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USAID



U S AGENCY FOR  
INTERNATIONAL  
DEVELOPMENT

U S Agency for International Development  
Business Support Services  
G/EGAD/BD  
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Washington, D C 20523

## GTN Business Support Services

# Latin America & the Caribbean: *A Resource Guide*

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FOR U S AGENCY FOR INTERNATIONAL DEVELOPMENT

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These guides are also available on the World Wide Web at [http //www usgtn org](http://www.usgtn.org)*

Guide to Doing Business with the U S Agency for International Development

Guide to Doing Business in the New Independent States

Asia Business Resource Guide

Guide for Doing Business in Sub-Saharan Africa

Guide to Doing Business in Central and Eastern Europe

Financing Guide for Central and Eastern Europe

Latin America and the Caribbean A Resource Guide

Financing Guide Latin America and the Caribbean

Guide to Business Assistance Programs in Agribusiness

Guide to Business Assistance Programs in Energy and the Environment

# I. WHAT IS USAID?

Internet Address [http //www info usaid gov](http://www.info.usaid.gov)

## Introduction

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Since 1961, the U S Agency for International Development (USAID) has implemented America's foreign aid programs. Spending less than one-half of 1 percent of the federal budget, USAID works to promote **democracy, free markets, and America's foreign policy objectives around the globe**.

The foreign assistance program is a sound investment in creating the markets of the future, preventing crises and helping advance democracy and prosperity. Foreign aid creates U S jobs and advances American economic well-being. It is far less expensive for the United States to carry out development programs that prevent crises than to pay the costs of military operations, peacekeeping efforts and emergency humanitarian relief.

Foreign assistance has helped create some of America's most dynamic export markets. The trade generated from foreign aid has more than offset the initial costs of sending American expertise abroad. Between 1990 and 1993, U S exports to developing nations and the former Soviet bloc increased by \$46 billion.

Foreign assistance programs work, they are an important part of U S foreign policy, and they are creating U S jobs and advancing American economic well-being. Foreign assistance also combats global threats such as the spread of AIDS, environmental degradation and rapid population growth rates.

## What Does USAID Do?

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USAID is an independent government agency based in Washington, D C , with field missions throughout the world.

USAID works with teachers, farmers, small-business people, nurses, members of local communities, foreign governments, multinational corporations, and more. The four regions of the world USAID has activities includes Africa, Asia and the Near East, Latin America and the Caribbean, and Central and Eastern Europe and the New Independent States of the former Soviet Union.

The agency works in five principal areas crucial to achieving U S foreign policy objectives: promoting economic growth, advancing democracy, delivering humanitarian assistance to victims of famine and other natural and man-made disasters, protecting public health and supporting family planning, and protecting the environment. To promote development, USAID works in close partnership with other U S government agencies, U S business, private voluntary organizations, indigenous groups and universities. USAID contracts with more than 3,500 U S firms and over 300 U S -based private voluntary organizations (PVOs).

When considering a nation for development assistance, USAID looks at a number of important factors including strategic interests, a country's commitment to social and economic reform and a willingness to foster democracy, and the ability of a nation to work as a good development partner. USAID has long maintained that lasting economic growth is spurred by a proper blend of good government, sound economic policies and investments in key social sectors like education, health and environmental protection.

## Is Development Good Business?

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Economic and humanitarian assistance programs constitute a critical investment in the future of America's economy. Like any investment, we shouldn't simply look at the cost of foreign assistance, we should look at its returns. Foreign assistance fosters an enabling environment for U S trade and investment in developing nations by establishing fair business codes, viable commercial banks and reasonable tax and tariff standards. Foreign assistance helps create the stable and transparent business standards that U S companies must have to operate in a country.

By law, nearly all U S assistance must be spent on American-produced items. In 1993, U S foreign aid programs directly accounted for more than \$10 billion in purchased U S goods and services. The U S Department of Commerce estimates that amount of export procurement to be responsible for some 200,000 U S jobs.

In addition to the benefits from the direct purchase of U S goods and services, the United States also benefits from purchases made by foreign governments that receive U S assistance and from the exports generated by U S assistance programs U S assistance programs help create demand for U S products and services and increase the ability of other nations to purchase those products and services

If the American economy is to continue to grow, it must develop new markets These markets will be found not in Western Europe, but in the developing world To ignore the developing world is to risk losing a niche in the most important markets of tomorrow For example, the global market for environmental goods and services is expected to reach \$500 billion by the end of the decade Much of this 8 percent annual growth will be in developing countries During the last two years, American exports to developing countries have represented nearly 40 percent of total U S exports In 1993, over \$180 billion of American goods were sold to the developing world, representing an estimated 3.6 million U S jobs

Productivity growth in developing nations contributes to the economic development of those nations, which, in turn, stimulates imports of a wide range of products, including agricultural commodities Poor countries are poor customers, countries moving up the development ladder are much better customers

The International Food Policy Research Institute (IFPRI) found that each dollar invested in agricultural research in developing countries increases that country's imports of goods and services by \$4 This provides an important opportunity for the United States to expand its exports, including agricultural products Agricultural exports are a major source of foreign exchange for the United States Imports by developing countries represent a total value of nearly \$200 billion and account for about 4 million U S jobs, according to the IFPRI study

## II. SOURCES OF AVAILABLE INFORMATION

Internet Address <http://www.usgtn.org>

### U S GLOBAL TECHNOLOGY NETWORK (GTN)

#### **1) Business Support Services (BSS)**

USAID'S GTN Business Support Services (BSS) is a Washington-based information center providing a central point of contact at USAID for the U S business community, and a vital link with USAID and the developing countries it serves USAID plays an important role in developing markets and creating economic opportunity for U S companies in the developing world, and is a valuable source of commercially-relevant information about developing country economies

BSS is the focal point in USAID for information collection and dissemination on the Agency's programs and activities in development-related sectors, such as environment, agriculture, health, and communications and information technology BSS ensures that the opportunities and information generated by USAID activities are made available to the U S business community BSS serves to educate the public about USAID and its missions in order to broaden the participation of businesses and private voluntary organizations (PVOs) in sustainable development, and to encourage the U S business community to respond to opportunities generated by USAID's development activities

BSS is set up as an information clearinghouse with regional analysts specializing in the USAID-assisted countries in Asia, Africa, Latin America and the Caribbean, Near East, Central and Eastern Europe and the New Independent States Clients ranging from U S and developing country firms, PVOs, other U S government agencies, international organizations and foreign governments can access the BSS by a toll-free 1-800 number (within the continental U S ), phone, fax, mail, or on-line through the Internet Each request is handled on a one-on-one basis to ensure that assistance is appropriate and timely

BSS offers valuable counseling assistance to small and medium businesses interested in pursuing contracting and procurement with USAID and proactively distributes materials on these opportunities By providing information about process, procedures, programs and opportunities, BSS helps to foster a larger, more competitive pool of knowledgeable and qualified companies that can bring new ideas and solutions to development work with USAID On behalf of its clients, BSS has undertaken many initiatives to offer greater access to information, assistance and opportunities

- **Establish networks** BSS has established close working relationships with development and business organizations whose established networks "multiply" the reach of its information Among these are the National Association of

State Development Agencies and Chambers of Commerce BSS also coordinates closely with other U S Government agencies, especially the Department of Commerce, Trade and Development Agency, Overseas Private Investment Corporation, Export-Import Bank, Small Business Administration and the Environmental Protection Agency

- **Information systems and publications** BSS develops and disseminates sector-specific guides about USAID programs and activities For example, in response to the great demand by BSS clients for information, assistance and financing for environmental and energy business ventures, BSS produced the Guide to Business Assistance Programs for Energy and Environment
- **Business Opportunities** BSS utilizes advanced computer and communications technologies that offer innovative vehicles for disseminating opportunities BSS has developed an automated fax broadcast system, the BSS Business Opportunities Broadcast, to disseminate timely and relevant information about USAID opportunities BSS derives targeted groups from its GTN client database of over 6,000 companies and broadcasts information via fax-modem The BSS utilizes Internet to receive requests and provide responses, and to access research databases
- **Resources** BSS staff works closely with the professional and technical staff located in Washington, D C , and the field missions, and with the numerous contractors and private voluntary organizations implementing USAID programs overseas BSS has built a wide network of government and private sector contacts in developing countries

## 2) GTN Trade Lead Service

The GTN facilitates the transfer of U S technology to USAID assisted countries and regions As USAID missions and local public and private sector partners identify development problems, GTN, through its extensive databases, matches the developing country's needs with specific U S companies having the appropriate technology to address the problem The GTN focuses on identifying international business opportunities in **environment and energy, agricultural, health and population, and communication and information technologies**

Business opportunities are identified by a network of participating in-country public and private sector representatives Trade leads are transmitted from the field and electronically matched with U S firms registered in the GTN's sector databases Trade lead information is then faxed or e-mailed to appropriate U S companies

### ➤ *Agricultural Technology*

The GTN identifies business opportunities within 226 sub-sectors, including Agricultural Commodities, Inputs, Processing, Distribution, and Financing Other GTN opportunities include Agricultural Systems Development, which supports improved agricultural practices, Production codes address Agricultural Inputs, Processing and Post Harvest Management includes Storage, Packaging, Marketing, Distribution, Quality Control, and Infrastructure Development

### ➤ *Environmental Technology*

The GTN covers over 600 different sub-sectors within the environment, including Pollution Control, Treatment and Disposal, and Clean Technologies The GTN currently manages two regionally focused networks in the Americas and Asia The **Environmental Technology Network for the Americas** and the **Environmental Technology Network for Asia** facilitate the transfer of U S environmental technologies to address concerns in these regions

### ➤ *Health Technology*

The GTN includes 193 sub-sectors covering basic areas in the health field to strategically identify and track business opportunities involving Health Care Centers, Health Education, Economics, Management, Service Delivery, Medical Supplies and Equipment, and Pharmaceuticals

### ➤ *Communications & Information Technology*

The GTN tracks opportunities in 60 sub-sectors, such as Computer Technology, Telecommunications Infrastructure, Education and Training

### III. USAID PROCUREMENT

Internet Address [http //www info usaid gov/business/](http://www.info.usaid.gov/business/)

USAID procures the following

**Technical Assistance** Includes contracts for managerial and technical services in projects developed by USAID missions in collaboration with foreign host governments

**Commodities** Includes equipment and supplies needed to fulfill USAID projects, as well as materials provided through the USAID-funded commodity import programs

**Training** Includes academic or professional training which is a part of the implementation of USAID projects

#### USAID ADVERTISED PROCUREMENT OPPORTUNITIES

##### 1) SOLICITATION CONTRACT PROPOSALS

**Commerce Business Daily (CBD)** The CBD includes advertisements for all USAID commodity procurement, technical assistance and training contract opportunities with a value greater than \$25,000, as well as other government procurement opportunities, contract awards, subcontracting leads, and sales of surplus property. Contact the U S Government Printing Office at (202) 512-1800 to subscribe to the print version or the U S Department of Commerce at 1 (888) 293-6498 for a list companies marketing the electronic version. The annual subscription cost is \$324.00 for first-class mail and \$275.00 for second-class mail. A six month trial subscription costs \$162.00 for first-class mail, and \$137.50 for second-class mail.

**Procurement Information Bulletin (PIB)** The PIB is a free bi-weekly USAID publication listing USAID commodity procurement opportunities. Contact the USAID Office of Procurement at (202) 712-5060 / (202) 712-5147 or fax (202) 216-3051 / (703) 875-1498. Examples of commodity procurement opportunities listed in the PIB include medical equipment and supplies, computers, laboratory equipment, and utility vehicles.

**Internet** USAID procurement information is now available on the Internet, including USAID announcements that are posted in the Commerce Business Daily and the Procurement Information Bulletin. Interested organizations should use the following address: 1) [http //www info usaid gov](http://www.info.usaid.gov), 2) FTP ftp info usaid gov, or 3) gopher gopher info usaid gov

**Email** You can subscribe to the USAID listserv by sending the message: subscribe USAID-CBD-L your name to listproc@info.usaid.gov. For example: "Subscribe USAID-CBD-L John Smith"

**Congressional Presentation** The Congressional Presentation provides a projected overview of USAID activities by country and region for the coming fiscal year. The Fiscal Year 1998 USAID Congressional Presentation may be purchased from the National Technical Information Service at (703) 605-6000 or (800) 553-6847, or fax your order to (703) 321-8547, e-mail your request to [orders@ntis.fedworld.gov](mailto:orders@ntis.fedworld.gov). The main volume (PB 97 156 038) costs \$47.00 paper and \$19.50 microfiche, the summary tables (PB 97 156 087) cost \$21.50 paper and \$10.00 microfiche, the annex (PB 97 156 079) costs \$47.00 paper and \$19.50 microfiche. This document can also be accessed at the USAID Internet site.

**Yellow Book** The USAID Contracts and Grants and Cooperative Agreements with Universities, Firms and Non-Profit Institutions for Fiscal Year 1998 or "Yellow Book" can be obtained from the USAID Office of Procurement Contract Information Management System at telephone (202) 712-0899.

**The Guide to Doing Business with USAID** A Manual for U S Businesses Including U S Small Business and Disadvantaged Enterprises includes a general description of the organization of USAID and USAID procurement process. Copies can be obtained by telephoning the Office of Small and Disadvantaged Business Utilization at (202) 712-1500.

## 2) UNSOLICITED CONTRACT PROPOSALS

USAID encourages the submission of unsolicited proposals which contribute new ideas consistent with and contributing to the accomplishment of USAID's objectives. However, the requirements for contractor resources are normally quite program specific, and thus widely varied, and must be responsive to host country needs. Further, USAID's projects are usually designed in collaboration with the host country. These factors can limit both the need for, and USAID's ability to use, unsolicited proposals. Therefore, prospective offerors are encouraged to contact USAID technical personnel to determine USAID's mission and needs as related to the offeror's proposal before preparing and submitting a formal unsolicited proposal.

Unsolicited proposals, within the context of these guidelines, refer to written offers of interest resulting in the award of a contract or acquisition award whereby goods and services are procured to meet an Agency requirement. These guidelines are not applicable to assistance instruments, such as grants and cooperative agreements, where it is the intent of USAID to support or intensify the activities of independent organizations which contribute to USAID's foreign assistance goals and objectives. **For general information and proposals for Grants and Cooperative Agreements, please contact the USAID office, geographic bureau or Mission that would have technical cognizance over the project.**

## IV. LATIN AMERICA AND THE CARIBBEAN SOCIAL AND ECONOMIC OVERVIEW

The overall economic conditions in Latin America and the Caribbean (LAC) improved for 1996 and most of 1997. In 1996, low inflation of approximately 2 percent occurred in the more advanced economies, which enabled the central banks to maintain relatively low interest rates. This not only stimulated overall growth, but promoted exports from and capital inflows to LAC. Net long-term private capital inflows to LAC relatively stabilized and increased to an estimated \$74 billion in 1996, compared with \$53 billion in 1995. Further economic reforms and stabilization, together with high international liquidity, laid the foundation for a gradual economic recovery from the financial crises of Argentina and Mexico, and creditworthiness in LAC improved. In addition, USAID has played a significant role in increasing the standard of life in many developing countries throughout the world. Just within the past decade, LAC has achieved remarkable results. According to USAID's "Selected Economic and Social Data," USAID assisted in curbing population growth from 2.0 percent to 1.6 percent, life expectancy rates have risen from 65.9 to 69 years, fertility rates have decrease on average from 3.7 to 3.0 children per family, and infant mortality rates have fallen from 5.5 percent to 4.3 percent.

With the exception of 1995, GDP growth in most LAC countries ranged between 3 percent and 4 percent per year since 1987 (3.6 percent in 1996, compared with 0.8 percent in 1995 most recently). According to the World Bank's Annual Report, this is "insufficient to permit sustained progress on poverty reduction. About a quarter of the region's people live on less than a dollar a day." Sustainable development in LAC can only begin to take place once governments 1) stabilize, control, and attain higher and less volatile growth, 2) implement sustainable growth that is environmentally, economically, and socially sound, and 3) effectively integrate the poor into the transformation of economies.

Restored economic growth and access to international capital returned once again to Mexico and Argentina, but even though LAC has moved past the financial crises of 1994-95, the region still desperately faces continuing development issues, including immense poverty, inequality, and unemployment.

### **Southern Cone Region**

Argentina's GDP increased by 4.4 percent in 1996 after declining by 4.6 percent. Paraguay's GDP edged up a modest 1.3 percent, while Uruguay's grew 4.9 percent after a decline the previous year. This reflected strong policy responses as well as strengthened economic fundamentals resulting from earlier reforms. Chile, one of the earliest and most consistent reformers in LAC, had growth decline to 7.1 percent from 8.5 percent in 1995, but growth performance appears to remain strong. Many other countries, though, including Brazil, slowed. Brazil's GDP grew by a mere 2.9 percent as the economy recovered from a mid-1995 recession.

### **Andean Region**

With the exception of Bolivia, economic growth in the Andean countries was sluggish. Bolivia's sound macroeconomic management and accelerated structural reforms provided a slight GDP growth increase of 3.9 percent. In Colombia, the economy yielded a conservative 3.0 percent increase in response to a tightening of monetary policy to minimize inflationary pressures. Growth also slowed in Peru, from 6.9 percent in 1995 to 2.8 percent in 1996 as monetary and fiscal policy tightened to control a growing current account deficit. The poorest country growth results, though, were from Venezuela. With

impending economic and financial crises, the economy contracted and the GDP declined by 16 percent and inflation topped 100 percent. In early 1997, however, stronger oil prices contributed to a rebound in growth. Growth in Ecuador was approximately 20 percent.

### **Mexico, Caribbean, and Central America**

Mexico restored GDP growth with an increase of 5.1 percent after a 6.2 percent decrease in 1995. This recovery enabled significant foreign direct investment to return once again to Mexico, thus revitalizing overall market conditions. In 1996, the Caribbean experienced newly elected governments in Haiti, the Dominican Republic, and Suriname. The Dominican Republic and Guyana overcame their recent recession and grew at more than 5 percent, however, in Jamaica and Haiti, difficult political reform programs have yet to provide results and growth was near zero. Overall, the larger Caribbean countries showed the 1996 variations to range from 0.5 percent in Jamaica and 2.8 percent in Trinidad and Tobago to 7.3 percent in the Dominican Republic. The North American Free Trade Agreement (NAFTA) and other regional trade agreements have yet to replace preferential trade programs (i.e., EU). Growth in Central America ranged from 0.9 percent in Costa Rica, 1.8 percent in Panama, 3 percent in El Salvador and Guatemala, and 3.4 percent in Honduras to 4.8 percent in Nicaragua.

### **Overall LAC Region**

Inflation continued its downward trend in LAC, from an average of 30 percent in 1995 to 23 percent in 1996. Fiscal deficits declined from an average of 4 percent in 1995 to 3 percent in 1996. There was a wide range of variation, from a 7 percent fiscal surplus in Venezuela to a 6 percent deficit in Brazil. 1996 LAC exports continued to have strong growth at approximately 13 percent, reaching \$225 billion and LAC imports increased comparatively to \$217 billion.

Overall future prospects in LAC depend on an ever-stronger reliance on private sector sustainable development to yield stable growth that can consistently compete in the global economy, create jobs, and increase per capita income. LAC economic growth, though, continues to face a number of limiting factors, which are primarily underdeveloped domestic financial sectors and infrastructure. Domestic savings rates are gradually increasing (an estimated 1 percent to 19 percent of GDP in 1996), but in comparison, these levels are well below that of East Asia. Secondly, the lack of capital for investment financing continues to pose problems. On a positive note, international private capital inflows firmly increased in response to the end of the financial crises (approximately 4.6 percent of regional GDP in 1996). This will continue to play an increasingly important financing role in the future for not only Argentina and Mexico, but also for the future of LAC.

*Sources: USAID's Latin America and the Caribbean Selected Economic and Social Data; The World Bank 1997 Annual Report; The International Finance Corporation 1997 Annual Report; The Inter-American Development Bank 1997 Socioeconomic Data.*

## **V. USAID'S ROLE IN LATIN AMERICA AND THE CARIBBEAN**

**Internet Address** <http://www.info.usaid.gov/regions/lac/>

The lack of participation of a major part of the population in the economic and democratic systems presents a fundamental challenge to Latin American and Caribbean (LAC) countries, and also works against U.S. interests. It means that a potential market of close to 200 million people cannot be direct consumers of U.S. goods and services unless their incomes rise.

To meet this challenge, USAID has adopted a sustainable development strategy that integrates the elements determined to be most critical for reducing poverty in the long-run: building democracy, encouraging broad-based economic growth, reducing population growth and improving health, and protecting the environment. Individual country programs are designed to balance activities that promote long-term, broad-based economic growth with those that directly benefit the poor.

### **Building Democracy**

Highly democratic countries do a better job of creating a climate of confidence and stability in international relations than undemocratic states or fragile democracies. They also provide increased opportunities for efficient private enterprise and cooperate more effectively in resolving cross-border issues such as international health, narcotics, and immigration problems.

Stronger democracies in the region will lead to lower U.S. defense expenditures over the long-term. Situations giving rise to U.S. military involvement in the region will be less frequent, and more of the costs of preserving democracy will be shared. Indeed, the results of recent progress in democracy building in the region are already apparent. The unified regional support

for Haiti's elected president would not have occurred had the LAC region still been the domain of the generals rather than a community of states—except Cuba—with freely elected, civilian leaders

USAID has been assisting efforts to strengthen democracy in the LAC region for more than 15 years. USAID's impact is most clearly seen in improved electoral systems and administration of justice

- 15 of the 16-assisted countries in the region have held free and fair elections within the last two years. USAID assisted in establishing modern electoral systems in nine of the USAID-assisted countries
- 11 USAID-assisted countries are improving their systems for administering justice with USAID help

USAID programs have much to contribute in advancing U.S. interests by supporting the efforts of LAC countries to broaden and deepen democratic processes that in many cases remain very fragile

Programs support

- Greater adherence to the internationally recognized human rights of individuals as persons, citizens, and workers,
- Efforts to deepen the practice of citizenship, and to strengthen civil society, and,
- "Good governance" to make governmental institutions more transparent, accountable, effective, decentralized, and accessible to citizens

### **Encouraging Economic Growth**

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The rapidly growing trade between the United States and the LAC region has been made possible by the increasingly successful efforts of LAC countries to turn away from state-controlled, import-substitution economic models toward market-oriented economic policies. This transition has made the LAC region far stronger and more stable than it was during the economic crisis of the early 1980s. The Summit of the Americas committed to conclude negotiation of the Free Trade Area of the Americas by 2005, which would have been unthinkable had most LAC countries not already opened their markets and restored sound economic management.

While credit for economic recovery in the LAC region must go primarily to the determination of the people themselves, the investment by the United States in its foreign assistance program has contributed significantly

- In El Salvador, Honduras, and Panama, USAID supported economic policy reforms during periods when the international financial institutions (IFIs) suspended their activities
- The primary school completion rate rose between 1989 and 1993 in all five LAC primary education emphasis countries (El Salvador, Guatemala, Haiti, Honduras, and Nicaragua) by an average of 1 percentage point per year
- In five countries (Bolivia, Honduras, Jamaica, Nicaragua, and Peru) small firms and microenterprises, both agricultural and non-agricultural, improved their production and income with USAID assistance

USAID programs in the LAC region will continue to advance U.S. interests by directly supporting programs that address the Summit of the Americas objectives of promoting prosperity and eradicating poverty and discrimination in the hemisphere. The program gives priority to activities that

- Restructure public sectors to be more responsive to the needs of their populations, especially the urgent needs of the poor and other vulnerable groups,
- Broaden the base of economic growth to include the poor and thus reduce the risk that economic policy reforms will be reversed,
- Support LAC countries' efforts to advance toward our vision of hemispheric free trade as key to prosperity, and,
- Ensure that all children benefit from quality primary education

### **Reducing Population Growth and Improving Health**

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Efforts to build democracy, accelerate economic growth, and use natural resources in a sustainable way can be successful in the long run only if children are educated and families have access to primary health services. These demands can be met only if population growth is reduced. Smaller families tend to produce children who are healthier, better educated, and earn more. Fewer, more productive adults ultimately buy more U.S. goods and services and participate more in democratic processes.

