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# **USAID Andean Regional Trade Capacity Building Program:**

## **Final Report**

October 1, 2005 to June 19, 2006

**June 2006**

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## **DISCLAIMER**

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# Acronyms

ATPDEA	Andean Trade Promotion and Drug Eradication Act
CRECER	Creating Conditions for Economic Revitalization
CTO	Chief Technical Officer
FTA	Free Trade Agreement
INDECOPI	Instituto Nacional de Defensa de la Competencia y de la Protección de la Propiedad Intelectual
ILO	International Labor Organization
INEN	Instituto Ecuatoriano de Normalización
IPR	Intellectual Property Rights
ISO	International Standards Organization
MSME	Micro, small, and medium enterprises
MTPE	Ministry of Labor and Employment Promotion
TBT	Technical Barriers to Trade
TCB	Trade Capacity Building
TLC	Tratado de Libre Comercio
TOR	Terms of Reference
USAID	United States Agency for International Development
WTO	World Trade Organization



# Introduction and Executive Summary

During September and October 2005, Proyecto CRECER, at the request of USAID/Peru, ended its bilateral activities, reduced its staff, and began implementing a series of regional trade capacity building (TCB) activities that had been proposed in mid-2005. This report covers those regional activities, which were implemented by CRECER<sup>1</sup> from October 2005 through June 2006. The results of bilateral activities administered by CRECER during this period were provided under a separate report to USAID.

The downsized CRECER staff included a part-time project manager based in the United States, four administrative and technical staff, and one part-time accountant in Lima. Together, the team administered the regional program through 21 workshops and seminars, numerous studies, and several subcontracts. These projects were undertaken through 13 consultancies, subcontracts, and grants, which are summarized in Appendix A.

The regional program was scheduled to conclude on February 28, 2006, but USAID extended the task order three times to its final end date of June 19, 2006, in response to a request for more time to implement regional activities and the additional bilateral projects. Key implementation dates and detailed information on these projects are provided in the calendar in Appendix B. This report summarizes the objectives and results of each project and offers some general observations. The products and deliverables listed in Appendix C have been provided to USAID in electronic and hard copy formats.

During the past eight months, the Regional TCB Program implemented training sessions in three free trade agreement (FTA)-related areas—technical barriers to trade, labor rights, and intellectual property rights—educating 709 public and private sector officials Colombia, Ecuador, and Peru.<sup>2</sup> The program also conducted a number of studies and developed institutional reform proposals for strengthening FTA implementation capacities. Through these activities and deliverables, as well as persistent coordination with stakeholders, CRECER expanded USAID's

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<sup>1</sup> Outside of Peru, Proyecto CRECER is known as USAID's Regional TCB Program, though it includes regional and bilateral programs.

<sup>2</sup> Because of political circumstances, USAID/Bolivia was unable to approve the TCB packages proposed by CRECER.

regional technical assistance activities, provided specific support for the FTA and made small, but important contributions toward the Agency's bilateral objectives in each country.

While CRECER's inputs and training were important in fostering economic development and trade in the region, governments of Andean countries will need encouragement and support in making the tough political decisions necessary to build on them and put them to use. In addition, any future regional TCB program will require a stronger physical presence in each country and better "buy-in" from each Mission to ensure that the program meets national objectives, is timely for and consistent with regional objectives, and serves as an integral complement to bilateral technical assistance. These and other observations are elaborated on throughout the report.

## 2. Regional Activities

The Andean Regional TCB Program's portfolio was approved on October 7, 2005 and was scheduled to conclude on February 28, 2006. With a budget of \$1.2 million, CRECER was to carry out short-term activities to support the governments of Bolivia, Colombia, Ecuador, and Peru with the implementation of free trade agreement (FTA) obligations in technical barriers to trade (TBT), labor inspections and outreach, and intellectual property rights (IPR).

