. Shelbyville is a smaller city which is very aggressively attracting new overseas investment, primarily from Japan. Local Japanese-owned industries have established a scholarship program for Shelbyville High School graduates to study at Japanese vocational technical schools.

PARTNERSHIP FOR EDUCATION

Mr. Theobald is very interested in developing NLC's trade and economic development activities and he offered to explore ways that NLC might participate. He asked to be kept current on the Partnership for Education.

Commonwealth of Virginia
Department of Economic Development
1021 East Carey Street
P.O. Box 798
Richmond, VA 23206-0798
(804) 371-8242

Contacts: Stuart Perkins, Director, Export Development; Laura McElligot, Marketing Director; Christine Walborn-Courtier, Export Development Manager; Joe Adams, Manager of Trade Services Education.

Dates of Contacts: January 17, 1991 (McElligot, Walborn-Coutier); February 20, 1991 (Perkins, Adams)

OVERVIEW:

International Trade/Investment: The former Department of World Trade recently was merged into the Department of Economic Development by the new state administration. The export development program now has five export managers with regional or sectoral responsibilities.

The principal export development programs include: one-on-one export development counseling for Virginia businesses; trade missions; trade shows; industry and trade-specific research; trade seminars and conferences; the INFOCENTER, an "800" number telephone service for international trade questions; and the International Marketing Planning Program, which offers the services of MBA students in developing overseas marketing plans for individual companies. The commonwealth has overseas offices in Brussels and Tokyo.

ASEAN/Pacific: The Far East region is handled by Mr. Perkins. Trade shows in Japan and Southeast Asia are contemplated for 1991.

PARTNERSHIP FOR EDUCATION:

Participation: Department officials asked for more information as the Partnership for Education is developed.

Further Contacts: The Center for Innovative Technology, Peter Fitzpatrick, Director (703) 689-3000.

State of Wisconsin
Washington Office
444 North Capitol Street, Suite 345
Washington, DC 20001
(202) 624-5870

Contact: Dave Beightol, Director, Office of Federal-State Relations

Date of Contact: November 3, 1990

OVERVIEW:

International Trade/Investment: The state supports export promotion and investment attraction primarily through the sponsorship of conferences and seminars. A recent conference in Tokyo was cosponsored with Wisconsin-based pollution control industries. Wisconsin is one of eight states with an international trade surplus. It is the headquarters of ten of the Fortune 500's largest American corporations including: Johnson Controls, Universal Foods, Allis-Chalmers, Briggs and Stratton and Consolidated Papers.

Education/Training: Wisconsin's labor training programs include the Customized Labor Training Fund which provides fifty percent of the cost of training employees of new or expanding businesses. Its major emphasis is the upgrading of workers' skills in new technologies.

PARTNERSHIP FOR EDUCATION:

Participation: A staff member was interested in the concept, although he requested that AID send more detailed information. He suggested that the state might have an interest in a training program in pollution control technologies.