For these reasons, U.S. interests are served by continuing to help LAC countries reduce their population growth rates and improve health. A slowly growing population benefits people in both the LAC region and the United States, and support the achievement of all our common objectives.

USAID programs are designed to

- Build on its successful child survival programs in the region to ensure continued impact,

- Support programs and policies that enable couples and individuals to determine freely and responsibly the number and spacing of their children,
- Support programs and policies to enhance equitable access to decentralized and sustainable health services,
- Reduce human immunodeficiency virus (HIV) transmission by increasing access to condoms, controlling sexually transmitted diseases, and promoting safer sexual behavior, and,
- Support programs to reduce the unacceptably high maternal mortality in many LAC countries

## **Protecting the Environment**

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Economic growth in the LAC region has occurred at a high cost to the environment. Continued uneconomic exploitation of the environment and natural resource base will reduce future economic growth, raise health costs, and result in an irreplaceable loss of natural resources and biodiversity.

Long-term U.S. interests in helping the LAC countries protect their environment include ensuring a growing market for our products through the economically sustainable development of one of our largest markets, preserving our own environment by helping LAC countries contribute less to global warming, and maintaining biodiversity areas as sources for medicines and the means to increase food production. More specific interests include reducing pollution in border areas with Mexico to mitigate negative effects in the United States, and creating effective environmental regulatory systems to even the playing field for U.S. and LAC producers under the North American Free Trade Agreement and the proposed FTAA.

USAID assistance has

- Brought 1,172,000 hectares of agricultural and forest land under modern management systems in six countries (Guatemala, Honduras, Jamaica, Nicaragua, Panama, and Peru) through 1993,
- Improved the management of 55 parks containing biological diversity of global significance,
- Helped Mexico toughen its environmental regulatory framework for free trade, and,
- Assisted nine countries to establish endowments that fund private environmental activities on a sustainable basis

USAID supports programs which

- Improve resources management for sustainable economic growth, particularly in natural forest management, marine ecosystems, and agriculture,
- Assist in the control, reduction, and prevention of urban and industrial pollution,
- Promote the development of sustainable and renewable energy sources and encourage conservation, improved efficiency, pricing reform, and privatization of the energy sector,
- Conserve biological diversity in the Americas, both terrestrial and marine, and,
- Strengthen and harmonize their environmental standards for accession to the FTAA, by supporting the development of policies and institutions responsible for compliance with regulations and supporting access to cleaner and environmentally friendly technologies

## **Combating Drug Trafficking**

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Illicit drugs corrupt institutions and tear at the social fabric of the United States and almost all Latin American and Caribbean countries. Too many people in the hemisphere ruin their lives or suffer random violence because of illegal drugs and the antisocial behaviors they engender. As part of its program to reduce drug use here, the U.S. Government has embarked on a comprehensive program to get countries in the region to reduce the supply of drugs. Other U.S. Agencies are helping Latin American governments to improve law enforcement systems and educate citizens to the dangers of drugs. USAID helps key source countries to provide environmentally sound, economically sustainable alternatives to illegal drug production, and to improve the administration of justice.

## VI. WHERE IS USAID FUNDING PROJECTS IN LATIN AMERICA AND THE CARIBBEAN?

Internet Address <http://www.info.usaid.gov/regions/lac/>

### Fiscal Year 98 Funding by Country

*(in thousands of dollars)*

Country	Development Assistance*	PL 480 Title II*	PL 480 Title III*	Economic Support Funds*	INCF*	Total
Bolivia	30,124	20,291			25 000	75,415
Brazil	11,150					11,150
Dom Rep	9 370					9,370
Ecuador	9,000					9,000
El Salvador	33,235					33,235
Guatemala	23,338	12,122				35,460
Guyana	2 200					2,200
Haiti		14,314	10,000	70,000		94,314
Honduras	18 350	4 735				23,085
Jamaica	11,100					11,100
Mexico	9 250				1 000	10,250
Nicaragua	21,340	764				22,104
Panama	3 300					3,300
Paraguay	5,325					5,325
Peru	34,493	48 917			25 000	108,410
Central Regional	14,025					14,025
LAC Regional	37 900			46 000	2 000	85,900
<b>Total Spending</b>	<b>273,500</b>	<b>101,143</b>	<b>10,000</b>	<b>116,000</b>	<b>53,000</b>	<b>553,643</b>

**\*Development Assistance (DA)** support programs aimed at improving the economic and social well being of developing countries. By using an integrated portfolio of activities aimed at promoting broad based and sustainable economic growth, stabilization of population growth rates and improved health for children and adults, protection of the environment and increased democratic participation in open governments, USAID strives to create the economic and social stability needed for the next wave of U.S. trading partners to evolve and increase its democratic allies around the world.

**\*PL 480 Title II and III Programs**—USAID's Food for Peace programs (P.L. 480) provide both humanitarian and sustainable development assistance in the form of U.S. agricultural commodities. In addition, they also fund the farmer-to-farmer exchange program and a grant program to U.S. private voluntary organizations and cooperatives implementing P.L. 480 activities. Although requested by the Department of Agriculture, Titles II and III are administered by USAID.

Title II provides resources to U.S. private voluntary organizations and the World Food Program to implement sustainable development programs to improve the food security of needy people, either by the direct distribution of agricultural commodities or the use of local currencies generated by the sale of these commodities in the recipient country. Title II also provides the vast majority of U.S. food assistance used to respond to emergencies and disasters around the world.

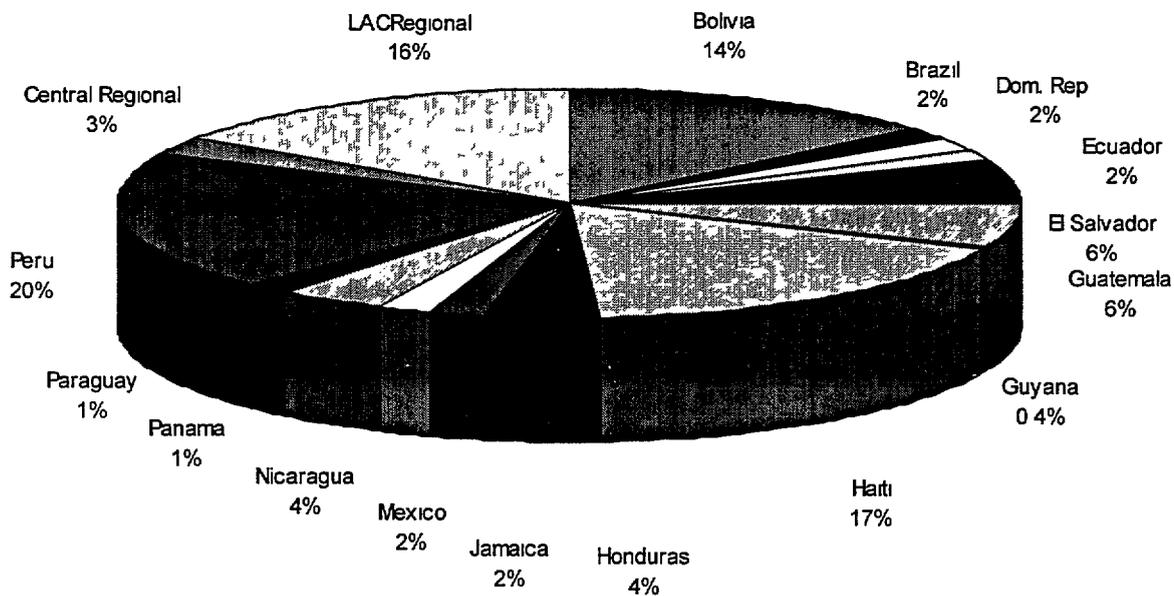
Title III provides country-to-country grants of agricultural commodities to improve food security in the developing country and to promote agricultural policy reforms that encourage food production. These programs are tightly targeted on the poorest, most food-deficient countries in the world.

**\*Economic Support Funds (ESF)** advances economic and political foreign policy interests of the United States. To the extent feasible, the use of ESF conforms to the basic policy directions underlying USAID's sustainable development assistance. ESF can finance balance-of-payments and economic stabilization programs frequently in a multi-donor context. ESF are used to support countries in transition such as Haiti and Cambodia and to promote peace and stability in such countries as Israel, Egypt, West Bank, Gaza, Turkey, Ireland, and Cyprus.

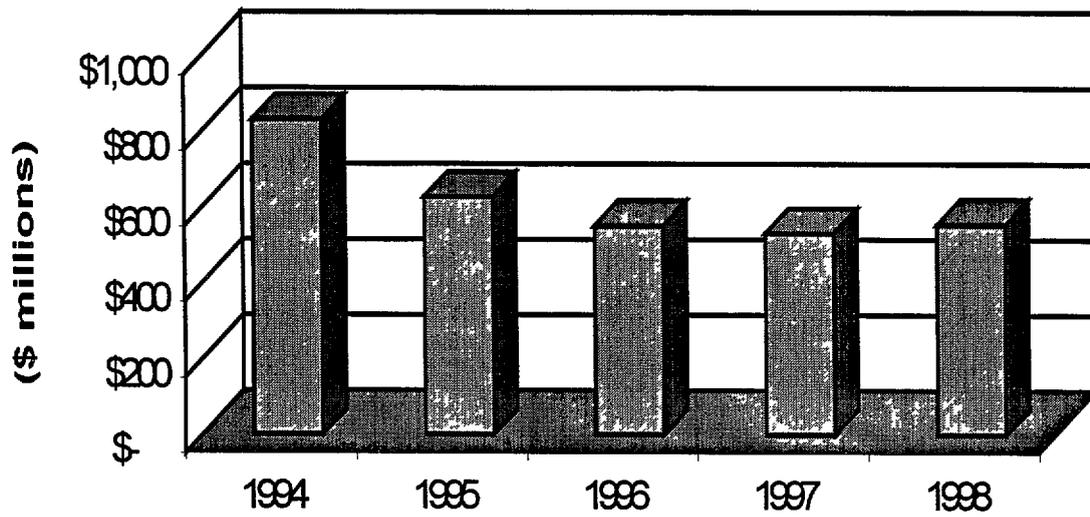
**\*INCF**—International Narcotics Control Fund

(Source: FY98 CP)

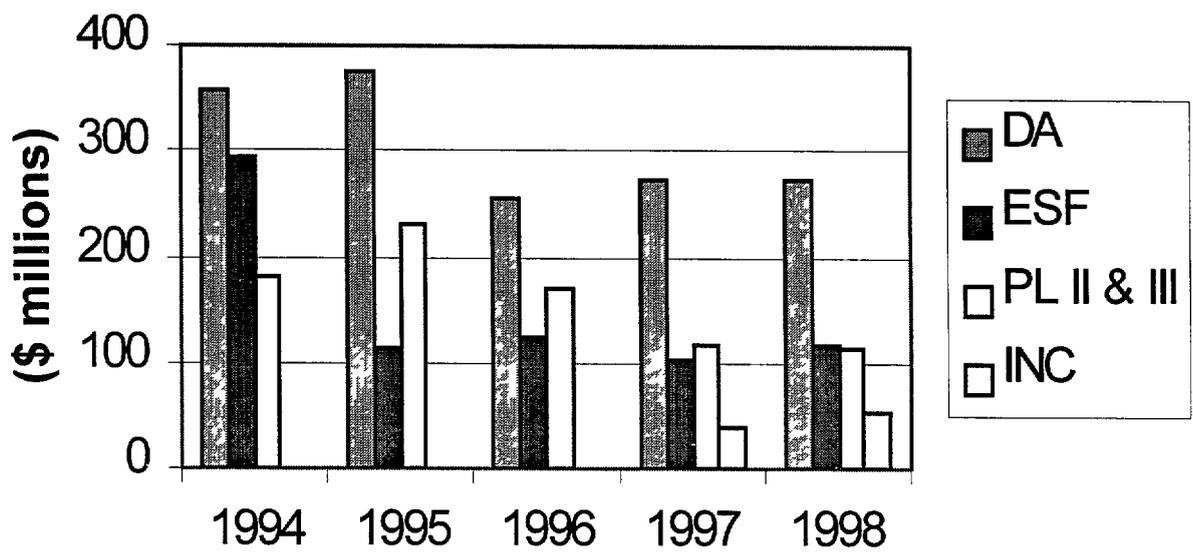
## USAID FY98 Funding By Country



### LAC Funding ( 1994- 1998 )

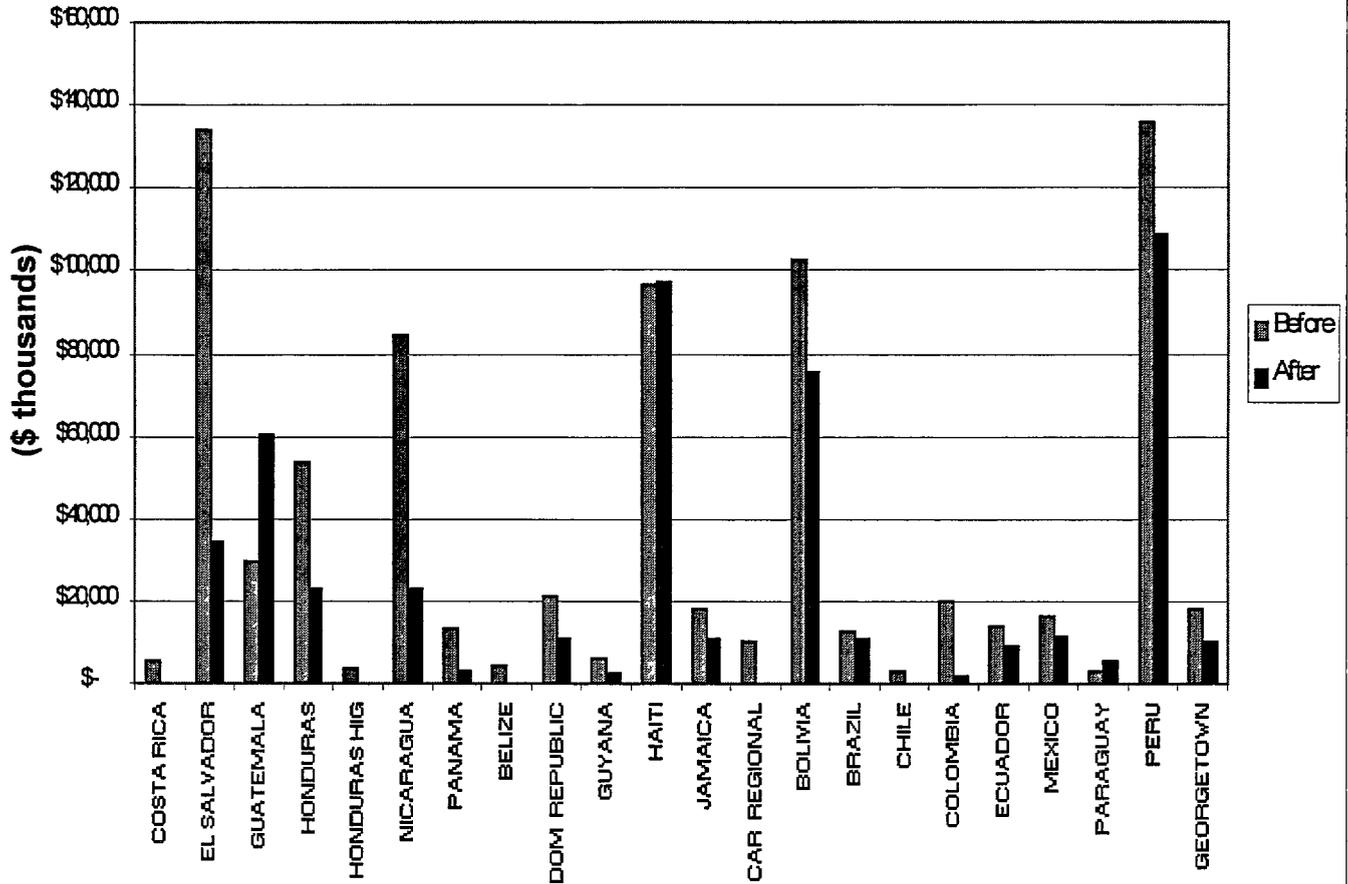


### Areas of Funding (1994 to 1998)



# Country Funding Levels

(Before = 1994 and After = 1998)



## BOLIVIA

*(as a percent of allocated funds and in thousands of dollars)*

Funds	Encouraging Economic Growth	Stabilizing Population Growth	Protecting the Environment	Building Democracy	Humanitarian Assistance
DA	12% 3,524	55% 16 600	18% 5,500	15% 4,500	
INCF	88% 22 000			12% 3 000	
PL 480 Title II					100% 20,291

### ***FY 1998 Program***

USAID supports sustainable development in Bolivia under all five Agency goals: Encouraging broad based economic growth, Building democracy, Stabilizing world population growth and protecting human health, Protecting the environment, and Providing humanitarian assistance. In FY 1998, U.S. national interest will continue to be defined by the facts that Bolivia is the world's second largest producer of coca/cocaine, is struggling to develop its democratic institutions consistently threatened by the illegal and corruptive drug trade, is one of the poorest countries in the hemisphere, with unacceptably high mortality rates and debilitating malnutrition, and is home to some of the most important and biologically diverse natural resources on earth.

In support of these goals, USAID has adopted four interrelated strategic objectives. USAID's support for improved effectiveness and accessibility of democratic institutions and practices helps the GOB modernize and democratize key public sector institutions and make them more accessible to all citizens, while combating the corrupting nature of the drug trade on the economy and political system. Expanding economic opportunities and access by expanding microfinancial services and promoting nontraditional exports helps generate employment and legal income for poor Bolivians. To combat the illegal drug trade, USAID promotes licit agricultural production, infrastructure investments and market development activities, provides balance of payments support that lets the GOB free up resources to pursue compensated coca eradication, and supports drug awareness programs. To improve the health of the Bolivian population, USAID targets mothers and children and help Bolivian institutions to lower fertility and space births, provide access to high-quality primary health care, and promote maternal and child survival, which is critical to the development of productive human capital. By focusing on protecting forests and their vital ecological functions, USAID directly addresses biological diversity and global warming, helping Bolivia to wisely manage its natural resource base that is critical to long-term sustainable development.

### ***Building Democracy***

The first municipal elections conducted under the new Popular Participation Law took place in December 1995, and newly elected officials took office a month later. USAID provided assistance to the National Electoral Court, which contributed to the success and transparency of these elections by training over 100,000 election officials. The legislative support services center currently provides bill drafting, fiscal and budget analysis, research, and outreach services to nine Congressional committees. Under the Democratic Development and Citizen Participation activity, USAID provides assistance to selected municipalities, enabling them to develop and carry out their municipal action plans in a participatory fashion.

Judicial reform is supported through USAID assistance to the Ministry of Justice. This included assistance in the drafting of a new code of criminal procedures, which provides mechanisms to better ensure the protection of human rights and due process of law, a recently approved Assets Forfeiture regulatory decree, which streamlines procedures for the seizure of illegally obtained assets, and a law to criminalize money laundering. USAID provided assistance to the judicial training school on teaching methodologies, course content, and student selection process. USAID will continue to promote reform by training key justice officials and supporting the drafting and promulgation of a regulatory framework. At least 80 courts are presided over by judges trained under USAID assistance programs.

### ***Encouraging Broad-based Economic Growth***

In support of the broader agency goals of encouraging broad-based economic growth and providing humanitarian assistance, the P.L. 480 Title II program provides local currency and food for work to improve market access roads, watershed management, micro irrigation and basic sanitation in 59 rural provinces. The food-for-work program provides temporary employment to 28,505 poor heads of households in the poorest rural towns and peri-urban areas of

the country The Title II program offers agricultural extension and marketing services and training to more than 84,822 farm families in Bolivia's most food-insecure regions This agricultural program increases production of staple crops and introduces vegetables and other high-value crops, which increase income and home consumption, improving the families' food security

In 1998, USAID-supported programs will continue to help Bolivia confront critical development challenges caused by severe poverty 70% of Bolivian households and 94% of rural households are classified as poor, severely lacking jobs and financial services USAID is supporting expanded economic opportunity and access through national programs to expand microfinancial services, promote nontraditional exports, expand the domestic markets, strengthen the financial sector, and assist in policy reform

The alternative development program, which supports licit agricultural production and investments in infrastructure and marketing in coca-growing areas, is key to combating the illicit coca and cocaine industry in Bolivia In the Chapare coca-growing areas, a recent survey shows that almost 75% of the total land under cultivation is in licit crops, i e three times as much land is dedicated to alternative crops as to coca In close coordination with the Narcotics Affairs Section of the U S Mission in Bolivia, USAID will continue to expand licit activities directly linked to voluntary coca eradication through the alternative development and balance of payments programs

### ***Stabilizing World Population Growth and Protecting Human Health***

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Bolivia is one of the poorest countries in the hemisphere Poverty contributes to high infant, child and maternal mortality rates, and diminishes the family's ability to acquire and assimilate food Malnutrition is associated with four out of every five deaths of children under five years of age To improve family health, USAID targets Bolivian women and children and supports Bolivian efforts to lower fertility and space births, since these affect the health status of mothers and children and lower population growth

A 50% increase in contraceptive prevalence (from 12% to 18%) between 1989 and 1994, coupled with a 24% reduction in infant mortality, demonstrate significant improvement in the health of Bolivian women and children Important policy changes, especially the Popular Participation and Decentralization Laws, have provided authority and financing to Bolivia's 311 newly created municipalities, enabling them to contract private-sector NGOs for high-quality health care and family planning

### ***Protecting the Environment***

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Bolivia's immense natural resource endowment, very low population density, growing commitment to sustainable resource use, and demonstrated achievements to date gives it a clear and impressive global comparative advantage for USAID investments in conserving biodiversity and reducing global warming

In 1996, many key results were achieved in environmental protection More than 1 million hectares, an area larger than the state of Connecticut, of national parks were under sustainable management with biodiversity protection Two national parks, Amboro and Noel Kempff Mercado, graduated from the USAID-supported Parks in Peril program Working with the local Izoceño peoples, USAID has begun work to insure the sustainable management of the new biologically-rich Chaco Park, an area the size of Costa Rica Comprehensive regulations to the General Environmental Law were passed in 1995, establishing time specific limits for air and water pollution for the first time and providing an institutional framework for enforcement National guidelines for sustainable forest management were also developed

The GOB passed the Forestry Law in 1996, with extensive involvement of NGOs and other key stakeholder groups, and began work on enabling legislation USAID will support the GOB's efforts to include environmental concerns in its programs for economic growth (e g , capitalization and popular participation ) Additional USAID funding to assist with the wise stewardship of forests and their biodiversity will be critical The GOB will also rely on USAID's help in following up on recommendations taken at the Hemispheric Summit on Sustainable Development and the Environment, hosted by Bolivia in December 1996, and in securing the donor support necessary to implement these actions

### ***Providing Humanitarian Assistance***

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The P L 480 Title II program is fully integrated into the Mission's program P L 480 resources serve a dual function as humanitarian assistance and support for USAID's expanded economic opportunity and improved health strategic objectives

## BRAZIL

*(as a percent of allocated funds and in thousands of dollars)*

Funds	Encouraging Economic Growth	Stabilizing Population Growth	Protecting t the Environment	Building Democracy	Humanitarian Assistance
DA		49% 5,500	49% 5 500	2% 150	

### ***FY 1998 Program***

The USAID program in 1998 will focus on continuing the phase-down of the Reproductive Health strategic objective, scheduled for completion in 2000. With the first phase of the AIDS prevention strategy completed successfully in 1997, 1998 will initiate the second phase, shifting the geographic focus of the program to the impoverished Northeast and to the heretofore undeserved populations of women and adolescents. The 1998 environment program will focus on activities in three ecosystems: the Amazon, Atlantic Rain Forest, and Pantanal/Cerrado. Within this context, programs will be initiated which fund applied research and extend already tested research in sustainable forestry to additional areas of the central and lower Amazon. A second Parks-in-Peril project will be initiated in an area of southern Atlantic rain forest. In addition to USAID's three strategic objectives, three special objectives will be implemented in FY 1998: At-Risk Youth and Administration of Justice, and Energy Efficiency and Renewable Energy.