Adapting regional TCB projects to the bilateral agendas of each USAID Mission, responding to frequent changes of leadership in the Andean governments, and working within an extremely short timeframe presented CRECER with a number of operational challenges. For example, Colombia and Ecuador used certain elements of the regional program's package of proposed labor activities but also implemented their own bilateral projects for labor. To avoid duplication or inconsistency, CRECER had to coordinate closely with USAID and the bilateral programs. When decisions makers in the Ministries of Labor in Peru and Ecuador resigned early in the technical assistance design process, planned follow-on activities for management reform had to be reevaluated by their replacements and were therefore delayed.

Nevertheless, with the contract extended to June 19, 2006, the Regional TCB Program implemented important technical assistance activities in Colombia, Ecuador, and Peru. In addition to the reports and institutional development proposals listed in Appendix C, the program conducted 21 training events for more than 700 public and private sector officials (Table 1).

### **TECHNICAL BARRIERS TO TRADE**

The TBT chapter of the U.S.–Andean FTA replicates obligations under the WTO TBT Agreement. Accordingly, TBT was a subject that could be addressed even while the FTA with the United States was under negotiation. The need for technical assistance in this area was confirmed by members of the TCB working group. The TBT Agreement seeks to ensure that governments issue technical regulations (i.e., obligatory standards) through a transparent and open process so as not to create unnecessary barriers to trade. From a development standpoint, standards are important in ensuring that exported products meet the requirements of developed country markets and that companies have the capacity to produce goods that can compete against similar imports. The Regional TCB Program undertook the following TBT activities<sup>2</sup>:

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<sup>2</sup> The basis for these activities was developed in a detailed diagnostic on the broad issue of standards and the status of TBT implementation in the four Andean countries, completed in May 2005.

Table 1. Number and Gender of Participants in Regional TCB Training Activities (October 2005–May 2006)

	Total	Men	Women
<b>TBT WORKSHOPS</b>	<b>497</b>	244	153
Peru			
Huancayo (private sector)	50	33	17
Lambayeque-Chiclayo (private sector)	58	34	24
Arequipa (private sector)	33	23	10
Iquitos (private sector)	47	29	18
Lima			
1. General public sector training	46	37	9
2. Software training (public sector)	34	19	15
Colombia			
Bogota ( general public sector training)	25	14	11
Ecuador			
Quito			
1. Software training (public sector)	25	14	11
2. Private sector	12	6	6
3. General public sector training	48	30	18
4. INEN conference	100	NA*	NA*
Guayaquil (private sector)	19	5	14
<b>LABOR MANAGEMENT WORKSHOPS**</b>	<b>86</b>	66	20
Lima (kick-off workshop)	13	9	4
Peru			
Lima (Workshop 1)	17	13	4
Lima (Workshop 2)	16	12	4
Ecuador			
Quito (Workshop 1)	20	17	3
Quito (Workshop 2)	20	15	5
<b>IPR MSME SEMINARS</b>	<b>126</b>	67	49
Peru			
Lima	15	10	5
Piura	40	24	16
Trujillo	40	24	16
Arequipa	31	19	12
Total composition (%)	100	69	31
<b>Total trained</b>	<b>709</b>	<b>377</b>	<b>222</b>

(\*) This event was organized by INEN. A list of participants is not available.

(\*\*) Roundtable sessions with labor officials to develop a new organizational management strategy.

- Workshops for regulatory officials in Colombia, Ecuador, and Peru on the transparency and notification obligations established by the WTO and FTA, and effective regulatory development procedures.
- Design and implementation of intranet software to facilitate coordination among regulatory agencies and strengthen communications with the TBT notification point in Ecuador and Peru. The project also provided a user manual and installation training.
- Seminars for the private sector in Ecuador (Quito, Guayaquil) and Peru (Chiclayo, Huancayo, Arequipa, and Iquitos) on the role of quality standards in competitiveness, the objectives of the TBT Agreement, and conformity assessment procedures.