### ***Stabilizing World Population Growth and Protecting Human Health***

Population growth in Brazil has slowed substantially, reflecting the rapid fertility decline that occurred between 1965 and 1990. According to the USAID 1996 Demographic Health Survey, the total fertility rate is 2.5 children per reproductive aged woman, and modern method contraceptive prevalence is 70.3%. However, Northeastern Brazil, with a population of over 40 million (about 30% of the national total) lags behind the rest of the country in terms of social indicators, including infant mortality, total fertility and contraceptive prevalence rates. Accordingly, USAID's population assistance resources are concentrated in Northeast Brazil, where the need to improve quality and sustainability is greater because of the region's poverty, population pressures, and poor reproductive health indicators.

The results of the 1996 Demographic and Health Survey (DHS), which USAID was able to co-fund with other donors, documents the positive results of USAID's efforts in Brazil. Seventy percent of Brazilian families now have family planning services available. Since 1992 the program has developed viable family planning programs in the two states of Ceara and Bahia, with the current focus on strengthening the quality of the services and ensuring sustainability. Another major achievement is the successful commodities procurement organization established by the USAID program that is providing high quality IUDs to the public and private sector and will be self-financing by 1998. The State Secretariat of Health of Bahia has assumed most of the local costs of the family planning services and the State Secretariat of Ceara is committed to the integration of the reproductive health program within its priority Safe Motherhood program.

Brazil has the second largest number of AIDS cases in the world and AIDS is the most serious public health problem in Brazil. Over 82,000 cases of AIDS were reported by the Brazilian Ministry of Health between 1980 and May 1996, and more than 500,000 Brazilians are estimated to be infected with HIV. In 1985 the male-to-female ratio of reported AIDS cases was 28:1, while in 1995 the overall ratio was 3:1, and almost half of all cases in 1994 were due to heterosexual contact. This has significant implications for women, traditionally under-served by prevention programs. In Sao Paulo, AIDS is now the leading cause of death among reproductive aged women. USAID AIDS prevention program has pioneered successful approaches in Brazil are being replicated by the Ministry of Health (MOH) and World Bank nation-wide. Interventions include using local NGOs to reach high risk groups, strengthening sexually transmitted diseases control services in the public health system, and peer counseling to facilitate behavior change. The USAID contraceptive social marketing program introduced the first low cost product in the Brazilian market, and has generated an increased demand for the product and stimulated the introduction of additional low priced condoms in the marketplace.

### ***Protecting the Environment & Energy Resources***

Brazil is considered a major contributor to greenhouse gas emissions because of deforestation and burning that take place extensively in the Amazon as well as the savanna (cerrado) zone. By disseminating sustainable development alternatives throughout the Amazon region and reducing the frequency of burning in the savannas, CO<sub>2</sub> emissions are reduced and biodiversity is conserved, while encouraging stable economic growth through a participatory, local-level

approach USAID has taken the lead in Brazil in attacking these problems through innovative partnerships between U S environmental private voluntary organizations and Brazilian NGOs The USAID environmental program focuses on the protection and sustainable use of natural resources in Brazil's critical regions for biodiversity, including the Amazon (major focus), Atlantic Forest and Cerrado regions, and the reduction of greenhouse gas emissions from deforestation

USAID, through its local partners, has been successful in influencing the design of several components of the \$260 million World Bank Pilot Program to Conserve the Brazilian Rain Forest These partners have played an important role in the redesign and change of environmental policies The World Wildlife Fund (WWF) has been involved in the redesign of the GOB's National Protected Area Management System

Energy Brazil is moving rapidly to modernize and open Brazil's \$500 billion economy and major sectors such as energy, telecommunications, and transportation are soon to be privatized and are of great interest to U S firms Within this context, the energy sector in Brazil is undergoing a dramatic transformation The estimated energy needs to sustain the impressive economic growth are immense and generation capacity is already below requirements, with brown-outs already occurring in major industrial areas of Sao Paulo At the same time, public sector investment is not only failing to meet current and projected demand levels, but estimates are that investments on the order of \$10 to \$15 billion will be required by the year 2000 to meet rising demand USAID assistance is being provided to increase environmentally sound energy production and use in order to assure that traditional, unsustainable methods, which generate considerable amounts of greenhouse gases (GHG) are not used Since August 1995, USAID has implemented the Brazil Energy Program (BEP) which focuses on promoting energy efficiency, promoting the use of renewable energy sources (wind, solar biomass), and influencing the on-going energy sector reforms that will increase participation of the private sector in the electricity sub-sector in Brazil and create a more efficient system All these activities contribute to the mitigation of global climate change by eliminating and/or reducing GHG emissions from fossil and other fuels The BEP is part of the U S response to the presidential agreements of the December 1994 Summit of the Americas and helps identify and open business opportunities for the U S energy industry in the multi-billion energy market in Brazil The REPSO - Renewable Energy Project Support Office is laying the groundwork for a \$100 million World Bank/GEF renewable energy project in Brazil suited to both grid-connected and private off-grid energy needs

### ***Building Democracy***

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At-risk Youth USAID's At-Risk Youth activity implemented by Partners of the Americas, addresses the critical issues of human rights and justice Through this activity USAID provides assistance to children and youth at risk of illiteracy, delinquency, drug abuse, prostitution, and human rights' violations The roots of this problem in Brazil are inter alia (1) large income distribution inequalities, (2) marked regional disparities, with higher socio-economic indicators in the South/Southeast region and extreme poverty in the North/Northeast region, (3) poor administration of the public educational and health systems, and (4) the adoption of a punitive rather than rehabilitative juvenile justice system USAID's strategy focuses on expanding the capacity of governmental and non-governmental organizations to provide services to at-risk youth, including strengthening youth centers, local coalitions and regional service networks, training, documentation of educational methodologies, and direct provision of services to at-risk youth through legal assistance and market-oriented vocational training programs

Administration of Justice A modern, effective justice system in Brazil is important to regional security and U S interests, yet the legal system is antiquated, ineffectual, and slow, little coordination exists between police and prosecutors in conducting investigations, and judges have very broad roles and experience tremendous difficulty handling the large volume of cases At the same time crime and narcotics related violence is rising The Brazilian government has clearly indicated its commitment to judicial reform and wants the United States as a partner Thus, the timing is right for developing a modest, focused administration of justice program for Brazil

## **DOMINICAN REPUBLIC**

*(as a percent of allocated funds and in thousands of dollars)*

<b>Funds</b>	<b>Encouraging Economic Growth</b>	<b>Stabilizing Population Growth</b>	<b>Protecting the Environment</b>	<b>Building Democracy</b>	<b>Humanitarian Assistance</b>
DA	12% 1 100	59% 5 570		29% 2 700	

### ***FY 1998 Program***

USAID's strategy of recent years to help the Dominican Republic achieve broad-based, sustainable economic growth within a democratic environment has been to work primarily with the NGO community. The underlying theme has been to foster and strengthen community empowerment and capacity to deal with development issues. Following the 1996 elections, the new thrust embodied in the country strategy will be to build strong, supportive relations with the new, reform-oriented government to facilitate key political, economic, and social reforms, while using our connections with the NGO community to foster efficient linkages between this community and the state institutions. Such linkages, especially those targeting the poor for delivery of social services to maximize the impact of scarce resources, are the key to improved equity and truly sustainable growth.

The principal activities include reform of the justice system, continued civic education and increased support for popular participation in democratic processes, technical assistance for economic policy analysis and implementation, an innovative program of skills development for workers and small and micro entrepreneurs, reproductive health services, HIV/AIDS prevention, pilot testing of commercially-viable alternative energy models, and natural resource conservation.

### ***Encouraging Broad-based Economic Growth***

Recent Dominican experience demonstrates strong linkages between macroeconomic performance and living standards of the poor. Targeted activities to improve these standards and alleviate or reduce poverty must complement long overdue policy reform measures. In addition, income inequality and an unusually high desire to emigrate make this objective highly relevant to U.S. interests. The microenterprise sector accounts for about 23% of gross domestic product (GDP), and provides employment for almost 30% of the economically active population. In FY 1998, a USAID-sponsored small and micro business institute will begin operations, developing business skills training, networking with NGOs to make services available to under-served areas, and building the capacity to conduct continuing operational research on the specific needs and achievements of the sector. The FONDOMICRO project will close, leaving the legacy of an independent small business bank to work alongside NGOs to service the credit needs of the small and microenterprise sector. Primary school completion rates of 14% in the Dominican Republic are among the lowest in the world. Achievements under USAID's standard-setting primary education project, closing in FY 1998, will be broadened to the national level by a \$90 million project funded by the World Bank and the IDB. USAID will also pursue a focused economic policy dialogue with the government and provide technical assistance to help strengthen the government's capacity for policy analysis and formulation as well as for more efficient use and better allocation of resources.

### ***Stabilizing Population Growth and Protecting Human Health***

The Government of the Dominican Republic (GODR) spends only 1.7% of GNP (or 14% of its budget) on health, well below world and Latin American and Caribbean regional averages. For FY 1998, USAID support will continue to accelerate fertility decline in the Dominican Republic through further strengthening of NGO partners and limited technical assistance to the GODR. Reproductive health information and services are targeted at the male population and adolescents, as well as at women of reproductive age in general, and are closely integrated with the rest of the primary health care program.

The Dominican Republic is a USAID AIDS priority country. Approximately 250,000 Dominicans (3.5% of the population) were expected to be HIV positive by the end of 1995, according to epidemiological projections, justifying USAID's overarching priority to build national institutional and technical capacity to address AIDS issues, including substantial support by the private sector. Although HIV/AIDS is found throughout the social spectrum in the Dominican Republic, the poor and socially disadvantaged are being infected at high rates. To address this growing problem, USAID will (1) expand its already successful program to conduct an effective public information campaign, especially targeting adolescents, (2) educate and mobilize the private sector through workplace programs, (3)

strengthen and expand the participation of both public and private sector organizations in HIV/AIDS and sexually transmitted disease (STD) prevention, and (4) develop the infrastructure for greatly expanded diagnosis and treatment

### ***Building Democracy***

Establishing an effective, functioning democracy is critical to the future development of the Dominican Republic. Civil society organizations and a public better informed of, and skilled in, the nature and practice of democratic values are the mainstay of such a system. Notable grass roots activities have been supported across the country to identify, advocate and enact change on a broad range of local and national development priorities. USAID will continue to support and strengthen broad-based, active participation of civil society, including Dominican NGOs, public interest groups, labor unions, foundations, community organizations, and the general public in various aspects of political life, at the local and national level. To ensure a sustainable national framework for participatory democracy, however, reform of key political institutions is essential. In FY 1998, USAID will continue initiatives begun in FY 1997 to support public demand for enactment of judicial reform measures stipulated by 1994 constitutional amendments and to help the new government address critical bottlenecks in both the civil and criminal legal systems. Priority reforms aim to increase the transparency and efficiency of the system and will lessen corruption, protect civil rights, and improve the functioning of the market economy. Another priority is to consolidate the network of democracy action groups supported during the 1996 presidential election campaign to prepare for the 1998 legislative and municipal elections -- another step in this historic democratic transition.

### ***Environment Managed for Long-Term Sustainability***

The Dominican Republic is over-dependent on inefficient and unreliable energy sources that pollute the environment and deplete the natural resource base. Up to 50% of government-owned and contracted electric power production is often unavailable due to equipment failure or water shortages. An estimated two million rural residents live beyond the reach of the power grid. Firewood and charcoal still constitute the principal cooking fuel in most rural households. Cutting firewood is now considered the principal cause of deforestation, resulting in siltation of the hydropower reservoirs which provide about 35 % of the country's electrical power supply. By demonstrating how known technologies can exploit untapped alternative energy resources in a cost effective and commercially viable way, NGOs, cooperatives, community groups, and private businesses can help dramatically to improve power availability for the rural poor. Solar power for community potable water and domestic lighting systems, solar cooking, heating and drying ventures, pilot conservation projects in critical watersheds, one of which is already being replicated by the World Bank, and wind energy and mini-hydro pilot demonstrations for community electrification, are among the activities receiving support under this strategic objective. A number of United States energy firms have expressed interest in expanding their markets and investments for renewable energy technologies in the Dominican Republic. USAID is laying the groundwork necessary to attract such investment. It is USAID technical assistance has also been instrumental in developing a new energy law proposal and will assist in preparing internationally accepted standards and norms to regulate the conventional energy sector. Funding of this Strategic Objective will be completed in FY 1997.

<b>ECUADOR</b>					
<i>(as a percent of allocated funds and in thousands of dollars)</i>					
<b>Funds</b>	<b>Encouraging Economic Growth</b>	<b>Stabilizing Population Growth</b>	<b>Protecting the Environment</b>	<b>Building Democracy</b>	<b>Humanitarian Assistance</b>
DA	6% 500	44% 4,000	33% 3 000	17% 1 500	

### ***FY 1998 Program***

The USAID program in Ecuador supports U.S. foreign policy objectives through an integrated approach to help Ecuador achieve sustainable development. Accordingly, activities which encourage broad-based economic growth also include major emphasis on social and democratic policy reforms, microenterprise development, and productive activities for low-income groups. Activities with NGOs focus on basic health, environmental protection, and support sustainable economic growth through greater economic opportunities to the poor. There is a strong inter-relationship between family planning and health activities and USAID's economic growth and democracy objectives. Activities to increase access to the justice system for groups concerned with the long-term sustainability of their environment (including the training of paralegals and introducing alternative dispute-resolution mechanisms) are essential to achieve the results related to protecting the environment.

### ***Encouraging Broad-Based Economic Growth***

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A high proportion of the population falls below the poverty line. Of the entire population, 15% are in "extreme poverty" without enough income to purchase even a minimally nutritious diet. Through FY 2000 USAID assistance is being provided to expand opportunities and participation by low-income groups in a growing market economy by increasing access to financial services by micro entrepreneurs, increasing access by low-income groups to housing solutions, and increasing opportunities for low-income groups to receive donor financing for productive activities and social infrastructure. USAID efforts also are directed toward promoting policies which will increase the efficiency and competitiveness of the economy. Specifically, these reforms should lead to more efficient investment in people and accession to free trade areas in the Americas, while supporting the macroeconomic and structural adjustment programs of the IDB and the World Bank. USAID's policy dialogue support and technical assistance are helping Ecuador to initiate social reforms in education, social security, health, and decentralization and to deepen economic reforms.

Economic stabilization, modernization, and constitutional reform continue to be major political issues. Fiscal austerity temporarily slowed growth and increased unemployment, while the rapid decreases in inflation obtained from 1992 to 1994 seemed to have leveled at 26% in 1996. Payment of Ecuador's debt comprises 40% of the GOE's 1997 budget. Public sector unions oppose privatization of state-owned enterprises. Strong opposition to modernization of the state within the Ecuadorian Congress is evident. At this critical point in the reform process, partner NGOs are working on building consensus for reform by educating Ecuador's leaders through studies, seminars, and conferences, and through advocacy of reform legislation. At this juncture, a broad-based consensus for reform is critical. Without it, the prospect for attaining the necessary changes in Ecuador's social and economic policy framework will be severely circumscribed, and Ecuador's prospects for attaining sustainable economic growth limited.

### ***Stabilizing Population Growth and Protecting Human Health***

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One of Ecuador's major challenges is to reduce rates of population growth, fertility and mortality. Significant numbers of women, particularly in rural areas, do not have adequate information concerning contraceptive methods, or they currently use inefficient contraception methods. USAID activities increase the quality, access, and sustainability of family planning services in Ecuador, through (1) research and training, (2) social marketing, communications, and awareness building to expand service delivery of specific target groups which have high levels of unmet demand or are at high health risk, and (3) introduction of alternative approaches to increase cost recovery and financial sustainability.

A 1994 national survey indicates that overall contraceptive prevalence increased from 53% in 1989 to 57% in 1994. USAID was a major player in attaining these achievements, which have contributed to an impressive, overall reduction in the population growth rate of around 3.5% in the late 1970s to 2.3% today.

Ecuador's health statistics are worse than those of most Latin American countries. Lack of safe water and sanitation, the prevalence of infectious and communicable diseases, and malnutrition are the most common causes of child death. The prevalence of chronic malnutrition among children under five is 55%. Large numbers of women still do not have access to adequate pre- and post-natal care.

As a result of reprogramming child survival resources, USAID is directing its efforts, through a variety of innovative organizational delivery mechanisms, toward improving the policy climate for health reform and increasing the provision of primary health care services by NGOs. Policy studies to achieve reforms on financing, resource allocation, decentralization, targeting of benefits, and increasing private sector provision of services, are carried out in close coordination with the World Bank, IDB and PAHO. Since the democratic transition USAID has engaged the new Minister of Health in understanding the need for sector reform. USAID has continued to work in coordination with the World Bank, the Inter-American Development Bank, and the Pan-American Health Organization (PAHO) to bring on stream major technical and financial resources to the sector reform effort.

### ***Building Democracy***

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Ecuador has a highly fragmented justice sector, with judicial responsibilities divided among many entities. These factors have resulted in a seriously inefficient and delayed administration of justice. Nevertheless, the justice sector is one in which democratic institutions can be strengthened and where limited resources can make a difference and lead to major reform while increasing other donor assistance.

Following technical assistance and analysis provided by USAID, the President issued a decree which created the Coordination Unit for Ecuadorian Judicial Reform, the first entity in the Ecuadorian history charged with coordinating donor support and implementing reform efforts for the justice sector as a whole. This unit will be the national counterpart for all international institutions working in the sector. CLD, an Ecuadorian partner NGO, has continued to actively promote public understanding of and support for judicial reform in Ecuador. Given the pressing need for greater access to the justice sector, and civil society and anti-corruption activities, USAID has decided to widen the scope of its democracy program to include strengthening of civil society organizations in order to improve civil society participation in the democratic process and promote better governance and transparency in government.

### ***Protecting the Environment***

Ecuador faces an urgent challenge in protecting the environment. It has one of the world's richest sources of biodiversity, it also has one of the highest urban growth rates in Latin America. Environmental protection is inextricably linked with the welfare of Ecuadorians in general, but especially its poor. Ecuadorian poor are the first to suffer the effects of environmental degradation, they are more likely to drink contaminated water and food, breathe poisoned air, lose sources of food and medicines due to deforestation, and suffer unemployment as jobs based on shrinking natural resources disappear.

USAID's environment and natural resources activities focus on assisting Ecuador to protect and manage its environmental and natural resources so that they will benefit the country's poor. The program balances policy and field activities: improving natural resource management, conserving biodiversity, and municipal environmental management, and pollution prevention. The National Environmental Action Plan (NEAP), financed by USAID, has provided Ecuador with a national environmental blueprint that now needs to be implemented through such mechanisms as standardized environmental analysis procedures and a National Environmental Fund. Another principal policy focus that has received USAID/Ecuador support has been the building of consensus to protect the Galápagos Islands and their surrounding ocean and translate that consensus into an effective law and its regulations. USAID/Ecuador is also supporting system to invest water user fees from Quito residents to protect the ecological reserve which is the source of water.

USAID/Ecuador supports field activities, complementing these policy initiatives, that share United States technical knowledge with Ecuadorians. The Oikos Corporation, for example, provides technical assistance to Ecuadorian industries to reduce both pollution and operating costs. The Charles Darwin Foundation provides technical training to Galapagos fishermen and assistance to Galápagos municipalities in solid waste recycling. CARE provides technical assistance for land titling and natural forest management in the rain forests on the edges of the Cotacachi-Cayapas Ecological Reserve on the northwest coast. Satellite imagery has been used to complete the delimitation of communal lands and reserve boundaries in order to complete and implement the area's land-use management plans. The Nature Conservancy supports the development of alternative sources of income in and around the Cayambe-Coca Ecological Reserve to the west of Quito.

Both policy and field activities have a common aim: to assist Ecuador to develop sustainable systems for using its environment and natural resources for the benefit of all its citizens. The primary constraint to achieving results in this sector is the magnitude of the problem of environmental degradation and the complexity of interests which involve rural and poor indigenous groups, industries such as petroleum, tourism, transportation, and logging, and urban residents. The GOE's weak implementation of policy reforms and laws already approved is also a significant constraint. Ecuador's important position with regard to conservation of biological diversity and the preservation of natural resources argues strongly for continued support over the longer term.

<b>EL SALVADOR</b>					
<i>(as a percent of allocated funds and in thousands of dollars)</i>					
<b>Funds</b>	<b>Encouraging Economic Growth</b>	<b>Stabilizing Population Growth</b>	<b>Protecting the Environment</b>	<b>Building Democracy</b>	<b>Humanitarian Assistance</b>
DA	36% 12 010	33% 11 125	20% 6,500	11% 3 600	

### ***FY 1998 Program***

In FY 1998, USAID will enter the second year of implementation of its new six-year strategy for assistance to El Salvador. The goal of this strategy is sustainable development and democracy. This goal reflects the Agency's mission of sustainable development while emphasizing the importance of democracy to El Salvador's future.

Achievement of this goal, an objective beyond the time frame of the current strategy, depends on the consolidation of peace and the alleviation of poverty

### ***Encouraging Broad-Based Economic Growth***

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Until 1996, the emphasis of USAID's support for economic growth in El Salvador was at the macroeconomic level. The achievements have been impressive. However, while this approach did result in lower poverty rates, the impact was more pronounced in the urban areas. Under the new six-year strategy, activities are being focused on expanding access and opportunity for rural families in poverty to participate in and benefit from El Salvador's growing economy. To achieve this, and thereby increase rural incomes, USAID is pursuing four targets:

- Better educated rural residents (with an emphasis on basic education)
- Expanded equitable access to financial, technical and marketing services by the rural poor
- Better rural productive infrastructure
- Economic policy environment supporting greater equity

This objective builds on the successes and in some cases continues activities initiated under the war-to-peace transition program. USAID will play only a minor role in the provision of new infrastructure, relying on other donors and international banks to take the lead in that area. In addition, USAID will monitor other donor activities to improve the use of land.

### ***Building Democracies***

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USAID's support for reforms in the judicial sector, free and fair elections, political and administrative decentralization and strengthening of the legislature has been behind many of the positive improvements in El Salvador's growing democratic tradition. USAID's current democracy strategic objective will deepen the democratic process in El Salvador by focusing on developing more inclusive and effective democratic processes. This will be accomplished by promoting increased citizen awareness and participation in democratic processes, while continuing to strengthen key institutions. Activities are focused on achieving:

- Improved opportunity for better informed electoral decisions
- Increased access to enhanced legal/judicial protection
- Increased participation in strengthened local governments
- Improved and more transparent GOES management of financial resources

### ***Stabilizing Population and Protecting Human Health***

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USAID has actively supported programs to improve the health status of Salvadorans and to stabilize population growth in El Salvador for decades. During that time, indicators of health status and population growth have improved steadily. By the beginning of the current six-year strategy, USAID was financing, through a network of 18 NGOs, the provision of health services to 440,000 people. Under the current strategy, USAID is expanding the coverage of health services, especially for women and children, and seeking mechanisms for greater sustainability, thereby reducing the dependency of recipients on donor funding levels. This objective is being realized through achievement of:

- More use of appropriate child survival practices and services
- Increased use of appropriate reproductive health practices and services
- Enhanced policy environment to support sustainability of child survival and reproductive health programs

### ***Protecting the Environment***

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USAID's involvement in El Salvador's environment sector is relatively recent, in comparison to the other strategic objectives. Nonetheless, USAID is by far the major donor supporting activities to address the severe environmental problems facing the country. USAID recognizes that environmental pollution and poor natural resources management are key factors in the achievement of the other strategic objectives, and their mitigation is critical for alleviating poverty and consolidating the peace process. Given the limited resources available for activities in this area, USAID is pursuing a strategy to catalyze Salvadoran and other donor interest in addressing environmental issues. This is being done through:

- Increased awareness of the importance of environmental issues

- Increased knowledge of environmentally sound technologies and practices

<b>GUATEMALA</b>					
<i>(as a percent of allocated funds and in thousands of dollars)</i>					
<b>Funds</b>	<b>Encouraging Economic Growth</b>	<b>Stabilizing Population Growth</b>	<b>Protecting the Environment</b>	<b>Building Democracy</b>	<b>Humanitarian Assistance</b>
DA	19% 4,488	52% 12,215	20% 4,635	9% 2,000	
PL 480 Title II				100% 12,122	

### ***FY 1998 Program***

The range of development activities supported by USAID has been continually refined and reduced to focus on four principal areas: democratic development, improved health, broad-based economic growth and poverty reduction, and sustainable natural resource management. Geographically, our programs are targeted on the departments comprising Guatemala's belt of extreme poverty, which is largely indigenous, and the areas most affected by the 36 year conflict. In addition, since 1995 USAID has developed initiatives to support implementation of the Peace Accords, and this objective constitutes the primary focus of our program in FY 98.

### ***Building Democracy***

USAID/Guatemala's Strategic Objective of The Creation of a More Effective and Participatory Democracy addresses both the issues of who participates in the political process, and the quality of services provided by government agencies. The focus is on expanding access to political and social institutions for the indigenous majority, and assuring greater responsiveness by those institutions. The implications of the Peace Accords for better governance and the democratization of Guatemala are profound. The Accords not only identify priority tasks for the short term in creating a new Guatemalan state, but they spell out a development plan for the next quarter century. They are the best single indicator of "what Guatemala wants" and provide the framework for USAID's interventions in this sector, which are characterized by a set of four program priorities: 1) a more effective, accessible criminal justice system, 2) greater respect for human rights, 3) greater citizen participation in political processes, and 4) a strengthened, more responsive Congress.

### ***Stabilizing World Population Growth and Protecting Human Health***

At the current rate of 2.9% growth per year, Guatemala's population is expected to double in about 20 years. This will make the task of achieving self-sustaining economic and social development more difficult. USAID's strategy for this sector emphasizes the delivery of culturally sensitive, high quality, maternal-child health (MCH) and family planning services, especially in poor and formerly conflictive areas. Working through the Ministry of Health and several U.S. and local nongovernmental organizations (NGOs), the program focuses on promoting appropriate family household practices as well as improving the quality of services provided by voluntary community health workers, nurses and physicians. Our goal is to improve overall health indicators, especially infant and maternal mortality, reduce overall fertility levels, and improve the quality and availability of basic services to rural populations.

Due to sustained USAID and other donor support between 1987 and 1995, the infant mortality rates dropped from 74 to 51 (per 1,000 live births) and child mortality rates decline from 109 to 68 (per thousand). The total fertility rate decreased from 5.4 to 5.1, and the contraceptive prevalence rate increased from 23% to 31% during this same period. The woefully low vaccination coverage of only 5% in 1985 increased to 42% in 1995 -- still a far cry from the 80% target. Almost one-fourth of acute diarrheal diseases in children under five are treated with oral rehydration therapy. USAID's program to reduce maternal mortality is now fully operational in four departments (states) with critical need. This successful program is being replicated by another donors in four additional departments. The USAID program to reduce childhood deaths from pneumonia is focused on eight departments where the need is greatest.

### ***Protecting the Environment***

The number of people living in extreme poverty in Guatemala is growing, due in part to the rapid degradation of the natural resource base from which 80% of the population derive income. USAID environmental activities are designed to promote more sustainable income generating practices, support policy reform to provide greater incentives for

sustainable land use and conservation of biodiversity, and strengthen key institutions to play more effective and sustainable roles in support of environmentally sound management of natural resources

USAID has been the lead donor in this field in Guatemala over the past decade and has been successful in linking conservation and development through the biosphere concept. Specifically, within the Maya Biosphere Reserve, over 4,000 km<sup>2</sup> of natural forest cover has been saved from deforestation and conversion to unsustainable uses. Throughout Guatemala, over 12,000 families have adopted more sustainable land use practices and income strategies, including small-farmer coffee production and processing, improved hillside agriculture, agro-forestry, ecotourism and environmentally sound related enterprises. USAID activities have had a significant impact to date on increasing the understanding of the vital link between management of the natural resource base and the economic well-being of the poorest families in Guatemala.

### ***Encouraging Broad-based Economic Growth***

The Peace Accords signed between the Government of Guatemala (GOG) and the guerrilla leadership commit the Guatemalan society for the first time to programs targeting endemic poverty and social, economic and political inequality in Guatemala. Seventy-five percent of Guatemalans live in poverty, and 50% live in extreme poverty. USAID's strategy to address this issue is three fold: increasing short-term food security for those most at risk, increasing access to credit, training and markets as a medium-term effort to increase economic opportunity, and enhancing Guatemalan capacity to improve quality and coverage of intercultural and bilingual education in order to address the long-term barrier to access to opportunity.

### ***Providing Humanitarian Assistance***

The United States has been a principal player in all donor coordination efforts surrounding the Guatemalan peace process. The proposed program in support of the full and effective implementation of the final Peace Accords signed on December 29, 1996, builds on USAID's earlier support for the interim peace accords as they were being negotiated one by one. USAID has developed a multi-year assistance package to support the final Peace Accords and build public confidence in the GOG's ability to deliver on the commitments made in the agreements. Immediate needs include demobilization and reinsertion of ex-combatants into the economy, economic revitalization of ex-conflictive zones (through efforts in human capacity development as well as improved access to credit, technical assistance and improved infrastructure) and modernization of the state, designed to facilitate GOG implementation of high-impact peace accord commitments.

In assisting Guatemala in its transition to peace and sustainable development, the United States will be promoting our interests in seeing a peaceful, prosperous Central America. While such special support is politically and economically necessary, virtually all USAID programs will be linked to the implementation of the Peace Accords which lay out both short-term priorities and a long-term development plan for Guatemala.

<b>GUYANA</b>					
<i>(as a percent of allocated funds and in thousands of dollars)</i>					
<b>Funds</b>	<b>Encouraging Economic Growth</b>	<b>Stabilizing Population Growth</b>	<b>Protecting the Environment</b>	<b>Building Democracy</b>	<b>Humanitarian Assistance</b>
DA	32% 700			68% 1,500	

### ***FY 1998 Program***

Until relatively recently, the US had limited economic or strategic interest in Guyana due to its authoritarian government and closed economic system. The return to a free market economy, however, represents an opportunity for increased investment, particularly in view of Guyana's tremendous natural resource base, its political stability, low wage structure, and strategic geographic position between the Americas and the Caribbean. In response to the government's willingness to liberalize the economy, foreign investment, including from the US, increased significantly following the adoption of the economic recovery program. Investment has noticeably leveled off in the last two years as investors wait for a more coherent statement of government investment policies and further improvement of the economic infrastructure.

USAID development assistance concentrates on stimulating economic growth and strengthening democratic institutions, and broadening participation in both. In both the economic and political arenas, the key is broad-based participation. With limited funding, USAID fills critical gaps in assistance from other donors to develop and implement economic, judicial, and governance policies which broaden participation. USAID plays the lead role in coordinating and planning economic reform, and is the major donor in strengthening democracy (including the administration of justice). In view of current funding constraints, further reductions would result in USAID terminating assistance in one of the two areas.

### ***Encouraging Broad-based Economic Growth***

The GOG has indicated commitment to fostering private sector-led growth but it lacks the requisite policies, experience, and institutional structures. Lack of implementation capacity to most effectively use national and donor resources is also a major constraint. Although significant economic progress has occurred, it has not been equitable, approximately 35% - 40% of the population is living below the poverty level. USAID has one strategic objective responding to this goal.

The USAID program addresses the primary constraints of poor GOG program implementation capacity and an inadequate enabling environment for private sector growth. The objective also seeks to ensure that the impact of an improved economy more equitably benefits all social classes. As a result of USAID assistance, bottlenecks in implementing development programs, economic reforms and creating a business environment conducive to private investment have been identified and are being addressed. The implementation ratio of the Public Sector Investment Program increased from approximately 81% to over 90% between 1995 and 1996, the GOG now consults with a private sector umbrella body on a monthly basis to identify and address issues, and the number of loans being made to microenterprises is growing. USAID assistance also enabled the GOG to formulate its first comprehensive national development strategy in over 30 years.

### ***Building Democracy***

By conducting free and fair national and local elections, Guyana took the first steps toward democracy. However, its socialist past, extreme poverty, and ethnic tensions threaten progress made. A severely deteriorated judicial system has also eroded confidence in the law being the basis for the resolution of disputes, the protection of personal and property rights, and protection from arbitrary acts of government. USAID has one strategic objective which responds to this goal.

Activities in this area are intended to promote due process and the rule of law, improve the efficiency and effectiveness of the judicial system, encourage good governance through increasing transparency and accountability, and develop civil society through civic education and support for advocacy non-governmental organizations (NGOs). Excellent progress is being made in justice improvement. USAID assistance focuses on infrastructure, access to law, court management, and training. The outlook for sustained progress is very good due to strong public and private sector support. USAID assistance in democracy also focuses on electoral management support, short-term training for locally elected representatives, establishment of a parliamentary library, and institutional strengthening of advocacy NGOs.

<b>HAITI</b>					
<i>(as a percent of allocated funds and in thousands of dollars)</i>					
<b>Funds</b>	<b>Encouraging Economic Growth</b>	<b>Stabilizing Population Growth</b>	<b>Protecting the Environment</b>	<b>Building Democracy</b>	<b>Humanitarian Assistance</b>
ESF	19% 13,200	36% 24,800	14% 10,000	31% 22,000	
PL 480 Title II				100% 14,314	
PL 480 Title III				100% 10,000	

### ***FY 1998 Program***

U.S. objectives for Haiti will support the development of durable democratic institutions, promote political stability, and foster economic recovery. The FY 1998 program will support a long-term sustainable development strategy for

Haiti This strategy will address poverty and improve basic social services, rebuild and redirect the public sector, extend governance, and lay the groundwork for sustainable growth. The program will include continued support to judicial reform, assistance in agriculture and natural resources management activities already reflected in the existing Haiti program. It will incorporate a more developmentally-targeted nutrition program and maintain a focused health/family planning program. The strategy will encourage greater decentralization efforts and, through civil service reform, assist the GOH to define a new role for government. It will encourage greater investment and overall private sector growth as well as increased private sector participation in the management and ownership of state-owned enterprises. Expected achievements include a visibly functioning justice system, heightened security, a public sector that can effectively address social concerns and help create an environment for private sector-led growth, an improved education sector which includes standards for curriculum and teachers, and targeted assistance for nation-building. The political objective of U.S. assistance is "democratization" and the economic objective is self-sustaining growth that, among other things, produces jobs for a growing population and does not further degrade the environment.

### ***Building Democracy***

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Building strong, functioning democratic institutions in Haiti is critical to the country's long-term development. Without such institutions, the country will not be able to provide a stable environment in which civil society and economic development can thrive. While some elements can be carried out with the help of non-governmental organizations, much assistance must directly involve the GOH. USAID/Haiti's democracy programs cover five areas: civil society, parliament, elections, local government and administration of justice. The civil society component is developing ways to foster dialogue and action with the Government of Haiti (GOH) on major issues of the day. The following examples illustrate USAID's emphasis on helping democratic structures serve the needs of Haiti's citizens:

- Since June 1995, model prosecutors' offices have been established in 6 out of Haiti's 15 jurisdictions to process cases more efficiently, and thereby radically reducing court backlogs,
- Legal defense services are being provided to indigent detainees who would otherwise not be able to afford an attorney. Between January and August 1996, this resulted in the closing of 1,953 cases,
- Parliamentary committees have utilized technical assistance to deal more effectively with issues in the areas of budget analysis, decentralization and the drafting of a parliamentary career law,
- An electoral procedures manual has been prepared, including all required legal forms necessary for all levels of elections, and a civic education and training curriculum for the territorial assembly elections is in place, and
- Local government officials have increasingly engaged in dialogue with community groups, many for the first time, to establish and prioritize local needs and to facilitate public/private sector partnerships in the production of local public goods and services. To date, almost half of all municipal governments have consulted their constituents and submitted site profiles and a list of priority needs for program support.

### ***Encouraging Broad-based Economic Growth and Protecting the Environment***

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Haiti's fledgling democracy cannot be sustained in the absence of economic growth, improved social, productive and institutional infrastructure, and access to opportunities for Haiti's poor. USAID's objective is to improve the enabling environment, increase availability of credit, enable Haitians to obtain meaningful employment and promote viable and environmentally sound agricultural and reforestation ventures. Underlying this element of USAID/Haiti's strategy is the basic premise that poverty drives Haiti's deforestation and other environmental destruction more than any other factor, and that jobs and income opportunities (along with family planning) provide the key to reducing poverty and increasing accessibility to food. Creating jobs require making an investment -- in a secure environment, in infrastructure, in human capital (through training) or in increased productive capacity. In 1996, USAID's efforts have resulted in draft investment and commercial laws, now under review, based on an enhanced dialogue between the private sector and the government. USAID has increased the availability of credit to labor-intensive agro-industry and small and micro-enterprises. USAID is also building on the successful coffee export program, mobilizing other farmers and entrepreneurs to enter other horticultural and artisanal export markets.

The economic challenge is exacerbated by the extreme degradation of Haiti's resource base and environment. Haiti has now less than 1.4% forest cover, with 80% of the national watersheds severely degraded and 15,000 acres of arable land eroded annually. Under the Agriculturally Sustainable Systems for Environmental Transformation (ASSET) Program, USAID will support community-managed renewable hillside fuel wood ventures in key watersheds and urban waste management efforts in Cité Soleil and in Gonaïves. Finally, under the Mission's Food Security Program, USAID is putting into full operation with the GOH a national area sample frame based agricultural

and food security data collection system which will provide the basis for improved public and private decision making

In education USAID will focus on improving the quality of primary education, to reduce the 16 years it takes the average Haitian child to complete the six year primary school cycle USAID's efforts in education have already decreased the primary school repetition rate in the majority of Haiti's private schools from 32% to 25% while primary school enrollment has more than doubled to about 75% of the school-age population In FY 1997 and 1998, the new Education 2004 program will enable USAID to work directly with 240,000 children by enhancing the quality and availability of textbooks and by training teachers and administrators

### ***Stabilizing World Population and Protecting Human Health***

Two of Haiti's most pernicious public health problems which aggravate all others are high fertility and the magnitude of both chronic and acute malnutrition Slowing the population growth rate through a comprehensive program of family planning is one of the most cost effective health and nutrition programs available to significantly improve the quality of life for the majority of impoverished Haitians Equally important is attacking the problem of malnutrition which afflicts nearly 50% of Haitian children in some form and is an absolute impediment to further improvements in health status Effective nutrition programs must include a comprehensive package of health services which will include food aid in many instances, our aim is to reduce the disease burden of young children and provides adequate nutrition for vulnerable communities from the time of conception through at least three years of age

Thus far USAID's population, and nutrition programs have contributed to a 25% reduction in fertility between 1987 to 1994, and a decline in the prevalence of chronic malnutrition, from 33.9% in 1990 to 31.9% in 1994 This progress, impressive given the dramatic political upheaval of the past few years, still leaves Haiti among the countries with the highest fertility and malnutrition levels

### ***Providing Humanitarian Assistance***

The Feeding and Food for Development programs are integrated into the Mission's development portfolio Resources provided through these two programs directly support USAID's economic growth and health/nutrition/education objectives A small general relief program, which provides food assistance to orphans, elderly, TB patients and AIDS victims, continues and is slated for complete phase-out at the end of FY 1998

<b>HONDURAS</b>					
<i>(as a percent of allocated funds and in thousands of dollars)</i>					
<b>Funds</b>	<b>Encouraging Economic Growth</b>	<b>Stabilizing Population Growth</b>	<b>Protecting the Environment</b>	<b>Building Democracy</b>	<b>Humanitarian Assistance</b>
DA	21% 3,885	47% 8,550	20% 3,715	12% 2,200	
PL 480 Title II					100% 4,735

### ***FY 1998 Program***

USAID's four strategic objectives for Honduras align with overall agency goals and directly address Honduras' main development challenges Furthermore, they support key U.S. interests in the areas of democratization and protection of human rights, broad-based economic growth, which is reducing the stimulus for illegal migration as well as improving the climate for U.S. trade and investment, and reduction of global threats from overpopulation, the spread of HIV/AIDS, and environmental destruction

In addition to U.S. interests and agency goals, USAID's strategic priorities in Honduras are shaped by sector needs, opportunities, and potential for achieving sustainable results Top priority is given to improved democratic processes and broad-based economic growth, two areas in which the GOH has shown deep commitment by undertaking significant reforms Continued budget cuts threaten cancellation of environmental strategy activities, substantial declines in economic growth programs, and delay of results in health, family planning, judicial reform, and other democratic initiatives

### ***Encouraging Broad-based Economic Growth***

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A robust economy and sound policy framework are necessary, but not sufficient, to ensure that lower-income groups will benefit from economic growth. Policy reforms to enhance incentives and reduce barriers to participation combined with access to land, credit, technology, markets, and basic education, is essential to break the poverty cycle and enable all Hondurans to achieve their full economic potential. Widespread achievement of this potential will stimulate broad-based economic growth. The USAID strategy to alleviate poverty, which works through partnerships with NGOs and the GOH, has three components: (1) expanding access and improving the functioning of markets through policy reforms, land titling, and privatizing state-owned enterprises, (2) empowering the poor by providing technical assistance and credit to small farmers, rural farmer-owned businesses, microenterprises, and small businesses, and (3) investing in people by improving basic education and training programs for low-income groups. With USAID assistance, in the first nine months of 1996 the GOH issued 25,509 land titles, a quarter to women, compared to 9,463 in 1995. The success of the small and microenterprise lending program is evidenced by continued strong demand, over 32,000 loans in 1995 and prompt repayment by borrowers. The more than 30,000 graduates of USAID-assisted NGO and GOH vocational training programs, 35% of whom are women, are now employed with incomes increased by some \$1,000 annually. While these recent results are encouraging, achievement of self-sustaining, broad-based economic growth and poverty alleviation in Honduras will require strong sustained GOH commitment to implement reforms and programs, continued financing for major NGO activities, strong financial support from USAID and other donors, and control of inflation.

### ***Protecting the Environment***

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Exploitation of forests and soils without regard to sustainability is already affecting the lives of Hondurans, as dramatically illustrated by the 1994-95 electricity crisis. The GOH agrees that sustainable growth of agricultural and timber production and maintenance of water supplies depend on environmental protection. With USAID assistance, the GOH is establishing the basic legal framework for halting natural resources degradation. USAID's strategy for Honduras has three elements: (1) partnering with the GOH forestry agency and NGOs to implement sound forest-management policies and practices, (2) working with CARE, local NGOs, Peace Corps, and the GOH to encourage adoption of hillside farm practices that both increase farm incomes and better protect soil and other natural resources and (3) assisting NGOs and the GOH to improve management of Honduras' protected areas. Results include an increase in effectively managed forest area from zero in 1989, to over one million acres in 1996. The number of hillside farmers using environmentally sound cultivation practices increased from 16,000 in 1993 to 28,000 in 1996. These farmers increased their annual productivity by 30% and their on-farm incomes by 50% while reducing annual soil erosion losses by 3.6 million tons.

### ***Stabilizing Population Growth and Protecting Human Health***

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Stabilizing population growth and protecting human health is vital to the well-being of Honduras, a poor country struggling to address the needs of a population growing at 2.7% per year. USAID's strategic objective supporting this goal focuses on improved family health, specifically reducing fertility, infant and maternal mortality, and malnutrition, while stopping the growth of HIV seroprevalence. Thus, an integrated strategy addresses both population and health objectives. Programs are aimed at improving delivery and increasing use of health care services as well as expanding and improving rural water and sanitation systems. Though the USAID-supported AIDS prevention program is new, condom distribution increased by 154% from 1990 to 1995. USAID works in partnership with both the public and private sector to extend services, particularly to rural areas and to achieve sustainability of indigenous NGOs such as the Honduras Family Planning Association which currently provides 60% of the family planning services in Honduras. Results are encouraging, total fertility declined from 5.1 children per woman in 1991 to 4.9 in 1995. However, family planning efforts are constrained by lack of an official GOH reproductive health policy, and by opposition groups.

### ***Building Democracy***

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Honduras is not a mature democracy, though it has had four open and fair elections with peaceful transfers of power since 1981. The USAID strategy has three elements, (1) improving judicial systems, (2) developing more responsive and effective municipal government, and (3) promoting democratic values.

## JAMAICA

*(as a percent of allocated funds and in thousands of dollars)*

Funds	Encouraging Economic Growth	Stabilizing Population Growth	Protecting the Environment	Building Democracy	Humanitarian Assistance
DA	25% 2 750	45% 5 000	30% 3 350		

### ***FY 1998 Program***

USAID/Jamaica's overall goal is to assist Jamaica to achieve broad-based, sustainable economic growth. The program strategy for FY1997 to FY2001 is to work with Jamaican partners to increase participation for economic growth, increase protection of key natural resources in environmentally and economically significant areas, and better equip young Jamaicans for the 21st Century. These strategic objectives emerged as a result of USAID/Jamaica's efforts to consolidate and concentrate its portfolio in areas where it could make a significant impact in coordination with other donors. USAID/Jamaica's program experience and technical capabilities are also important criteria for the selection of these priorities. In carrying out the program, USAID will concentrate on three approaches--the use of information technology as a major development tool, increased collaboration with partners including other donors, and community-based development solutions.