**Results and Observations.** Detailed summaries of each seminar, including survey results, participant profiles, and general comments were delivered to USAID Missions (see Appendix C). The 12 workshops and seminars attracted 497 participants, who gave the instructors high marks for their knowledge and organization. The public sector seminars represented the first opportunity for various regulatory agencies within each government to meet and discuss the TBT Agreement's obligations and transparency requirements. The survey responses made it clear that many officials were unaware of these obligations and required more training on specific areas related to TBT (e.g., risk analysis, conformity assessment procedure).

The intranet software system will help to ensure ongoing dialogue and exchange of information between regulatory agencies and the Ministry of Trade, which is responsible for notifying technical regulations to the United States and WTO members. Both Ecuador and Peru have begun implementing a pilot program with key regulatory agencies as a first step towards broader use. We recommend that USAID follow up with the ministries' TBT officials to encourage full implementation of the intranet system. In addition, we believe that ongoing coordination and training on standards development will be particularly necessary in the public sector, and that the trade ministries will need to exert political leadership to ensure that the regulatory agencies in their governments meet the obligations of the TBT chapter.

## LABOR

The objective of the U.S.-Andean FTA's labor chapter is to reinforce each countries' obligations and commitments under the International Labor Organization's (ILO) "Declaration on Fundamental Principles and Rights and Work and its Follow-Up (1998)." The declaration covers freedom of association and rights to assembly and collective bargaining, and the prohibition of forced labor, the elimination of the worst forms of child labor, and ensuring legally mandated conditions for minimum wages, hours of work, and occupational safety and health. In August 2005, CRECER produced a detailed diagnostic of inspection systems in the four Andean countries. The diagnostic found significant institutional weakness in each country's labor inspection system, and little or no effort to raise awareness of ILO rights and national laws among laborers and employers. On the basis of technical assistance proposed in the diagnostic, the regional program conducted three short-term activities:

- Development of new organizational management strategies for the ministries of labor in Ecuador and Peru. The strategies were developed by consensus through workshops and regular communication between facilitators and ministry officials. The proposed reforms

seek to maximize resources, establish merit-based personnel systems, and implement efficient enforcement methods that promote best practices in the workplace, rather than simply imposing penalties for infractions.

- A complementary “best practices” study of redesigned labor inspection systems in Chile, the Dominican Republic, and Mexico<sup>3</sup>. The study drew from the diagnostic of the Andean region to identify relevant and feasible reforms that could be implemented in each Andean country.
- Detailed communication strategies for Colombia, Ecuador, and Peru that will assist labor ministries in improving public awareness of fundamental ILO labor rights.

**Results and Observations.** The inspection seminar started with a two-day kick off at CRECER’s offices in Lima on December 11–12, 2005. The meeting between the consulting team and labor officials from the Andean countries laid the groundwork for the labor activities mentioned above and allowed labor officials to share their national experiences and exchange ideas. As noted earlier, subsequent personnel changes in the ministries created unexpected delays in carrying out follow-up activities. The contract extension afforded the time necessary to adapt to these changes and carry out the projects. In Ecuador, with the direct involvement the Minister of Labor, recommended reform measures already are being adopted, including streamlining the inspections corps, adopting a merit based recruiting system and developing an inspections training manual. Additional anticipated reforms may require later technical assistance from another donor source. In Peru, the change in government will require ongoing support to ensure that the new Garcia administration adopts the recommended strategies.

The best practices study was presented to officials in Colombia, Ecuador, and Peru and incorporated into the strategies of the latter two. It was also shared with officials from the U.S. Department of Labor and USAID/Bolivia for possible future use and reference. Other countries seeking to modernize their labor inspection systems, particularly in Central America, might also find the study a good reference.