### ***Encouraging Broad-based Economic Growth***

Although Jamaica has made significant strides in liberalizing its economy, a large proportion of the population has not benefited through new employment and increased incomes. To address this key challenge, USAID will focus its efforts to energize the economic growth process through increased opportunities for working-age members of the population living in poverty, including women as a special target group, and on raising overall productivity. These new employment opportunities and productivity efforts will target the foreign exchange-earning export and service areas, including small business and microenterprises. To ensure growth in these private sector-led areas, USAID will continue to support activities that foster foreign and domestic investment. USAID will also support Jamaica's transition to the Free Trade Area of the Americas (FTAA) and the use of information technology in the widest gamut of growth activities. USAID assistance under this strategic objective will focus on four targeted results--(1) increased economic opportunities for the poor, (2) improved human resource development and productivity, (3) increased growth of exports in priority agricultural and manufacturing sectors targeting small businesses, and (4) increased private domestic and foreign investment.

In FY1998, USAID's priorities will be tourism growth through completion of the multi-donor funded North Coast highway, strengthening the Ministry of Finance's macroeconomic policy management unit, increasing small business exports, microenterprise growth in rural areas through the mobilization of domestic savings, and, improved access to credit, increased exports through productivity improvements, including absorption of new technology, and increased international investment through continued policy and regulatory reform.

### ***Protecting the Environment***

Jamaica's economic and social well being is inextricably linked to the state of its fragile natural resource base, particularly given the importance of tourism, agriculture and mining. The environment continues to be under severe attack as the Jamaica's population grows in coastal and urban areas. Economic activity is concentrated in these areas, resulting in deforestation and loss of natural systems and habitats. USAID/Jamaica's environmental strategic objective is targeted at conserving these natural resources upon which sustainable long-term development depends. To achieve this strategic objective, USAID assistance will focus on four targeted results -- (1) expanded areas of key natural resources under sustainable management, (2) increased financial resources for environmental management, (3) strengthened capacity of Jamaican organizations to sustainably manage natural resources, and (4) established environmental policies and regulations to conserve key natural resources.

USAID assistance has already helped Jamaica make significant progress, including the establishment of two national parks (one for which a local community trust has just been delegated responsibility for sustainable management) and several protected areas, as well as the preparation of a plan for a protected areas system. Building on these and other successes, USAID's priorities in FY 1998 will include establishment of a parks and protected area service, a new national park, sustainability of the watershed agricultural soil conservation program, an environmental audit program

for the tourism industry, and a community-based program aimed at activities and policies to improve coastal water quality in selected tourism destinations

### ***Encouraging Economic Growth, Stabilizing World Population and Protecting Human Health***

USAID's third strategic objective is to provide young Jamaicans with the education and life skills they need to become productive participants in the next century. Extensive consultation with private and public sector representatives and review of current analyses indicate that unless critical challenges facing youth are addressed, especially socially and economically disadvantaged youth, Jamaica is unlikely to make a successful economic and social transition into the 21st Century. There are a number of problems facing young Jamaicans. One in three children under four lives below the poverty line. There is a 30 percent illiteracy rate for the 209,000 at-risk 10 - 18 year-olds who live on the fringe of society and a 50 percent literacy rate for children completing primary school. Of all births, 25% are to teenage girls, and 25% of all girls drop out of school due to pregnancy. USAID's strategy is to play a leadership role in restoring hope for a productive future for Jamaican youth through a comprehensive plan to reduce risks, and to provide opportunities through improved education standards and training for in-school and out-of-school boys and girls.

In FY 1998 USAID's priorities will include improving literacy/numeracy levels among both primary school graduates and out-of-school youth, decreasing teenage pregnancy, and improving the social and job skills of Jamaican adolescents. Other USAID targets include a further overall decrease in the growth of HIV/AIDS transmission rates through increased condom use and reduction of risk factors, and decreased total fertility through increased use of longer term contraceptive methods.

<b>MEXICO</b>					
<i>(as a percent of allocated funds and in thousands of dollars)</i>					
<b>Funds</b>	<b>Encouraging Economic Growth</b>	<b>Stabilizing Population Growth</b>	<b>Protecting the Environment</b>	<b>Building Democracy</b>	<b>Humanitarian Assistance</b>
DA	2% 200	37% 3,400	58% 5,400	3% 250	
INCF				100% 1,000	

### ***FY 1998 Program***

USAID's strategy for providing development assistance to Mexico will continue to focus mainly on the Agency's goals and Mexico's needs related to Encouraging Broad-based Economic Growth, Stabilizing Population Growth, and Protecting the Environment. A Special Objective in democracy has been approved for implementation in the period FY 1997-1998. Attention will also be given to Special Objectives (Targets of Opportunity) that support this strategic framework, specifically, Economic Growth and Prevention of AIDS. With diminishing levels of budget support program trends will further focus on improved management of the use of funds to prioritize development interventions to achieve maximum impact over the short-medium time frame. We will seek to leverage our investments with resources of beneficiary institutions, the GOM and those of other donors and the IFIs. Levels of support to population activities are expected to decline as public and private sector sustainability increases.

### ***Stabilizing World Population Growth and Protecting Human Health***

Over the past half-century from 1940 to 1996, Mexico experienced a population explosion, witnessing an incredible increase from 20 to 93 million inhabitants. Recognizing that family planning was essential to the country's economic growth and stability, approximately two decades ago, the Government of Mexico approached USAID for help in moderating this skyrocketing rate of population increase. Since 1977, the annual rate of natural population growth has declined from 3.01% to 2.05% (1995), and is projected to be 1.76% by the year 2000.

USAID population efforts before 1992 were directed to increasing contraceptive coverage and institution building, but with a limited focus on a few Mexican counterparts and in a limited number of states. Since 1992 the strategy has supported the Government of Mexico and two large Mexican NGOs in a nationwide effort to achieve a sustainable increase in contraceptive prevalence. These service delivery institutions have been effectively bringing about changes since 1992, as reflected by the following key indicators: contraceptive prevalence has increased by 8.3%, which translates into an increase of 1,187,284 new family planning users, and the total fertility rate has dropped from 3.1 to 2.8.

## ***Protecting the Environment***

Environment is a strategic area of USAID assistance in Mexico that presents two faces on the one side negative impacts impinging on public health, safety and economic productivity, and on the other resources, technologies and services that are key to trade, economic growth and sustainable development Mexico, as both a neighbor and major trading partner of the USA, from the environmental perspective represents both a risk and an opportunity

Climate change, pollution and environmental destruction are long-term problems which respect no political boundaries and require cooperation and coordinated actions Noxious emissions and effluents in Ciudad Juarez freely cross the border to El Paso, Texas U S technologies for pollution prevention, energy efficiency and renewable energy development are badly needed in Mexico and represent both major markets and windows for global trade and development Improper management of forests, soils and wildlands results in waste, species extinctions, and in the longer term poverty, illegal migration and global warming Agricultural crops, forest products and genetic resources will continue to play vital roles in the U S economy In all technical areas, however, laws protecting the environment are only as good as the capability and willingness of the government and private sector to enforce them

USAID's environmental program in Mexico, is well along in a strategic planning process that has led to consolidation and measured growth This program will continue to focus on two global environmental problems of major bilateral importance and interest climate change and biodiversity conservation The program is building capacity in key governmental, non-governmental and private sector entities and is creating bridges to understanding the value and importance of compliance and sustainable development

Many environmental activities link with and contribute to other strategic areas, including microenterprise development, democracy (through decentralization and NGO empowerment), and gender USAID has initiated two integrated population/environment pilot projects and plans to expand this approach as a means of increasing impact and cost effectiveness

## ***Encouraging Broad-Based Economic Growth***

Mexico is the third largest trading partner for the U S and represents the U S's largest export market in Latin America The Agency's broad-based economic growth goal has been pursued by USAID/Mexico in the context of legal and regulatory frameworks related to helping make NAFTA work since its passage in 1994 In FY 1998 these actions are expected to be directed to where they can achieve significant impact and to leverage investments of others in selected areas such as development of a securitized secondary mortgage market in Mexico, support for alternative dispute resolution mechanisms, and utilization of environmental technologies

## ***Advancing Democracy***

This Agency Goal will be addressed in FY1998 primarily through a series of democracy initiatives which will focus on administration of justice, congressional exchanges, civil society participation, and rule of law/human rights

<b>NICARAGUA</b>					
<i>(as a percent of allocated funds and in thousands of dollars)</i>					
<b>Funds</b>	<b>Encouraging Economic Growth</b>	<b>Stabilizing Population Growth</b>	<b>Protecting the Environment</b>	<b>Building Democracy</b>	<b>Humanitarian Assistance</b>
DA	35% 7 340	33% 7 000	10% 2,200	22% 4 800	
PL 480 Title II					100% 764

## ***FY 1998 Program***

Given the political, economic and social progress achieved by Nicaragua, the Mission's strategy will shift during FY 98 to sustain the achievements and expand the benefits to its customers such as by having more local citizens participating in governmental decisions, small farmers and micro entrepreneurs expanding their enterprises, primary school kids learning more, and babies and their mothers practicing better health care The five year period starting with 1997 through 2002 will be critical to the success of this strategy The roots of the progress achieved are shallow and can easily wither Thus, funding must not diminish below the requested level for FY 98 The USG must continue to work with the other donors in a concerted effort to attain mutually agreed upon goals The results expected over the

next several years require persistence and innovation in the following strategic objective areas (1) More political participation, compromise and transparency, (2) Sustainable growth in employment and income, and (3) Better educated, healthier, and smaller families

### ***Building Democracy***

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To be judged as a mature democracy, a country has to show more than a couple of successful elections. Therefore, USAID will continue to target key institutions for strengthening. The first priority will be to help the Supreme Electoral Council (CSE) reform the electoral law, complete issuance of citizen identification cards and reorganize itself based on the lessons learned from this past election. Another immediate priority to help consolidate democracy is human rights. USAID will work to establish and develop the Human Rights Ombudsman, which will investigate and help resolve human rights violations closely coordinating with a network of local peace commissions that will monitor human rights at the community level. Ultimately, human rights protection for a society adhering to the rule of law depends upon an effective, equitable and credible judicial system.

Laws, policies and regulations which guide the judicial system, as well as the rest of society, emanate from the National Assembly. USAID will intensify its support to the Assembly, as a critical player in Nicaragua's development, by improving its information system, strengthen its committee structure, enhance its ability to monitor the country's budget, and develop its capabilities to analyze legislation and provide oversight. People's confidence in government will be influenced by the access and services they are provided. USAID will work with the Government of Nicaragua (GON) to create a more efficient and accountable public sector, through better management and transparency of public finance. Also, USAID is striving to bring government closer to the people through decentralizing power and authority to the municipalities and their mayors.

### ***Encouraging Broad-based Economic Growth***

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The USAID program has had definite impact on the economy. The economy has rebounded over the past three years. Gross Domestic Product (GDP) growth rates in 1994, 1995 and 1996 respectively were 3.3%, 4.5% and 5.5% (estimated). Inflation dropped from over 13,000% in 1990 to an estimated 12% in 1996. Open unemployment continues to fall registering around 16% in 1996, although overall unemployment and underemployment levels remain high. Nontraditional agriculture exports have increased from a few million dollars four years ago to almost \$100 million in 1996, generating 10,000 more jobs. Traditional crop farmers participating in USAID programs have realized production increase ranging from 20% to 50% in the last two years. Microenterprises have generated over 20,000 new jobs in the last two years. Protected lands under effective management has risen from around 300,000 hectares in 1993 to approximately 1.0 million hectares in 1996. Nevertheless, the progress achieved has yet to reach a sustainable level sufficient to withstand external shocks or deliver widespread benefits. The government must keep the stabilization and structural adjustment policy framework in place and get back on track with the Enhanced Structural Adjustment Facility (ESAF) Program to show that it is serious about growing and opening the economy. USAID will rely heavily on the IMF and World Bank to push these reforms but will tackle key policy matters where it has a comparative advantage, e.g., tax reform, agriculture and impediments to trade. Incomes and employment opportunities will grow when people take advantage of the improved environment. The biggest impact can occur in the agriculture sector due to its high potential and predominance in the economy. Profits on the farm can quickly convert to new investments and new jobs for rural residents. USAID will help establish improved marketing mechanisms for traditional and nontraditional crops, transfer better production and processing technologies, and revitalize the rural financial sector, which will springboard Nicaragua's participation in external and internal markets. It will also work to improve the productive and protective practices of farmers, thereby enhancing natural resource maintenance and biodiversity preservation.

To make not only the agriculture and small business sectors work, but also the manufacturing and commercial sectors, the private sector financial system must be modernized. As necessary, USAID will work to facilitate more innovative lending practices. Failure to resolve property cases and to provide a more reliable judicial regulatory framework serve to dampen investor interest in Nicaragua. The longer property expropriation issues persist, the more uncomfortable people will feel over the security of their investments. USAID will continue to help the government expedite solutions to the property issue.

### ***Stabilizing World's Population and Protecting Human Health***

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A better educated, healthier public with a stable and low population growth rate boosts the prospects for economic growth and a more participatory citizenry in a democracy. While Nicaragua has had more comprehensive social programs than most developing countries, it still falls short in terms of quality and efficiency. It suffers from

distortions such as a university education system that receives a greater share of the budget than primary education, and a weak cost recovery programs health sector. The poorly educated have greater difficulty benefiting from new job opportunities, and are not likely to be knowledgeable participants in the burgeoning democracy. Sick adults are unproductive workers and sick children have more difficulty learning in school. An overheated population growth rate devours economic gains and shreds the social safety net. USAID will sponsor a mutually supportive set of primary education and maternal/child primary health programs to address these constraints.

The program will spur the primary school completion rate, while lessening the number of years to educate the average student. Better books, modern teaching approaches, objective-based testing, community participation in schools and decentralized administration will drive the program. Better educated people also adopt smarter health practices. Access to preventive care and nutritional supplements will reduce infant mortality and improve the overall health status of women and children. The health program includes vaccinations in a variety of childhood diseases, vitamin supplements and encouraging mothers to breast feed. It also covers prenatal care, oral rehydration therapy and better trained personnel attending those in need. The program relies heavily on the Ministry of Health, but also engages several PVOs to support decentralized health services at the local level.

<b>PANAMA</b>					
<i>(as a percent of allocated funds and in thousands of dollars)</i>					
<b>Funds</b>	<b>Encouraging Economic Growth</b>	<b>Stabilizing Population Growth</b>	<b>Protecting the Environment</b>	<b>Building Democracy</b>	<b>Humanitarian Assistance</b>
DA	15% 500		85% 2,800		

### ***FY 1998 Program***

Over the past six years, USAID/PANAMA has contributed to the restoration of Panamanian democracy and to the resumption of Panama's broad-based economic growth. USAID programs at the central level of government helped re-establish sound financial management, supported free market economic reforms, improved administration of justice and strengthened the administrative framework for the free and fair national elections of 1994.

With earlier tasks now accomplished, USAID refocused its program on the Strategic Objective of Protecting the Panama Canal Watershed while supporting the related Special Objective of Facilitating Efficient Transfer of the Canal and Sustainable Productive Use of the Reverted Areas. This focus on environmental protection and democratic governance will guide USAID activities through the end of FY 1999.

### ***Protecting the Environment***

Panama is exceptionally rich in biodiversity. Its tropical forests, reaching from the western border with Costa Rica to the eastern border with Colombia, form a unique "biological corridor" for Central and South America. Thousands of species which exist here are found nowhere else. Unfortunately, deforestation in Panama is proceeding at the rate of 57,000 hectares a year, due to legal and illegal logging, mining operations and the clearing of forest for cattle ranches and subsistence farming. Forest cover, estimated at 70% in 1947, will be less than 30% by the year 2000 if current trends continue.

The FY 1988 program will focus resources on the Panama Canal Watershed. Protection of the Watershed is vital to the long term operation of the Panama Canal, since the Watershed supplies all of the water upon which Canal hydrology depends. In addition, one and a half million people depend upon the Watershed lakes for potable water.

The Canal Watershed has seen its forest cover fall from 80% of the total area in 1947 to just under 40% today. Further deforestation could pose a threat to the water supply and future operation of the Panama Canal, particularly during the dry season when the Canal must rely upon stored water. Deforestation increases erosion within the Watershed, leading to greater levels of siltation in Watershed rivers and lakes. This decreases storage capacity. With deforestation, water runoff also accelerates, and less water is retained for future use.

During the past year, USAID/PANAMA helped the GOP's National Institute for Renewable Natural Resources INRENARE complete the surveying and demarcation of the boundaries for the five national parks within the Panama Canal Watershed. This will help the GOP protect 85,000 hectares of park land.

In 1996 USAID supported a joint Smithsonian Tropical Research Institute/INRENARE initiative to establish a permanent environmental monitoring system in the Canal Watershed to continuously measure key indicators including forest cover changes, deforestation, reforestation, demographic pressures, water quality, sedimentation, siltation and biodiversity

The key to providing lasting protection for the Panama Canal Watershed is strengthening the responsible central government institutions so that they can work effectively with the municipalities and local communities within the Watershed In FY 1998 and beyond, USAID will continue to support the institutional strengthening of INRENARE and key municipalities within and bordering the Canal Watershed USAID will also work with local NGOs, schools and community groups to enlist their participation in reforestation efforts and to discourage encroachment in the national parks

### ***Building Democracy***

Democratic governance in Panama will be put to the test over the next few years as Panama prepares itself for ownership, control and operation of the Panama Canal and the reversion of extensive U S military bases and Canal operating areas which border the Canal from the Atlantic to the Pacific It is essential to Panama's future political stability that this process be carried out in an open, transparent and efficient fashion, and produce results in which all Panamanians from all social classes clearly benefit

The private sector, through Fundación ANDE, a non-profit Panamanian organization, developed with USAID assistance, an incentive law for tourism development in the reverted areas and a law for streamlining GOP business licensing procedures, as a contribution to the improvement of the business climate, particularly as it relates to the Canal and reverted areas

During FY 1998, ARI faces the challenge of further strengthening its financial management and control systems, marketing its newly acquired properties worldwide and working with municipal governments to ensure the protection and equitable distribution of benefits from development of Fort Davis, Fort Espinar, Fort Amador, Gorgas hospital and Albrook Air Force Station, among others

USAID will continue to target limited resources to support the strengthening of the GOP Canal Transition Commission and its successor, the Panama Canal Authority which will come into existence during early 1997 and assume operational control of the Panama Canal on December 31, 1999 USAID will continue to support specific objectives of (ARI) which is responsible for the planning, privatization and productive use of the reverted areas as well as for the environmental protection of the Canal Watershed

<b>PARAGUAY</b>					
<i>(as a percent of allocated funds and in thousands of dollars)</i>					
<b>Funds</b>	<b>Encouraging Economic Growth</b>	<b>Stabilizing Population Growth</b>	<b>Protecting the Environment</b>	<b>Building Democracy</b>	<b>Humanitarian Assistance</b>
DA		38% 2 000	10% 525	52% 2 800	

### ***FY 1998 Program***

USAID's strategy is to assist Paraguay increase its capacity for sustainable development in a participatory democracy The program has a strategic objective of improved responsiveness and accountability of key democratic institutions, along with special objectives of improved management of an expanded protected areas system and increased use of voluntary family planning services To build democracy is the cornerstone of the USAID program, as well as Paraguay's highest priority This responds directly to the U S interests of preserving regional stability and promoting U S economic interests A stable government which protects the rights of its citizens enhances foreign and U S investment Through past USAID assistance, the judiciary, Congress, local governments, and the NGO community have instituted important changes, but they still remain undeveloped and ill-equipped to take on their new responsibilities

### ***Building Democracy***

Paraguay has made an impressive beginning in reforming the government and adopting democratic principles since it began its transition to democracy in 1989 Despite important accomplishments, the transition has been uneven and incomplete A system of government that responds to citizens' needs and is accountable for its actions is essential

Funding of \$2.8 million in FY 1998 will be used to achieve more efficient, transparent, and participatory elections, participatory and better functioning selected sub-national governments, and improved access to strengthened judicial and legislative systems

Fair and open elections are an essential element of representative democracy. USAID/Paraguay's strategy will focus on the institutional strengthening of the Election Tribunal in order that administrative and electoral procedures and timetables are established and that regular and fair elections are conducted in accordance with electoral laws. This activity will be complemented by activities that promote more effective electoral programs by NGOs and civic organizations, and that improve voter education and motivation programs. These activities are especially crucial to prepare for the general elections in FY 1998. In addition, activities to strengthen political parties and improve civil-military dialog will be undertaken.

Reform of the judicial system is essential to ensure due process and respect for human rights, public accountability, and investor confidence. Special emphasis will be placed on programs that ensure that women and men are better informed of their civil and legal rights. Major support is still needed to help the judiciary overcome its poor image, improve access to the judicial system, fight corruption, and move toward an accusatorial and oral process trial system. In FY 1998 USAID will work through a U.S. university and develop two local NGOs to assist this important sector. This will require substantial investment and outside technical assistance.

### ***Protecting the Environment***

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Paraguay has one of the highest rates of deforestation in the world. Every year, 10% of the remaining forest cover is lost, threatening the future of unique ecosystems. Environmental problems aggravate poverty, complicate the transition to democracy, and have detrimental impacts on indigenous and non-indigenous women and men. It is important to clearly understand these problems in order to be able to develop economic, social, and environmentally sustainable solutions to them. It is imperative that Paraguay develop and implement sustainable land use models and preserve the last remnants of these important ecosystems. Overall growth and development in Paraguay cannot be maintained over the long term because of Paraguay's failure to protect its resource base. Intensive, unsustainable exploitation of land, water, and wildlife continues. Clearing of forest for agriculture and livestock is the major threat to the survival of these characteristic ecosystems.

USAID/Paraguay will fund activities to help create sustainable models for protected areas, develop management plans for these areas, build local capacity to better manage these resources, and develop economic alternatives to deforestation. A current cooperative agreement with a local NGO will be utilized to develop models of successful private reserves. USAID/Paraguay will also participate with the LAC Regional Parks in Peril program to develop a large public reserve. These models, with an estimated \$525,000 in FY 1998 funding, will enable the Government of Paraguay, private land owners, and other donors to contribute a larger amount of funding toward private and public reserves in Paraguay.

### ***Stabilizing World Population Growth***

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During the previous dictatorship, the health sector was neglected and politicized. Maternal and child health services deteriorated, particularly family planning. Paraguay has a 3.2% population growth rate and less than one-third of eligible women of reproductive age have access to family planning services. USAID support of \$2 million in FY 1998 will increase the use of voluntary family planning through expanded access to services, improved quality of services, and advancement toward sustainability of family planning services.

USAID/Paraguay has provided technical assistance to the public sector in contraceptive logistics management and support to the private sector to develop a plan to expand and diversify family planning services. The current strategy is to expand access primarily by offering family planning services through existing facilities which do not currently provide them, rather than establishing new facilities, to define quality of family planning services as the provision of a range of modern family planning methods by providers with adequate technical and managerial skills, and to support activities aimed at increasing efficiency and reducing the costs of family planning programs. These activities will be carried out through local NGOs and U.S. cooperating agencies.

## PERU

*(as a percent of allocated funds and in thousands of dollars)*

Funds	Encouraging Economic Growth	Stabilizing Population Growth	Protecting the Environment	Building Democracy	Humanitarian Assistance
DA	18% 6 153	66% 23 040	10% 3 400	6% 1,900	
INCF	80% 20 000			20% 5 000	
PL 480 Title II					100% 48,917

### ***FY 1998 Program***

The FY 1998 program continues to support Peru in its efforts to build a participatory democracy and modern state, reduce poverty and illicit coca production while protecting the environment, improve the health of high-risk populations, and better manage the country's vital natural resources

USAID supports five closely integrated objectives directly related to Agency Goals 1) Broader Citizen Participation in Democratic Processes, 2) Increased Incomes of the Poor, 3) Improved Health, including Family Planning, of High-Risk Populations, 4) Improved Environmental Management in Targeted Sectors, and 5) Reduce Illicit Coca Production in Target Areas in Peru. The special objective supports the U.S. Government's overriding foreign policy and domestic drug abuse control objectives in counter narcotics, aimed at reducing cocaine production destined for the U.S.

### ***Sustainable Democracies Built***

During the past few years, Peru has achieved some notable successes, such as a series of free and fair elections, improvements in the human rights situation, and establishment of new judicial institutions, including the Human Rights Ombudsman. However, Peru's democracy remains fragile and uneven. Its development is constrained by weaknesses of an unresponsive public sector and lack of participation by civil society groups and individuals. The public sector suffers from an imbalance of power weighted heavily toward the executive, an overly centralized system, and limited political will to institutionalize democratic reforms. A large percentage of citizens need greater skill, knowledge, and opportunities to promote their interests. A number of democracy-related groups in the past had been marginalized, but are now seeking to find ways to participate effectively. The challenge is how to continue and accelerate the process of rebuilding public confidence in participatory democracy and democratic institutions, overcoming the above-mentioned constraints. USAID/Peru focuses on these concerns by supporting activities designed to promote greater access to justice, increase civic awareness, and promoting more accountable public institutions at the central and local government levels to make them more responsive to their constituents.

### ***Broad-Based Economic Growth Achieved***

USAID's program places great emphasis on incorporating the poor into the expanding market economy to alleviate poverty and reduce food insecurity. Low productivity is a major cause of poverty, which in turn is reflected in inadequate investment in human and physical capital, infrastructure, and supportive public policies and institutions. One complicating factor is the extent of coca production in many rural areas, as Peru remains the world's leading producer of coca leaf. Coca leaf production is a response to poverty, but does not make farmers rich and causes economic distortions that affect the competitiveness of crops and other products, which might otherwise ameliorate poverty.

Broad-based increases in incomes will occur only when acutely food insecure Peruvians have greater productive and physical capacities. USAID supports programs to address root causes of poverty by focusing on (1) improved policies, (2) increased market access, (3) improved capacity of the extremely poor, (4) strengthened organizational outreach, and (5) increased production productivity. Specific actions being carried out will improve financial institutions for the poor, strengthen local non-governmental and development institutions, develop and disseminate appropriate production technologies and inputs, improved market knowledge and organization, improve nutrition, develop infrastructure, and improve sectoral policies, especially related to marketing, trade, finance, and public revenues and expenditures.

## ***Stabilizing World Population Growth and Protecting Human Health***

The GOP's 1991 - 1992 Demographic Health Survey identified that 72% of married women of child-bearing age have expressed a desire for no more children. This provides the basis for USAID assistance, which is key to stabilizing population growth in Peru over the medium term. USAID support to the major child-survival interventions has a direct impact on mortality and morbidity, especially on high-risk populations. USAID's strong family planning program both reduces unintended pregnancies and, by lowering the number of high-risk births, likewise helps combat maternal mortality. On a national level, infant and child mortality have declined over 40% and fertility by 20% during the last decade. Contraceptive prevalence increased by 33% between 1986 and 1995.

## ***Environment Managed for Long-term Sustainability***

Sustainable growth of Peru's economy and the welfare of future generations depend directly on its natural resource base. However, widespread poverty, uncontrolled urbanization, pollution, and lack of adequate environmental policies and public awareness threaten Peru's environment and natural resource base. This strategic objective will enhance management of the environment for long-term sustainability. Notable successes under this strategic objective were achieved during 1996. USAID was instrumental in helping Peru's National Environmental Council, a newly-created public institution, establish its agenda and define its role as the country's leading environmental policy coordinator. Significant progress was achieved in managing protected areas, including the creation of a new national park. Pilot projects for solid waste management and pollution prevention were successfully completed, and other donor funds were leveraged to replicate them. USAID's technical support was critical to draft the GOP's first environmental policy framework for the industrial sector, as well as in completing Lima's first environmental health comparative risk assessment. Environmental awareness in Peru is in a nascent stage of development. Much of the success that the strategic objective will achieve over the next six to eight years is predicated on its ability to secure funding adequate to ensure that the many elements required to stimulate the environmental debate and resolve the country's complex environmental problems can be put into place.

<b>CENTRAL AMERICAN REGIONAL</b>					
<i>(as a percent of allocated funds and in thousands of dollars)</i>					
<b>Funds</b>	<b>Encouraging Economic Growth</b>	<b>Stabilizing Population Growth</b>	<b>Protecting the Environment</b>	<b>Building Democracy</b>	<b>Humanitarian Assistance</b>
DA	20% 2,750	31% 4,400	49% 6,875		

## ***FY 1998 Program***

Having recognized the critical development challenges facing the region, the Central Americans themselves established in 1994 a regional "Alliance for Sustainable Development", to which the United States became a partner through the signing of the CONCAUSA Agreement at the 1994 Summit of the Americas. USAID's regional program focuses on implementation of the Summit and CONCA USA commitments in the areas of hemispheric free trade and environmentally sound natural resource management necessary for sustainable economic growth. In addition, the regional program includes a special strategic objective aimed at enhancing Central American capacity to respond to the threat of HIV/AIDS. Support to promote peace and democracy in Central America is provided through bilateral programs.

Regional development activities supported by USAID respond directly to U.S. and Central American priorities in pursuing greater prosperity through open markets, accelerated hemispheric integration, and sustainable development with a focus on sustainable use of the natural resource base. USAID's program will help increase Central America's readiness to enter into free trade agreements through work in four major areas: strengthened intellectual property rights (IPR) policies and enforcement, further trade liberalization by reducing non-tariff barriers, enhanced foreign investment regimes, and better protection of internationally recognized workers rights. USAID's efforts to achieve environmentally sound natural resource management and an improved regional policy framework contributes to Central America's preparedness for hemispheric free trade agreements, as well as establishes the basis for sustainable resource use required for long-term economic growth. In the environmental area, USAID's role in the region will continue to be catalytic in nature, supporting those activities having economies of scale and cross-border impacts.

USAID's special strategic objective in the regional program aims to strengthen the capabilities of local Central American organizations to deliver services and information about the prevention of HIV/AIDS to those groups and individuals who are most at risk of HIV. Because the spread of HIV/AIDS is not contained by borders, a regional strategy is appropriate to address the threat of HIV/AIDS in Central America.

### ***Encouraging Broad-based Economic Growth***

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Central America continues accelerating its integration into hemispheric markets. The Central American countries also remain strong supporters and active participants of the Summit of the Americas process initiated December 1994 in Miami when the heads of the Hemisphere's 34 democracies signed a commitment to complete negotiations of the Free Trade Area of the Americas (FTAA) by 2005. It is notable that three of the eleven FTAA hemispheric working groups are chaired by Central American countries [Costa Rica - investment, El Salvador - market access, and Honduras - Intellectual Property Rights (IPR)]. Also, the Central American countries have made noted progress in recent years in accelerating the region's own economic integration which is consistent with World Trade Organization (WTO) standards. All Central American governments have acceded to the WTO, with the exception of Panama, which is currently negotiating accession requirements. Most countries in the region are continuing their negotiations with the U.S. Government on bilateral investment treaties (BITs) and bilateral intellectual property rights agreements (BIPRAs). Further reductions in external tariff rates are being implemented by most countries, although the pace should be accelerated. Central America has also advanced on its own process of subregional economic integration, abandoning its old model based on import substitution and high rates of external protection to pursue a more outward orientation consistent with WTO commitments.

USAID has supported the revitalization, de-politicization and professionalization of the Permanent Secretariat for Central American Economic Integration (SIECA) enabling it to advance the regional trade agenda.

Regarding labor relations and workers rights, USAID has completed a study on how national labor laws across the region conform to international standards and on national enforcement capabilities. The results form the basis for a USAID-sponsored program to improve labor relations and strengthen the protection of worker rights, conducted with the Central American Labor Ministers.

### ***Protecting the Environment***

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USAID's regional environmental program for Central America promotes effective regional stewardship of the key natural resources through the establishment of "biological corridors" throughout the isthmus. Recent achievements in this area include the establishment and progress towards effective management of major national protected areas in the region, the development of protected areas legislation, the adoption of appropriate natural resources management practices by target populations, and improved financial sustainability of environmental institutions. A new initiative designed to support the CONCAUSA Agreement commenced in FY 1996 to develop and consolidate a Central American system of cross-border parks and protected areas, and to promote a strengthened regulatory and enforcement framework for environmental protection. The political momentum generated by CONCAUSA and the influence of NAFTA in the area of harmonization of environmental legislation are among the positive factors influencing performance.

### ***Stabilizing Population Growth and Protecting Human Health***

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The future political, economic and social development of Central America is threatened by the HIV/AIDS epidemic. The areas most likely to be affected by HIV/AIDS include work productivity, medical care costs and the size of the labor force. In order to maintain economic, political and social stability in Central America, HIV/AIDS prevention activities are being implemented through a strategy that considers the specific sub-regional commonalities and cross-border transmission.

The purpose of this seven year program is to strengthen the capabilities of local Central American organizations to deliver services and information about the prevention of HIV/AIDS to target groups. USAID supports activities on three different levels. On the broadest level, the activities are designed to improve the policy environment for the promotion of HIV/AIDS programs. On an intermediate level, USAID supports improved institutional capacity of NGOs and local universities to deliver HIV prevention programs and/or conduct research. Finally, the activities will promote individual behavioral changes which are required to prevent the spread of HIV/AIDS.

## LATIN AMERICA & THE CARIBBEAN REGIONAL

*(as a percent of allocated funds and in thousands of dollars)*

Funds	Encouraging Economic Growth	Stabilizing Population Growth	Protecting the Environment	Building Democracy	Humanitarian Assistance
DA	58% 22,000	11% 4 000	17% 6 500	14% 5 400	
ESF	43% 20 000			57% 26 000	
INCF		---		100% 2,000	

### ***FY 1998 Program***

The LAC Regional program in FY 1998 will (1) identify and reinforce region-wide or sub-regional trends, policies and strategies, (2) strengthen and institutionalize democracy and human rights, (3) encourage broad-based economic growth and expansion of trade, (4) protect the environment and natural resources, and (5) address serious health issues

### ***Encouraging Broad-based Economic Growth***

Trade-induced economic expansion is a catalyst for improved living standards, poverty reduction, and sustained growth and political stability in the LAC region. The Regional program will pave the way for increased trade and greater economic integration in LAC by addressing key issues regarding the creation of the Free Trade Area of Americas, as well as basic social and economic adjustments associated with entrance into a free trade arrangement.

Smaller economies face substantial obstacles in joining a hemispheric free trade arrangement. USAID efforts are directed to assist target countries resolve basic trade and economic integration issues and implement legal reform measures. A few of the mechanisms that will be operational in FY 1998, as a result of assistance under the LAC Regional program, are (1) a regional training center to train agricultural quarantine and inspection officers in Latin America, (2) a rules of origin system (allowable percentage of goods of foreign manufacture) to simplify customs procedures in target LAC countries, and (3) food safety regulatory procedures to ensure consistent production of food products that meet regulatory requirements of importing countries, based on accepted World Health Organization standards. Small-scale businesses and entrepreneurs are currently limited from fully participating in regional markets due to technological inefficiencies, lack of access to trade-facilitating infrastructure and high transaction costs. USAID efforts will lead to development of integrated communications network technologies and use of personal computers to globally link small- and medium-sized businesses with traders and to carry out international trade transactions.

USAID efforts will strengthen key regional market institutions and networks to reach the disadvantaged and provide opportunities, particularly for small-scale agricultural producers, for participation in trade expansion. These institutions and network include a system that allows private property to be a marketable good, agricultural technology development that is trade demand-driven, and links between commercial capital markets and microenterprise institutions that support the disadvantaged, especially women. As economic growth and trade expand, pressures on natural resources and the potential for increased pollution, environmental contamination, and associated health risks will mount in the region. In FY 1998, the program will assist LAC countries to modify their policies to provide incentives for more sustainable natural resource use and for industries to adopt pollution prevention practices. Programs will be launched by LAC governments and industries to reduce health risks from key environmental contaminants. Programs will be supported to promote the adoption by targeted industries of pollution prevention/"clean" technologies and improved environmental management practices. These efforts will include facilitation of business linkages between LAC industries that need improved environmental technologies and U.S. environmental companies, development of case studies on the economic benefits of the use of "clean" technologies, and development of computer internet environmental on-line information sharing. Programs will also encourage private sector investment in sustainable forest management and environmentally sustainable shrimp mariculture, and will support the development of improved regulatory frameworks in the mining sector and information-sharing on best management practices for forestry and coastal and marine resources.

Current labor standards and practices in the region are generally not at a level that can support efficient production necessary for companies to effectively participate in an increasingly competitive and interdependent global economy.

USAID efforts will support development of democratic free labor movements, modern labor-management relations, and worker health and safety standards to ensure efficient and stable production capabilities

Education is the foundation of democracy and a key to reducing poverty and income inequality in the LAC region. Education reform is a timely issue on the hemispheric agenda, illustrated by the commitment of the Summit of the Americas to an initiative to ensure universal access to high-quality basic education, with a target of 100% of children completing primary school by the year 2010. With the shift in most of the LAC region to open economies, countries have come to recognize that political stability and success in world trade are dependent on increasing human capacity.

Most children in the region, male and female, attend primary school. Access has increased from 60% in the 1960s to over 90% today, but completion rates are far short of 100% in many countries, particularly in Haiti, Guatemala, El Salvador, Honduras, Nicaragua and Bolivia. While LAC countries have made good progress in providing access to basic education, the failings of existing systems to prevent students from repeating grades or dropping out, the particular issue of access by indigenous groups to basic education, and the small proportions of GDP dedicated by governments to basic education, point to a continuing need for deep reforms in education policies.

### ***Stabilizing World Population and Protecting Human Health in a Sustainable Way***

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The proximity of the LAC region to the U.S. presents special challenges, especially in view of current migration and travel patterns. The 1994 Summit of the Americas' Plan of Action provides that governments (1) endorse child and maternal health objectives, including reducing child mortality by one-third and maternal mortality by half (from 1990 levels), (2) endorse a basic package of child and reproductive health interventions, and (3) develop or update country action plans or programs to focus on reforms to achieve equitable, universal access to the basic package. Health reforms currently underway in virtually all LAC countries include decentralization, alternative financing schemes, quality assurance, and greater use of NGOs and community-based services for the poor. In FY 1998, USAID's contribution through the LAC Regional program will continue the U.S. role in the hemisphere as a leader in public health and development, by conducting regional activities to foster LAC countries' efforts to design, implement, and monitor such reforms.

In FY 1998, LAC Regional program resources will focus the attention of LAC countries and other assistance organizations on vaccinations, integrated management of childhood illness (IMCI) and essential care of obstetric complications (ECOC). Increasing effective delivery of these selected health services, all of which respond to USAID Strategic Objectives within the Agency's population, health, and nutrition Goal, will help the hemisphere make progress towards its ambitious population and health goals.

### ***Protecting the Environment***

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The LAC region contains nearly half of the world's biodiversity. However, population pressures, rapid urbanization and industrialization, increased demands for agricultural and grazing land, and other factors are resulting in extensive degradation of key ecosystems. Conservation of the region's biodiversity is critical in view of its long-term potential for providing significant industrial, pharmaceutical, and agricultural uses, and the immediate potential for protecting watersheds and providing sustainable natural resources for the rural poor. As a result of ongoing USAID assistance under the LAC Regional Parks in Peril (PiP) program, LAC governments are now committed to taking measures to protect, conserve and utilize their resources, including maintaining a system of parks and reserves of representative ecosystems.

The PiP program, implemented by The Nature Conservancy in collaboration with national and local governments, NGOs and indigenous communities, directly supports the Summit of the Americas' initiative to establish "a partnership for biodiversity" in key ecosystems in selected LAC countries. Through FY 1996, significant advances have been made in the sustainable protection of 28 parks covering 19 million acres in 12 countries. The activities undertaken are against a target of 28 to 37 parks over the life of the program (subject to the availability of overall funding). Non-USAID funding was identified for 9 PiP sites, and they are well on their way to graduating from the PiP program. In FY 1998, continued emphasis will be placed on (1) sharing lessons learned from the PiP program and on utilizing PiP sites as demonstration and training areas to advance conservation in other endangered ecosystems, (2) expanding the involvement of local communities in the conservation and management of the parks and reserves, (3) increasing scientific knowledge of the biodiversity in PiP sites and the impact of management interventions, and (4) promoting policy reform and sustainable financing for conservation of key ecosystems. Furthermore, to cover gaps in the types of ecosystems currently protected by PiP, the program expects to initiate park management activities in 5-9 new sites.

## ***Building Democracy***

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While the 1980s and early 1990s witnessed dramatic advances in the region's efforts to establish democracy, a new democratic order has yet to be consolidated. Still fragile LAC democracies face difficult challenges from growing crime and drug trafficking, endemic corruption, uneven access to justice, and continuing human rights abuses. Internally, many democratic institutions are weak and remain unrepresentative, and the legacy of authoritarian rule has been a highly-centralized and unresponsive government. The poor remain un-represented and unable to participate effectively in political life. Despite these difficulties, the democratic transition that has taken place throughout the region with the exception of Cuba, offers a strong foundation for further progress in building sustainable democratic systems. Over the past few years, LAC politics have been marked by important positive trends including (1) growing pluralism and increasing citizen participation, (2) a rising popular demand for judicial reform, (3) a movement to decentralize political and financial decision making, and (4) repeated calls for government institutions to become more accountable and responsive to citizens. Underlying each of these trends is the principle that a new democratic order in the region needs to promote the rights of citizens and the rule of law.

The LAC Regional program has contributed to important achievements through promoting human rights and rule of law, promoting transparent elections, strengthening civil society, and decentralization of power to legislatures, local governments and municipalities. Nearly all countries have implemented judicial reforms and initiated human rights activities, partly as a result of technical assistance and other support provided under the regional program. The ability of election tribunals to carry out free, fair and transparent elections has improved dramatically. Civil society groups are expanding and multiplying rapidly throughout the region, helped along by U.S. assistance for an NGO network which has a base of strengthened lead NGOs, which will ultimately provide assistance to 80 others in the region over the next few years. Accountability and anti-corruption are now the subject of public discourse in most countries of the region. USAID has been the most active donor in follow-up to the Summit of the Americas' "no to corruption" initiative. Much of the LAC Regional program's work is based upon, and strengthens, regional treaties, agreements and protocols.

In FY 1998, the LAC Regional program will help consolidate democracy by supporting regional institutions, networks, and exchanges that serve as catalysts and innovators in the democratization effort. The program identifies broad trends that encourage or threaten democracy in the region and will work with USAID missions and regional institutions (both in the LAC region and in the United States) to develop and disseminate new approaches which focus on these trends. The Regional program supports activities that help deepen democracy, as agreed to at the Summit of the Americas.

In FY 1996, President Clinton announced the initiation of assistance through NGOs to promote a peaceful democratic transition in Cuba. Another important objective of the LAC Regional democracy program is to build a technical assistance capability within the region. The Inter-American Institute for Human Rights (IIDH) and its Center for the Promotion of Electoral Assistance (CAPEL) receive core funding through the Regional program.

A hallmark of the LAC Regional program is its ability to stimulate participation of other development assistance donors and numerous U.S. NGOs, institutions of higher education, other U.S. Government agencies (for example, the U.S. Departments of State and Justice, and the U.S. Information Agency), drawn into this essential work either as active collaborators with USAID or regional institutions supported by USAID, or first-time funding sources for LAC countries. For example, the Regional Financial Management Improvement project has leveraged over \$130 million in World Bank and IDB resources to promote accountability and transparency in various LAC countries.

Training students in the U.S. brings benefits to the this country as well as to the LAC region, as LAC develop awareness of U.S. free enterprise and democratic pluralism and return to their home countries with a strengthened commitment to these values. The Cooperative Association of States for Scholarships (CASS) is a U.S. NGO that receives USAID grants to enable its existing programs to provide training for LAC participants. The training helps achieve USAID goals and strategic objectives across sectors and is useful in encouraging greater civic and voluntary participation in community-level development activities throughout the region.

The current group of 279 participants entering the CASS training program includes 155 students who are being trained in economic growth and business-related areas such as agribusiness, small business management, or industrial maintenance administration. Thirty two students are being trained in environmental subjects including forestry and fisheries management. Thirty one began programs of study in health care administration and food science technology. Fifteen participants are enrolled in an education administration program.

The Regional program's Advanced Training in Economics (ATIE) project has increased the number of skilled and trained economists in the LAC region, which has resulted in a greater understanding and acceptance of free market economy principles and which has improved decision-making on economic and fiscal issues on the part of LAC government officials and private sector leaders. By the end of FY 1998, nearly 85% of ATIE graduates will be serving in key LAC government offices, for example, as directors of Central Banks and heads of ministries, as well as in important positions in the private sector.

## VII. U.S. GOVERNMENT INFORMATION & SERVICES

### ***DEPARTMENT OF COMMERCE***

**Internet Address** <http://www.doc.gov>

The Department of Commerce (DOC) encourages, serves, and promotes the Nation's international trade, economic growth, and technological advancement. DOC provides the following services:

- 1 assistance and information to increase America's competitiveness in the world economy
- 2 administers programs to prevent unfair foreign competition, provides social/ economic statistics and analyses
- 3 provides research and support for increased use of scientific and technological development
- 4 grants patents and registers trademarks
- 5 develops policies and conducts research on telecommunications
- 6 provides assistance to promote domestic economic development
- 7 promotes travel to the United States of foreign residents
- 8 assists in the growth of minority businesses

#### **TRADE INFORMATION CENTER**

**Internet Address** <http://www.ita.doc.gov/tic>

The Trade Information Center (TIC) is a resource for information on export assistance programs government-wide. TIC staff members can provide counseling, advise exporters on how to locate and use government programs, guide businesses through the export process, and supply general market information. TIC publishes the Export Programs A Business Directory of U.S. Government Services which is a free publication.

Tel (800) USA-TRADE, (202)482-0543  
Fax (202) 482-4473

#### **THE EXPORT ASSISTANCE CENTER NETWORK**

**Internet Address** <http://www.ita.doc.gov/uscs/>

The Department of Commerce, the U.S. Small Business Administration, and the Export-Import Bank formed a unique partnership to establish Export Assistance Centers (EACs), a network of one-stop shops that delivers a comprehensive array of export counseling and trade finance services to export-ready firms. EACs are located in urban areas and house resident trade finance specialists. District EACs are located closer to clients in both urban and suburban areas. District EACs link electronically to EACs and public-private partners to leverage program resources.

To contact the Export Assistance Center closest to you, call 1-800-USA-TRADE.

#### **INTERNATIONAL TRADE ADMINISTRATION**

**Internet Address** <http://www.ita.doc.gov>

The International Trade Administration (ITA) offers assistance and information to help exporters. ITA units include (1) domestic and overseas commercial officers, (2) industry experts, and (3) country experts. Each unit promotes products and offers services and programs for the U.S. exporting community.