In general the three communications strategies provide a menu of options to improve public awareness of ILO rights, from simply training inspectors as advocates to more ambitious television and radio campaigns. The strategy designed for Colombia’s Ministry of Social Protection was received enthusiastically and, with some minor adjustments, will be presented to the Minister of Labor and other senior officials, who intend to develop a political consensus and strategy to fund its implementation. The communications strategies for Peru and Ecuador were also received with enthusiasm, but will require political commitment and support to be implemented.

Adopting the communications strategies and proposed inspection system reforms will demonstrate to the United States and other trading partners that Colombia, Ecuador, and Peru are serious about meeting their obligations and promoting and enforcing fundamental labor rights.

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<sup>3</sup> While these countries took different approaches, they all sought to adopt incentive-based systems and to develop more professional inspection corps.

This will be a key topic when the U.S. Congress debates ratification of the FTAs. Much more support and encouragement is needed however, as all three ministries are seriously understaffed and lack basic hardware and other tools. Consequently, we believe that moving future technical assistance forward and implementing strategies and reforms will require that a full-time consultant work in each ministry.

## INTELLECTUAL PROPERTY RIGHTS

Unlike the TBT and labor projects developed through detailed diagnostics, the small, regional IPR project in Peru and Colombia developed from a request for technical assistance during FTA negotiations. The purpose of the assistance was to make micro, small, and medium enterprises (MSMEs) aware of IPR as a vital tool of competitiveness, but specific activities varied by country:

- In Peru, the project supported Indecopi's IPR seminars to raise awareness among MSMEs about IPR and competitiveness in Lima, Trujillo, Arequipa, and Piura, and supported development of a complementary 20-minute video for use in Indecopi's future activities.
- In Colombia, the project produced a template for a 200-page IPR guide to inform MSMEs about the use of IPR as a competitiveness tool and national procedures for trademark, copyright, or patent registration. As a corollary, the project prepared a comprehensive evaluation of current or pending IPR educational activities among numerous Colombian government agencies and other organizations, and identified situations in which the manual could be used.

**Results and Observations.** The seminars in Peru attracted 126 participants. The video is expected to be presented to 600 teachers and 600 MSMEs at upcoming Indecopi training events and will be posted on Indecopi's website, which receives 50,000 hits monthly. Indecopi managed the coordination and logistics of each event, which improved over time. In general, however, attracting enough participants requires more advanced notice and promotion. Recently finalized, the IPR manual developed for Colombia was highly praised by officials, who intend to use it in future training, in accordance with the recommendations of the consultancy. USAID/Colombia or the Government of Colombia will publish and distribute the manual.

## DATUM INTERNATIONAL PUBLIC OPINION SURVEYS

During the report period, at the request of USAID/Ecuador, CRECER managed a series of public opinion surveys regarding perceptions of the FTA. The surveys were conducted by Datum International, and their findings contributed to the Mission's bilateral trade communications strategy in the Ministry of Industry and Commerce. In Peru, after the successful conclusion of the FTA, CRECER and Datum also initiated a series of public opinion assessments in the form of periodic short surveys that track and monitor recent attitudes and developments in anticipation of the debate within the Peruvian Congress.

**Results and Observations.** The surveys provided valuable input for the revision of public outreach strategies and policies in both countries. The findings in each country indicated

differences of opinion by income level and geographic location. Detailed reports were provided to each USAID Mission.

# 3. Conclusions and Lessons Learned

## **TECHNICAL ISSUES**

During the past eight months—and indeed throughout its three-year existence—CRECER has completed an impressive number and variety of activities that have fostered the economic development of Peru and the region; contributed to the successful conclusion of the FTA between the United States, Colombia, and Peru; and supported the image and objectives of USAID/Peru. The products delivered at the regional level laid the foundation for USAID’s new Regional TCB Program and complemented or enhanced the bilateral objectives of each Mission in the region. Many of the regional projects, particularly TBT and labor, were undertaken through the same set of consultants, which created not only economic efficiencies but added technical value by building on and sharing cross border experiences.