Latin America and the Caribbean Business Development Center  
Latin America Tel (202) 482-2437  
Caribbean Tel (202) 482-0841

### **The U S and Foreign Commercial Service (US & FCS)**

Part of the International Trade Administration, the US & FCS supports U S firms, especially small- and medium-sized companies, in their efforts to increase exports. The Commercial Service maintains a worldwide service delivery network with offices in more than 80 cities in the United States and in 69 countries around the world. The global capabilities of the US & FCS provide seamless service to U S firms interested in exporting, from basic market research to arranging meetings with potential foreign buyers. If your company is interested in export assistance, please contact one of the offices in the Commercial Service's Export Assistance Center network at 1-800-USA-TRADE.

### **NATIONAL TRADE DATA BANK**

**Internet Address** <http://www.stat-usa.gov>

The National Trade Data Bank (NTDB) is the U S Government's most comprehensive source of world trade data. The NTDB, a CD-ROM subscription service of the Department of Commerce's STAT-USA, is a trade library of over 190,000 documents. Topics on the NTDB include export opportunities by country, industry, and product, foreign companies or importers looking for specific products, how-to market guides, demographic, political, and socio-economic conditions in hundreds of countries. The NTDB is available for use free of charge at many Department of Commerce domestic offices and nearly 1,000 Federal depository libraries, which includes many university and community libraries. The cost of a single monthly issue (two discs) is \$35, and an annual subscription of 12 monthly issues is \$360. To place an order for the CD-ROM, Tel (202) 482-1986.

The NTDB is also available on the internet. To locate the nearest library with NTDB, please contact the Trade Information Center (TIC), see above.

The Department of Commerce, in coordination with the Department of State, has offices specifically equipped to handle *Latin American Trade*.

### **OFFICE OF NAFTA**

**Internet Address** <http://www.itaiep.doc.gov>

Part of the International Trade Administration, the Office of NAFTA assists U S exporters in taking advantage of trade opportunities in Canadian and Mexican markets within the NAFTA framework. Trade specialists provide business counseling on Mexico and Canada, NAFTA regulations, investment opportunities, and in-country contact information on the NAFTA Certificate of Origin rules of origin by product, industry specific business opportunities and updates, financing information, and other helpful "how-to" guides on exporting to Canada and Mexico.

Office of NAFTA staff  
Tel (202) 482-0305  
Flashfax 1-800-USA-TRADE

### **LATIN AMERICA FLASH FAX SYSTEM**

The Flash Fax System outlines step-by-step instructions to assist the user in accessing documents relating to Latin America and the Caribbean. Sample documents include Trade Promotion Organizations, Caribbean Basin Initiative, Opportunities Sources for LAC and U S Companies, Top Export Information for Selected Country, Import Regulations, Trade and Investment Barriers, and Key Contact Lists.

Call (202) 482-4464 to order documents  
To reach the main menu of documents, select #0100

### **LATIN AMERICA/CARIBBEAN BUSINESS BULLETIN**

As part of the Flash Fax System, and in association with USAID, the DOC publishes the LA/C Business Bulletin. U S and Latin American companies can place business opportunities listings or requests for specific products and/or services. Each request outlines a pertinent need, as well as a specific contact to reach. The bulletin and opportunities listings are available through Flash Fax or the Internet.

Mr. Walt Schaffer, Department of Commerce  
Tel (202) 482-2913, Fax (202) 482-2218

## ***DEPARTMENT OF STATE***

Country desk officers in regional bureaus maintain regular contact with overseas diplomatic missions and provide country specific economic and political analysis for U S companies Each bureau has a commercial coordinator to assist U S businesses

Douglas Climan, Inter-America Bureau, Commercial Coordinator  
Tel (202) 647-1232 Fax (202) 647-6408

## ***U S DEPARTMENT OF AGRICULTURE***

Internet Address [http //www usda gov](http://www.usda.gov)

The U S Department of Agriculture (USDA) has a history of technical assistance, training, research, and scientific exchange

### **USDA FOREIGN AGRICULTURAL SERVICE (FAS)**

Internet Address [http //www usda gov/fas/](http://www.usda.gov/fas/)

**Concessional Sales and Donations** USDA-planned food assistance to countries is covered under Public Law 480/Title I P L 480 Title I provides long-term credits for purchases of U S agricultural commodities had a total commodity value of approximately \$24.6 million for FY95 Agricultural commodities provided under the food assistance programs include wheat and wheat flour, corn, rice, soybean meal, vegetable oil, butter, butter oil, infant formula, dairy products, lentils, peas, and beans Section 416 under this law provides food donations

#### ***Food for Progress***

USDA Foreign Agricultural Service  
Tel (202) 205-2405  
Fax (202) 690-3606

#### ***Emerging Markets Office***

Tel (202) 720-0368  
Fax (202) 690-4963, (202) 205-5881

**Export Credit Programs** The Export Credit Guarantee Program (GSM-102), established to insure financing for sales of U S agricultural commodities overseas

#### ***USDA Commodity Credit Corporation***

14th and Independence Avenues, S W  
Washington, D C 20250  
Tel (202) 720-3225, Fax (202) 720-2949

**Technical Assistance** USDA's Emerging Markets Program (EMP) aims to expand overseas markets for U S agricultural products, equipment, and services, and to share expertise in order to help develop the food and rural business systems of emerging democracies The range of activities undertaken includes agricultural sector assessments, joint venture assessments, and project work in areas ranging from wholesale market development, market news and market information systems, commodity exchange and trading rule development, poultry and dairy improvement, introduction of uniform grades and standards, resident policy advisers, agricultural marketing, and trade missions in both directions Countries must meet the following criteria (1) per capita GDP under \$8,533, (2) population of over 1 million, and (3) positive economic indicators

#### ***Emerging Markets Office***

Room 6506 South Agriculture Building  
14th & Independence Avenues, SW  
Washington, D C 20250-1000  
Tel (202) 720-0368, Fax (202) 690-4369

Trade Assistance and Promotion Tel (202) 720-7420  
Foreign Agricultural Affairs Tel (202) 720-6138  
International Agricultural Trade Policy Tel (202) 720-6887  
Commodity and Marketing Programs Tel (202) 720-4761

## **AGEXPORT CONNECTIONS**

<http://www.usda.gov/fas/>

Trade leads are inquiries from foreign buyers sent daily to USDA by the Foreign Agricultural Service's 80 overseas offices. They are made available on electronic bulletin boards, several times a week in the Journal of Commerce, and weekly on the AgExport fax polling system. Fees vary. Foreign Buyer lists may be used to match products to prospective buyers worldwide. The database contains over 18,000 foreign firms covering 70 countries and over 235 food and agricultural commodities. Lists are processed by either specific commodity or specific country and cost \$15 each. US Supplier Lists may be used to source food and agricultural products for export. Over 6,500 names are contained in this database, which is distributed worldwide to FAS overseas offices. Listings are available by commodity and cost \$15 each.

Trade leads, Foreign Market Overviews, and the Foreign Buyers List may also be accessed on AgExport's home page under the "Foreign Markets Research" icon.

Ms Pamela Sherard  
*AgExport Connections*  
Tel (202) 720-7409  
Fax (202) 690-4374

## **VIII. FOREIGN EMBASSIES IN WASHINGTON, DC**

<http://www.embassy.org/embassies/index.html>

### **Embassy of the Argentina**

1600 New Hampshire Avenue NW  
Washington DC 20009  
Tel (202) 939-6400

### **Embassy of Belize**

2535 Massachusetts Avenue NW  
Washington DC 20008  
Tel (202) 332-9636

### **Embassy of Brazil**

3006 Massachusetts Avenue NW  
Washington D C 20008  
Tel (202) 745-2700  
Fax (202) 745-2827

### **Embassy of Bolivia**

3014 Massachusetts Avenue NW  
Washington D C 20008  
Tel (202) 483-4410  
Fax (202) 328-3712

### **Embassy of Chile**

1732 Massachusetts Avenue, NW  
Washington DC 20036  
Tel (202) 785-1746  
Fax (202) 887-5579

### **Embassy of Colombia**

2118 Leroy Place NW  
Washington DC 20008  
Tel (202) 387-8338  
Fax (202) 232-8643

### **Embassy of Costa Rica**

2114 S Street, NW  
Washington DC 20008  
Tel (202) 234-2945

### **Cuba Interests Section**

2630 and 2639 16th Street, NW  
Washington DC 20009  
Tel (202) 797-8518

### **Embassy of the Dominican Republic**

1715 22<sup>nd</sup> Street, NW  
Washington D C 20008  
Tel (202) 332-6280

### **Embassy of Ecuador**

2535 15<sup>th</sup> Street, NW  
Washington D C 20009  
Tel (202) 234-7200

### **Embassy of El Salvador**

2308 California Street NW  
Washington, D C 20008  
Tel (202) 265 9671

### **Embassy of Guatemala**

2220 R Street, NW  
Washington D C 20008  
Tel (202) 745-4952

### **Embassy of Guyana**

2490 Tracy Place NW  
Washington DC 20008  
Tel (202) 265 6900

### **Embassy of Haiti**

2311 Massachusetts Avenue NW  
Washington DC 20008  
Tel (202) 332-4090  
Fax (202) 745-7215

### **Embassy of Honduras**

3007 Tilden Street, NW  
Washington D C 20008  
Tel (202) 966-7702

**Embassy of Jamaica**  
1520 New Hampshire Avenue NW  
Washington DC 20036  
Tel (202) 452-0660  
Fax (202) 452-0081

**Embassy of Mexico**  
1911 Pennsylvania Avenue NW  
Washington, D C 20006  
Tel (202) 728-1600

**Embassy of Nicaragua**  
1627 New Hampshire Avenue NW  
Washington, D C 20009  
Tel (202) 939 6570

**Embassy of Panama**  
2862 McGill Terrace NW  
Washington D C 20008  
Tel (202) 483-1407

**Embassy of Paraguay**  
2400 Massachusetts Avenue NW  
Washington D C 20008  
Tel (202) 483-6960

**Embassy of Peru**  
1700 Massachusetts Avenue NW  
Washington D C 20036  
Tel (202) 833 9860

**Embassy of the Republic of Suriname**  
4301 Connecticut Avenue Suite 108, NW  
Washington DC 20008  
Tel (202) 244-7488

**Embassy of the Republic of Venezuela**  
1099 30th Street NW  
Washington D C 20007  
Tel (202) 342-2214

## IX. USAID MISSIONS OVERSEAS

**USAID/Brazil**  
**American Embassy**  
70 403-900  
Brasilia, D F Brazil  
Tel 55-61-225-8607  
Fax 55 61-321-7272

**USAID/Bolivia**  
P O Box 4530  
La Paz Bolivia  
Tel 591-2-786544  
Fax 591-2-782325

**USAID/Dominican Republic**  
Calle Cesar Nicolas Penson No 12  
Santo Domingo Dominican Republic  
Tel 809-541-2171  
Fax 809-221-0444

**USAID/Ecuador**  
1573 Ave Colombia Y Quesaras del Medio  
Edificio Computec 5 Piso  
Quito, Ecuador  
Tel 593-252-1100  
Fax 593-256-1228

**USAID/El Salvador**  
25 Avenida Norte No 1230  
San Salvador El Salvador  
Tel 503-2-981666  
Fax 503-2-980885

**USAID/Guatemala**  
1 Calle 7-44 Zone 9  
01009 Guatemala, Guatemala D A  
Tel 502-331-2474  
Fax 502-331-2106

**USAID/Guyana**  
263 Earl s Avenue Subryanville  
Greater Georgetown Guyana  
Tel 592-2 57315 or 57318  
Fax 592-2-57316

**USAID/Haiti**  
Harry Truman Blvd  
Port Au Prince Haiti  
Tel 509 224812  
Fax 509-239603

**USAID Honduras**  
Avenida La Paz  
Frente Embajada Americana  
Tegucigalpa, Honduras  
Tel 504-369320 ext 2506  
Fax 504-367776

**USAID/Jamaica**  
68 Oxford Rd  
Kingston 5 Jamaica  
Tel 8-809-929-3751  
Fax 8-809 929-9944

**USAID/Mexico**  
Paseo de la Reforma 305  
Mexico 5 D F Mexico  
Tel 525-211-0042  
Fax 525-207-7558

**USAID/Nicaragua**  
American Embassy  
Managua, Nicaragua  
Tel 505-2-670502  
Fax 505-2 783828

**USAID/Panama**  
Apartado 6959 Panama 5 Rep de Panama  
Panama City, Panama  
Tel 507-2-636011  
Fax 507-2-640104

**USAID/Paraguay**  
Mayor Fleitas 256  
Asuncion Paraguay  
Tel 595-21-213-727  
Fax 595-21-213-732

**USAID Peru**  
Casilla Postal #1995  
Lima, Peru  
Tel 511-4-333200  
Fax 511-4-337034

## X. U.S. CHAMBERS OF COMMERCE OVERSEAS

### **ARGENTINA**

American Chamber of Commerce in Argentina  
Avenue Leandro North Alem 1110 Piso 13  
1101 Buenos Aires Argentina  
Tel 541-311-5420/5126  
Fax 514-311-9076

### **BOLIVIA**

American Chamber of Commerce of Bolivia  
Casilla 8268  
La Paz Bolivia  
Tel 5212 342-523  
Fax 5212-371-503

### **BRAZIL**

American Chamber of Commerce in Brazil  
C P 916 Praca Pio X 15 Fifth Floor  
20040 Rio de Janeiro RJ - Brazil  
Tel 5521-203-2477  
Fax 5521-263-4477

American Chamber of Commerce for Brazil  
Rua da Espanha 2 Salas 604 606  
40000 Salvador Bahia, Brazil  
Tel 5571-242 0077 242-5606  
Fax 5571-243-9986

American Chamber of Commerce for Brazil  
Rua Alexandre Dumas 1976  
04717 Sao Paulo SP Brazil  
Tel 5511-246-9199  
Fax 5511-246-9080

### **CHILE**

Chilean American Chamber of Commerce  
Avenida Amrico Vespucio Sur 80 9 Piso  
82 Correo 34  
Santiago Chile  
Tel 562-208-4140  
Fax 562-206-0911

### **COLOMBIA**

Colombian-American Chamber of Commerce  
Apdo A reo 8008  
Calle 35 No 6 16  
Bogot Colombia  
Tel 571-285-7800  
Fax 571-288-6434

American Chamber of Commerce in Colombia  
Avenida 1 N No 3N-97  
Cali Colombia  
Tel 573-610-162 672-993  
Fax 573-672-992

Colombian-American Chamber of Commerce  
Edificio Banco de Colombia, Of 500  
Apdo A reo 20483  
Cartagena, Colombia  
Tel 575-365 7724  
Fax 575-365-1704

Colombian-American Chamber of Commerce  
Apartado A reo 66655  
Medell n Colombia  
Tel 573-268 7491

### **COSTA RICA**

Costa Rican-American Chamber of Commerce  
c/o Aerocasillas P O Box 025216  
Department 1576  
Miami, FL 33102-5216  
Tel 506-20 22-00  
Fax 506-20-23 00

### **DOMINICAN REPUBLIC**

American Chamber of Commerce  
Torre B H D  
Av Winston Churchill P O Box 95-2  
Santo Domingo Dominican Republic  
Tel 1-809-544-2222  
Fax 1-809-544-0502

### **ECUADOR**

Ecuadorian-American Chamber of Commerce  
Edificio Multicentra, 4 P  
La Ni a y Avda 6 de Diciembre  
Quito Ecuador  
Tel 5932-543-512  
Fax 5932-505-571

Ecuadorian-American Chamber of Commerce  
F Cordova 812, Piso 3 Oficina 1  
Edificio Torres de la Merced  
Guayaquil Ecuador  
Tel 5934-566-481  
Fax 5934-563-259

**EL SALVADOR**

American Chamber of Commerce of El Salvador  
 87 Avenue North #720  
 Apartment A, Col Escal  
 San Salvador El Salvador  
 Tel 503-23-3292  
 Fax 503 24-6856

**GUATEMALA**

American Chamber of Commerce in Guatemala  
 12 Calle-I 25, Zona 10  
 Edif Gimnis 10 Torre Norte Nivel 12, Of 1206  
 Guatemala, Guatemala  
 Tel 5022-353-372  
 Fax 5022-353-372

**HONDURAS**

Honduran-American Chamber of Commerce  
 Hotel Honduras Maya, Apdo Pos 1838  
 Tegucigalpa, Honduras  
 Tel 504-23-70-43  
 Fax 504 32-20-31

Honduran-American Chamber of Commerce  
 Centro Bella Aurora, Apdo Postal 1209  
 San Pedro Sula, Honduras  
 Tel 504-654-0164

**JAMAICA**

American Chamber of Commerce of Jamaica  
 The Wyndham Hotel  
 77 Knutsford Boulevard  
 Kingston 5 Jamaica  
 Tel 1-809-926 7866/67  
 Fax 1-809 929-8597

**MEXICO**

American Chamber of Commerce in Mexico  
 Mailing address in the U S  
 P O Box 60326 Apdo 113  
 Houston Texas 77205-1794  
 Tel 525-724-3800  
 Fax 525-703-3908

American Chamber of Commerce in Mexico  
 Avda Moctezuma #442  
 Col Jardines del Sol  
 45050 Zapopan, Jalisco, Mexico  
 Tel 5236-34 6606  
 Fax 5236-34-7374

American Chamber of Commerce in Mexico  
 Picacho 760 Despachos 4 y 6 Col OBSSpado  
 Monterrey N L Mexico  
 Tel 5283-48-7141/4749  
 Fax 5283 48-5574

**NICARAGUA**

American Chamber of Commerce of Nicaragua  
 Apdo 202  
 Managua, Nicaragua  
 Tel 5052 67-30-99  
 Fax 5052-67 30-98

**PANAMA**

American Chamber of Commerce & Industry of  
 Panama  
 Apartado 168, Estafeta Balboa  
 Panama 1 Republic of Panama  
 Tel 507-69-3881  
 Fax 507-23-3508

**PARAGUAY**

Paraguayan-American Chamber of Commerce  
 Edif El Faro Internacional P 4  
 Asunción Paraguay  
 Tel 59521-422-132-136  
 Fax 59521-422-135

**PERU**

American Chamber of Commerce in Peru  
 Avenida Ricardo Palma 836 Miraflores  
 Lima 18, Per  
 Tel 5114-47 9349  
 Fax 5114-47-9352

**URUGUAY**

Chamber of Commerce Uruguay-U S A  
 Calle Bart lome Mitre 1337  
 Casilla de Correo 809  
 Montevideo Uruguay  
 Tel 5982-95-90-59  
 Fax 5982-95-90-59

**VENEZUELA**

Venezuelan-American Chamber of Commerce and  
 Industry  
 Torre Credival Piso 10  
 2da. Avenida de Campo Alegre Apartado 5181  
 Caracas 1010A Venezuela  
 Tel 582-263 0833  
 Fax 582-263-1829

## **XI. FOREIGN CHAMBERS OF COMMERCE IN THE U.S.**

### **ARGENTINA**

Argentina-American Chamber of Commerce  
10 Rockefeller Plaza, Tenth Floor  
New York, NY 10020  
Tel 212/698 2238  
Fax 212/698-2239

### **BRAZIL**

Brazilian-American Chamber of Commerce  
22 West 48th Street Room 404  
New York, NY 10036  
Tel 212/575-9030  
Fax 212/921-1078

Brazilian-American Chamber of Commerce  
80 Southwest Eighth Street, Suite 1800  
Miami FL 33130  
Tel 305/579-9030

### **COLOMBIA**

Colombian-American Association Inc  
150 Nassau Suite 2015  
New York, NY 10038  
Tel 212/233-7776  
Fax 212/233-7779

### **ECUADOR**

Ecuadorean-American Association Inc  
150 Nassau Suite 2015  
New York, NY 10038  
Tel 212/808 0978  
Fax 212/233-7779

### **GUATEMALA**

Guatemala U S Trade Association  
299 Alhambra Circle #207  
Coral Gables FL 33134  
Tel 305/443-0343  
Fax 305/443-0699

### **MEXICO**

Mexican Chamber of Commerce of Arizona  
P O Box 626  
Phoenix AZ 85001  
Tel 602/252-6448

Mexican Chamber of Commerce  
125 Paseo de La Plaza, Room 404  
Los Angeles CA 90012  
Tel 310/826-9898  
Fax 310/826 2876

U S -Mexico Chamber of Commerce  
1211 Connecticut Avenue N W  
Washington, D C 20036  
Tel 202/296 5198  
Fax 202/822 0075

### **PERU**

Peruvian-American Association  
50 West 34th Street  
New York, NY 10036  
Tel 212/964-3855

### **TRINIDAD AND TOBAGO**

Trinidad and Tobago Chamber of Commerce  
c/o Trintoc Services, Ltd  
400 Madison Avenue Room 803  
New York, NY 10016  
Tel 212/759-3388  
Fax 212/319-9677

## **REGIONAL CHAMBERS OF COMMERCE**

### **LATIN AMERICA**

Council of the Americas  
680 Park Avenue  
New York, NY 10021  
Tel 212/628-3200  
Fax 212/517-6247

Houston Inter-American Chamber of Commerce  
510 Bering Drive, Suite 300  
Houston TX 77057  
Tel 713/975-6171  
Fax 713/975-6610

Latin Chamber of Commerce  
1417 West Flagler Street  
Miami FL 33135  
Tel 305/642-3870  
Fax 305/541-2181

Latin American Manufacturing Association  
419 New Jersey Avenue S E  
Washington D C 20003  
Tel 202/546-3803  
Fax 202/546-3807

Pan American Society of the United States Inc  
680 Park Avenue  
New York, NY 10021  
Tel 212/249-8950  
Fax 212/517 6247

U S Hispanic Chamber of Commerce  
1030 15th Street N W Suite 206  
Washington D C 20005  
Tel 202/842-1212  
Fax 202/842-3221

## XII. INTERNATIONAL TRADE ORGANIZATIONS

(Issued by the Department of Commerce's NTDB)

Listed below are a selected group of organizations that help businesses engage in international trade. In addition, local international trade organizations are abundant throughout the United States. These groups usually meet on a regular basis, sponsor seminars, and support their members' international trade interests. Contact the Federation of International Trade Associations (see below) for the international trade association in your area.

### **American Association of Exporters and Importers (AAEI)**

11 West 42nd Street  
New York, NY 10036  
Tel 212/944-2230  
Fax 212/382-2606

AAEI provides its member firms with information on trade regulations, legislation, and international developments affecting business through weekly and quarterly publications. AAEI also testifies before Congress and other levels of government to address international trade-related problems. Membership consists of multinational, medium- and small-size firms representing a broad cross section of industry sectors.

### **U S Chamber of Commerce of the United States**

International Division  
1615 H Street N W  
Washington, D C 20062  
Tel 202/463-5460  
Fax 202/463-3114

The U S Chamber of Commerce represents American business. It lobbies the U S government for specific trade policies and sponsors a number of conferences. The U S Chamber also supports a number of country- or regional-specific Chambers of Commerce.

### **National Association of Export Companies (NEXCO)**

P O Box 1330 Murray Hill Station  
New York, NY 10156  
Tel 212/725 3311  
Fax 212/725-3312

Membership consists of exporting companies. The organization holds monthly meetings in New York, although membership is nationwide, and communicates through a monthly newsletter.

### **National Customs Brokers and Forwarders Association of America (NCBFAA)**

One World Trade Center Suite 1153  
New York, NY 10048  
Tel 212/432-0050  
Fax 212/432 5709

NCBFAA, a membership organization of customs brokers and forwarders, sells its membership list, which can assist in locating customs brokers and freight forwarders in your area.

### **National Foreign Trade Council (NFTC)**

1625 K Street N W  
Washington D C 20006  
Tel 202/887 0278  
Fax 202/452-8160

NFTC's membership consists of about 500 U S manufacturing corporations and service companies having international operations or interests.

### **Small Business Exporters Association (SBEA)**

4603 John Taylor Court  
Annandale, VA 22003  
Tel 703/642-2490  
Fax 703/750 9655

SBEA is a trade association representing small- and medium size exporters

**United States Council for International Business**

1212 Avenue of the Americas 21st Floor

New York, NY 10026

Tel 212/354-4480

Fax 212/575-0327

The Council a membership organization is the U S affiliate of the International Chamber of Commerce which monitors and facilitates trade worldwide The Council also oversees the Interstate Commerce Commission's Temporary Admission Carnet System which simplifies customs procedures governing the temporary exportation of commercial product samples

**World Trade Centers Association (WTCA)**

One World Trade Center 35th Floor

New York, NY 10048

Tel 212/432-2626

Fax 212/488 0064

WTCs are located around the world including Centers throughout the United States and Mexico One of the ways in which WTCs encourage global trade is through the World Trade Centers trade lead data bank and messaging system NETWORK World Trade Center members receive office support services consultant services conferences and reciprocal membership services at WTCs globally

**Federation of International Trade Associations (FITA)**

1851 Alexander Bell Drive

Reston VA 22091

Tel 703/391-6108

FITA can assist you in locating an international trade association in your geographic area

## XIII. USEFUL INTERNET SITES

### Argentina

*Argentina Information Source*

<http://gripco.com/index.htm>

*Argentina Business*

<http://www.invertir.com/index.html>

*Latin America on the Net Argentina*

<http://www.latinworld.com/sur/argentina/>

*Big Emerging Market Information*

<http://www.stat-usa.gov/bems/bemsarg/bemsarg.html>

### Bolivia

*Bolivia Business Online*

<http://www.boliviabiz.com/boliviabiz.htm>

*Latin America on the Net Bolivia*

<http://www.latinworld.com/sur/bolivia/>

*Bolivian Times*

<http://latinwide.com/boltimes/>

*Bolivian WWW Sites and Commercial Sites*

<http://jaguar.pg.cc.md.us/websites.html>

*La Estrella del Oriente*

<http://la-estrella.com>

### Brazil

*Brazilian Info Sources on the Internet*

<http://www.brasil.emb.nw.dc.us/PATRI/hotsite.htm>

*Big Emerging Market Information*

<http://www.stat-usa.gov/bems/bemsbraz/bemsbraz.html>

*Latin America on the Net Brazil*

<http://www.latinworld.com/sur/brasil/>

*American Chamber of Commerce in Brazil*

<http://www.amcham.com.br>

*Brazil Financial Wire*

<http://www.agemado.com>

*Brazilian Embassy*

<http://www.brasil.emb.nw.dc.us/home.htm>

*Gazeta Mercantil*

<http://www.gazetamercantil.com.br/index.htm>

### **Brazilian Government Sites**

*Finance Ministry*

<http://www.fazenda.gov.br/ingles/welc.html>

*IBGE, National Statistics Agency*

<http://www.ibge.gov.br>

*Institute of Applied Economic Research (economic data)*

<http://www.ipea.gov.br/>

*The National Bank for Economic and Social Development*

<http://www.bndes.gov.br/>

### Chile

*Latin America on the Net Chile*

<http://www.latinworld.com/sur/chile/>

*International Business Practices in Chile*

<http://www.smartbiz.com/sbs/arts/bpr14.htm>

*Trade and Investment Guide Chile*

<http://www.gekkonet.com/CHIPtrade/index.html>

## **Costa Rica**

### ***General Information***

<http://www.info.co.cr/>  
<http://www.cocori.com>

### ***Latin America on the Net - Costa Rica***

<http://www.latinworld.com/centro/costarica/>

## **Cuba**

### ***CubaNet***

<http://www.cubanet.org/>

### ***Latin America on the Net - Cuba***

<http://www.latinworld.com/caribe/cuba/>

## **Dominican Republic**

### ***D R One***

<http://www.dr1.com/>

### ***Latin America on the Net - Dominican Republic***

<http://www.latinworld.com/caribe/rdominicana/>

## **Ecuador**

### ***Ecuador General Information Source***

<http://www.globescope.com/ecuador/index.html>

### ***Business Monitor***

[http://www.businessmonitor.co.uk/bbp\\_index/ecuador/](http://www.businessmonitor.co.uk/bbp_index/ecuador/)

## **El Salvador**

### ***El Salvador Business***

<http://www.wtg-online.com/country/sv/bus.html>

### ***Latin America on the Net - El Salvador***

<http://www.latinworld.com/centro/elsalvador/>

## **Guatemala**

### ***Guatemala Online***

<http://www.quetzalnet.com/>

### ***Latin America on the Net - Guatemala***

<http://www.latinworld.com/centro/guatemala/>

### ***Guatemala Central America Online***

<http://www.pronet.net.gt>

## **Guyana**

### ***Guyana News and Information***

<http://www.guyana.org>

### ***News***

<http://www.nacion.co.cr/>

### ***CubaWeb***

<http://www.cubaweb.cu/>

### ***Cuba Online***

<http://www.shopmiami.com/cubaol>

### ***Hispanet***

<http://www.hispanet.com/index.html>

### ***Trade Information***

<http://www.tradeport.org/cgi-bin/banner.pl/ts/countries/dominicanrep/index.html>

### ***El Comercio***

<http://www.elcomercio.com>

### ***LANIC El Salvador***

<http://lanic.utexas.edu/la/ca/salvador/>

### ***GUATEMALA Business Directory***

<http://www.centramerica.com/guatemala/directory.htm>

### ***Prensa Libre***

<http://www.prensalibre.com/>

### ***International Business Practices in Guatemala***

<http://www.smartbiz.com/sbs/arts/bpr12.htm>

### ***LANIC Guyana***

<http://lanic.utexas.edu/la/sa/guyana/>

## Haiti

### *Center for International Policy*

Haiti Program

<http://www.us.net/cip/haiti.htm>

### *Centre Haitien de Recherches et de Documentation*

<http://w3.iprolink.ch/chrd/>

### *LANIC Haiti*

<http://lanic.utexas.edu/la/cb/haiti/>

### *Haiti en Marche*

<http://home.earthlink.net/~hem/index.html>

## Honduras

### *Latin America on the Net Honduras*

<http://www.latinworld.com/centro/honduras/>

### *Honduras This Week*

<http://www.marrder.com/htw/>

### *Red Nacional HONDUnet*

<http://www.hondunet.net/>

## Jamaica

### *Establishing a Business in Jamaica*

<http://mfg-law.com/guides.html>

### *LANIC Jamaica*

<http://lanic.utexas.edu/la/cb/jamaica/>

## Mexico

### *LANIC Mexico*

<http://lanic.utexas.edu/la/mexico/>

### *Latin America on the Net Mexico*

<http://www.latinworld.com/norte/mexico/>

### *Big Emerging Market Information*

<http://www.stat-usa.gov/bems/bemsmex/bemsmex.html>

## **Government Sites**

### *Official Economic Information*

<http://www.shcp.gob.mx>

### *INEGI, National Statistics Agency*

<http://www.inegi.gob.mx>

### *Mexico Business Center*

<http://www.mexicoool.com/business/>

### *Red de Informacion Rural - Mexico*

<http://www.laneta.apc.org/rir/>

## Nicaragua

### *Central Bank*

<http://www.bcn.gob.ni/>

### *Nicaragua Online*

<http://www.nicaragua-online.com/>

### *Latin America on the Net Nicaragua*

<http://www.latinworld.com/centro/nicaragua/>

### *LANIC Nicaragua*

<http://lanic.utexas.edu/la/ca/nicaragua/>

## Paraguay

### *Business Monitor*

[http://pyramid.businessmonitor.co.uk/bbp\\_index\\_paraguay](http://pyramid.businessmonitor.co.uk/bbp_index_paraguay)

y

### *LANIC Paraguay*

<http://lanic.utexas.edu/la/sa/paraguay/>

### *Latin America on the Net Paraguay*

<http://www.latinworld.com/sur/paraguay/>

## **Peru**

*Latin America on the Net Peru*  
<http://www.latinworld.com/sur/peru/>

*LANIC Peru*  
<http://lanic.utexas.edu/la/peru/>

## **COPRI**

*El Programa de Privitizacion*  
<http://www.copri.gob.pe/>

# **LATIN AMERICAN SITES**

## **TRADE AND ECONOMIC**

*Latin America Network Information Center (LANIC)*  
<http://lanic.utexas.edu/>

*SBA Online*  
<http://www.sba.gov>

*Trade Port Information*  
<http://www.tradeport.org/ts/countries/>

*Department of Foreign Affairs and International Trade*  
<http://www.dfait-maeci.gc.ca/english/geo/lac/menu.htm>

*Access Latin America*  
[http://www.access-trade.com/access\\_latin\\_america\\_frame.htm](http://www.access-trade.com/access_latin_america_frame.htm)

*Big Emerging Markets (BEMs)*  
<http://www.stat-usa.gov/itabems.html>  
Latin American BEMs Argentina, Brazil and Mexico

*Comision Economica para America Latina y el Caribe*  
<http://www.eclac.cl>

*Customs Guide to the Americas 1996*  
<http://americas.fiu.edu/customs>

*Florida Trade Data Center*  
<http://www.flatrade.org/>

## **FINANCE AND INVESTMENT**

*Banker's Association for Foreign Trade*  
<http://www.miep.org/axcap>

Access to Export Capital Program (AXCAP)  
*Export Import Bank of the United States*  
<http://www.exim.gov>

*FINWeb*  
<http://www.finweb.com/>

*Investment Sources*  
<http://galaxy.einet.net>

*Inter-American Development Bank*  
<http://www.iadb.org>

*International Trade Law Monitor*  
<http://itl.irv.uiu.no/>

*Latin American Trade Council of Oregon (LATCO)*  
<http://www.latco.org>

*Latin World*  
<http://www.latinworld.com>

*PRS Online*  
<http://www.countrydata.com>

*SICE -Organization for American States*  
<http://www.sice.oas.org/root/stidre.stm>

*Trade Point USA*  
<http://www2.tpusa.com>

*Unibex*  
<http://www.unibex.com>  
U S Chamber of Commerce s electronic commerce service

USAID Selected Economic and Social Data  
<http://www.info.usaid.gov/regions/lac/sesd/index.html>

*Overseas Private Investment Corporation*  
<http://www.opic.gov>

*Small Business Development Centers- Contact Information by State*  
<http://www.smallbiz.suny.edu/roster.htm>

*U S Trade and Development Agency*  
<http://www.tda.gov>

*Warner Financial Network*  
<http://www.wfnet.com>

*World Bank*  
<http://www.worldbank.org>

## **ENVIRONMENT**

***Caribbean Environment and Sustainable Development***  
<http://isis.uwimona.edu/jm/cesd/>

***Environment and Natural Resource Information Center (USAID)***  
<http://www.info.usaid.gov/enric/>

***Environment Virtual Library***  
<http://earthsystems.org/Envvirlists.html>

***Island Resources Foundation***  
<http://www.irf@irf.org/>

Island Resources Foundation a private non-profit organization based at Red Hook on the East End of St Thomas US Virgin Islands dedicated to solving the environmental problems of development in small tropical islands The Foundation was founded by Dr Edward L Towle Ph D in 1972 [Biodiversity Conservation] [Information and GIS] [Resource Management]

***Island Systems, Inc.***  
[http://www.islandsystems.com/related\\_links.html/](http://www.islandsystems.com/related_links.html/)

***Caribbean Conservation***  
<http://ccturtle.org/>

Caribbean Conservation hopes to make this site a source of information and enlightenment for the world to understand our mission Over the next few months we will be adding many sources of information designed to help increase understanding of the plight of sea turtles tropical birds and other species in the Caribbean basin and the Costa Rica rainforests Please select from the options below and be sure to visit us regularly as we construct and update this site Links include CARIBBEAN WEEK Pan Caribbean coverage of news business politics tourism lifestyle culture][GENERAL REGIONAL INFORMATION]

- Caribbean/American Links - Caribbean Businesses in North America
- Caribbean Business Intelligence - An excellent resource

## **INFORMATION TECHNOLOGY**

***FUNREDES***  
<http://funredes.org>

FUNREDES mission is to promote and facilitate the use of Newer Information and Communication Technologies (NICT) in developing countries and especially in Latin America and the Caribbean together with international organizations NGO's governments public and private interested institutions etc with the purpose of contributing to the regional development and integration

## **REFERENCE AND UNIVERSITIES**

***Handbook of Latin American Studies Online***  
<http://lcweb2.loc.gov/hlas/>

The U S Library of Congress Hispanic Division has recently made all volumes from 1935 onward of its Handbook of Latin American Studies available for searching on the web "The multidisciplinary Handbook alternates annually between the social sciences and the humanities Each year more than 130 academics from around the world choose over 5 000 works for inclusion in the Handbook

***Harvard***  
[gopher://gopher.harvard.edu](http://gopher.harvard.edu)

***John Hopkins***  
***The Latin America Development Archive***  
<http://www.jhu.edu/~soc/ladark.html>

Welcome to LADARK the Latin America Development Archive at Johns Hopkins University LADARK contains data sets and other information useful to social scientists who are doing research on Latin American development

- \* Information on Organizations Involved with Latin America
- \* Other Internet Resources on Latin America (gopher link)

***University of Miami North-South Center***  
<http://www.miami.edu/nsc>

***Global Recycling Network***  
<http://grn.com/grn/>  
[trade leads, environmental industry]

***GreenPages***  
<http://eco-web.com/index.html>  
The global directory for environmental technology

## **JUSTICE**

*The Rule of Law Online*

<http://www.rol.org>

## **TRADE SHOW INFORMATION**

*Trade Show Central*

<http://www.tscentral.com>

*Guide to Internet Trade Leads and Trade Shows*

[http://www.ita.doc.gov/how\\_to\\_export/leads.html](http://www.ita.doc.gov/how_to_export/leads.html)

*International Trade Administration's Trade Events Calendar*

<http://infoserv2.ita.doc.gov/epc.nsf>

# **XIV. 1998 TRADE SHOWS & CONFERENCES**

## **March 1998**

**Miami 1998 Link to the Americas** (Latin American Information Technology Conference)

Dates March 4-7 1998

Location Miami Florida

Contact Tel (305) 529-0066 Fax (305) 529-2280

**ALIMEXPO '98** (International nutrition and food packaging fair)

Dates March 24-28

Location Havana, Cuba

Contact Tel [53] (7) 215-513/210-758 Fax [53] (7) 219 065/331-657

**AGROINDUSTRIA '98** (International agriculture industry fair)

Dates March 26 - April 5

Location Talca, Chile

Contact FIMAULE [56] (71) 222-437 Fax [56] (71) 222-421

**InterCom '98** (11<sup>th</sup> Consecutive Telecommunications/Datacom Event)

Dates March 2-3

Location Miami Florida

Contact Intercom/Latcom Tel (305) 670-9444 Fax (305) 670-9459 E-mail [intercom@att.net](mailto:intercom@att.net)

**Feria Internacional de San Jose de David** (Agri Int l Fair)

Dates March 12-22

Location Chiriqui Republica de Panama

Contact Feria Internacional Tel (507) 775-3532 Fax (507) 775 5428

**SAUDE BRASIL** (Hospital & Medical Technology Pharmaceuticals & Laboratory Equipment Health & Fitness)

Dates March 18-21

Location Rio De Janeiro Brazil

Contact Submit an information request via the internet to Trade Show Central at <http://www.tscentral.com>

## **April 1998**

**XIX Hemispheric Congress of Latin Chambers of Commerce & Industry**

Dates April 22-25

Location Miami Florida

Contact Latin Chambers of Commerce (CAMACOL) Tel (305) 642-3870 Fax (305) 642-0653

**DigiCom '98** (Latin American/Caribbean Digital Telecom Forum)

Dates April 28-30

Location Caracas Venezuela

Contact Intercom/Latcom Tel (305) 670-9444 Fax (305) 9459 E-mail [intercom@att.net](mailto:intercom@att.net)

**ENVIRONMEX** (Environmental Technology)

Dates April

Location Monterrey, Mexico

Contact Submit an information request via the internet to Trade Show Central at <http://www.tscentral.com>

**TECNOTRON** (Featuring office equipment informatics telecommunications equipment)

Dates April annually

Location Lima, Peru

Contact Feria Internacional del Pacifico Apartado 4404 Lima 100

Tel 51-14-528 140 Fax 51-14 523-907

**Venezuela Comexpo** (Featuring computers and telecommunications equipment)

Dates April annually

Location Caracas Venezuela

Contact Marketing International Corporation 200 N Glebe Road Arlington VA 22203

Tel (703) 527 8000 Fax (703) 527-8006

**Waste Water Trade Mission** (Pollution Control Equipment and Water Resources Equipment)

Dates April 12-18

Location Sao Paulo Brazil

Contact Deborah Anderson Tel (202) 482 2736

**May 1998**

**AACCLA Annual Corporate Briefing**

Dates May 13

Location Washington DC

Contact Association of American Chambers of Commerce in Latin America (AACCLA)

Tel (202) 463 5485 Fax (202) 463 3126

**PRO ECO** (Environmental Technology)

Dates May

Location Monterrey Mexico

Contact Submit an information request via the internet to Trade Show Central at <http://www.tscentral.com>

**COMPUEDICION** (Featuring information technology products)

Dates May

Location Mexico City Mexico

Contact IDG World Expo, 111 Speen St, Box 9107 Farmington MA 01701-9107

Tel (508) 879 6700 Fax (508) 872-8237

**TELNETS** (Featuring information technology and networking products)

Dates May

Location Monterrey, Mexico

Contact LATCOM 9200 S Dadeland Blvd #309 Miami FL 33156-2703

Tel (305) 670-9444 Fax (305) 670-9459

**June 1998**

**Energy Brazil '98** (International exhibition for power generation transmission and distribution)

Dates June 9-11 1998

Location Rio de Janeiro Brazil

Contact Tel [55] (21) 533-1183 Fax [55] (21) 533-6409

**Environment Brazil '98** (International exhibition for environmental technologies)

Dates June 9-11 1998

Location Rio de Janeiro Brazil

Contact [55] (21) 533-1183 Fax [55] (21) 533-6409 August 1998

**EIME '98** (Electrical Energy Dynamic Factor of Regional Integration)

Dates June 23-26 1998

Location Buenos Aires Argentina

Contact EIME [54] {1} 322-5707 Fax [54] {1} 322-0916

**USA/MEXICO Industrial Expo**

Dates June

Location Monterrey, Mexico

Contact Submit an information request via the internet to Trade Show Central at <http://www.tscentral.com>

**ENVIROTECH**

Dates June

Location Rio De Janeiro, Brazil

Contact Submit an information request via the internet to Trade Show Central at <http://www.tscentral.com>

**Hospitalar '98** (Featuring medical instruments equipment and supplies)

Dates June 1

Location Sao Paulo Brazil

Contact Deborah Anderson Tel (202) 482-2736

**July 1998**

**EXPOSAUDE** (Hospital & Medical Technology Pharmaceuticals & Laboratory Equipment)

Dates July

Location Sao Paulo Brazil

Contact Submit an information request via the internet to Trade Show Central at <http://www.tscentral.com>

**INFOTELECOM** (Featuring information technology and telecommunications products)

Dates Annually June or July

Location Buenos Aires Argentina

Contact Commercial Section U S Embassy Buenos Aires Unit 1425 APO AA 34034

Tel 54-1-774-7611 Fax 54-1-775-6040

**August 1998**

**CosCom '98** (Telecom Conference & Exhibition)

Dates August 19-21

Location San Jose Costa Rica

Contact Intercom/Latcom Tel (305) 670-9444 Fax (305) 9459 E-mail [intercom@att.net](mailto:intercom@att.net)

**RURAL '98** (Featuring agricultural machinery and equipment, general industrial equipment)

Dates August 1

Location Buenos Aires Argentina

Contact Deborah Anderson Tel (202) 482-2736

**September 1998**

**CaribeCom '98** (Caribbean Regional Telecommunications Forum)

Dates September 23-25

Location San Juan Puerto Rico

Contact Intercom/Latcom Tel (305) 670-9444 Fax (305) 9459 E-mail [intercom@att.net](mailto:intercom@att.net)

**GrowTech Americas '98** (Agriculture forestry horticulture and fishing industry event)

Dates September 16-18

Location Miami Florida

Contact Boston RAI Tel (617) 973-5125 Fax (617) 973-5126

**ENVIRO-PRO EXPO/MEXICO** (Environmental Technology)

Dates September

Location Mexico City, Mexico

Contact Submit an information request via the internet to Trade Show Central at [http //www tscentral com](http://www.tscentral.com)

**FICOPAM**

Dates September

Location Sao Paulo, Brazil

Contact Submit an information request via the internet to Trade Show Central at [http //www tscentral com](http://www.tscentral.com)

**Exposicion Agricola Ganadera e Industrial del Mercosur** (Agriculture)

Dates September

Location Mercosur Argentina

Contact Submit an information request via the internet to Trade Show Central at [http //www tscentral com](http://www.tscentral.com)

**October 1998**

**TelNets '98** (Annual Telecom Forum)

Dates October 13-15

Location Mexico City, Mexico

Contact Intercom/Latcom Tel (305) 670-9444 Fax (305) 9459 E-mail [intercom@att.net](mailto:intercom@att.net)

**First Caribbean & Latin American Trade Fair & Conference**

(Building & Materials 98/Health Safety & Environment)

Dates October 21 23

Location Curacao Netherlands Antilles

Contact InterExpo Curacao Tel 599 9 4611 1766 Fax 599 9 461 3506

**Encuentro Las Americas '98** (Inter-American Business Matchmaker and Trade Expo)

Dates October

Location New Orleans Louisiana

Contact World Trade Center Tel (504) 565-7230 Fax (504) 523-2411

**CARIBECOM** (Featuring information technology telecommunications networking and software products)

Dates October

Location San Juan Puerto Rico

Contact LATCOM 92000 South Dadeland Blvd #309 Miami FL 33156

Tel (305) 670 9444 Fax (305) 670-9459

**Santiago International Trade Fair** (Largest horizontal trade fair in Chile)

Dates October annually

Location Santiago Chile

Contact Commercial Section U S Embassy Santiago Unit 4127 APO AA 34033

Tel 56-2-671-0133 Fax 56-2-697-2051

**November 1998**

**ENERLAC '98** (Energy Conference of Latin America and the Caribbean)

Dates November

Location Caracas Venezuela

Contact Latin American Energy Organization (OLADE) Quito Tel (593 2) 595 674 Fax (593 2) 539 684

**ECOTECNIA** (Environmental Technology)

Dates November

Location Lima, Peru

Contact Submit an information request via the internet to Trade Show Central at [http //www tscentral com](http://www.tscentral.com)

**December 1998**

**22<sup>nd</sup> Annual Miami Conference on the Caribbean and Latin America**

Dates December 6-10 (tentative)

Location Miami Florida

Contact Caribbean/Latin American Action Tel (305) 466-7464 Fax (202) 822 0075

**WORLD ECOTOUR** (Environmental Technology, Travel and Tourism)

Dates December 6-9

Location Salvador, Brazil

Contact Submit an information request via the internet to Trade Show Central at [http //www tscentral com](http://www.tscentral.com)

**January 1999**

**ECOBRAZIL**

Dates January

Location Sao Paulo Brazil

Contact Submit an information request via the internet to Trade Show Central at [http //www tscentral com](http://www.tscentral.com)