It also is important to note that the regional technical assistance helped to fulfill the U.S. obligation to provide support in implementing FTA obligations and to encourage regional integration. Despite these advances, much work remains to be done if Peru and the region are to realize their potential for growth and development and meet FTA obligations. This will require that USAID provide ongoing technical assistance and that the beneficiary countries exercise initiative and political leadership.

We strongly encourage USAID to continue supporting advances made in FTA implementation and TCB issues addressed by CRECER. To ensure that the Andean governments’ maintain momentum on improvements in TBT transparency and labor rights enforcement and promotion, USAID will need to follow up. Full application of IPR educational tools and implementation of pending outreach activities will also require encouragement from the U.S. government.

## **OPERATIONAL ISSUES**

As indicated above and by the index of products in Appendix C, CRECER generated a significant number of deliverables during a brief period. Indeed, time limits may very well have operated as a critical driving factor throughout the period, helping to force decisions and conclusions for most activities. Nevertheless, the initial 20-week timeframe for regional activities, which included the period over the Christmas holidays, was not realistic. Coordination with the bilateral agendas of the four USAID missions and their host governments, particularly while the FTA negotiations were at a critical point, also created significant organizational and logistical challenges.

Meanwhile, bilateral activities were more quickly implemented, since they generally fell outside the scope of the FTA process and were based on direct requests for technical assistance from the Government of Peru. Given the greater number of variables and actors involved in a regional activity, as well as the challenge of maintaining a generally standard approach in all countries, a regional program takes more time than a bilateral program to coordinate and implement.

Even though CRECER's three separate contract extensions, totaling an additional 16 weeks, helped ensure that the project met its regional and bilateral objectives, obtaining those extensions through nearly ongoing budget and contract revisions was time-consuming for CRECER and USAID alike. In hindsight, the project could have been managed more efficiently and with fewer problems had USAID established a deadline of June 19, 2006 from the beginning.

Thus, given adequate time, clearly established terms of reference, and close cooperation between USAID missions and the contractor, a similar project combining regional and bilateral activities could continue to have a major impact on trade-based economic growth. Observations on the technical issues of each project were offered in the sections above; we here offer the following suggestions for a more efficient project from an administrative and organizational standpoint.

For the regional program:

- Organize periodic coordination meetings between all USAID Missions, their government counterparts, and the contractor to develop a clear understanding of scope, coordination, and process to implement regional projects. Meetings on the margins of future TCB committee meetings as outlined in the FTA present an ideal opportunity to gather all parties and achieve these goals.
- Retain on an as needed basis a designated contact in each country to facilitate logistics and project monitoring. The contact person could be a part of the USAID bilateral program or be a consultant contracted by the regional program and approved by the Mission.
- USAID's Andean missions should develop buy in mechanisms, including cost share and performance measures that include coordination with the regional program. USAID/Peru should also earmark funds so that the Chief Technical Officer (CTO) can travel to the region for key events and to coordinate internally with Mission counterparts on the performance and program progress.

# Appendix A. Regional Project Contracts

Consultant	Area	Contract Type	Country
<b>REGIONAL</b>			
Daniel Duje	Technical Barriers to Trade	TCN Consultant	Peru/Ecuador/Colombia
Pablo Caporaletti	Technical Barriers to Trade	TCN Consultant	Peru/Ecuador/Colombia
Javier Fornari	Technical Barriers to Trade	Purchase Order	Peru/Ecuador/Colombia
Judy Goans	IPR	Expat Consultant	Colombia
DATUM	Public Opinion Surveys (8 contracts)	Purchase Order	Peru/Ecuador
CONECTA	Labor Communications Strategy	Purchase Order	Peru
Miguel Jaramillo	Labor Inspection Systems - Promotion of Fundamental Labor Rights	CCN Consultant	Peru/Ecuador/Colombia
Antonio Bernales	Labor - Strategic Planning of the National Labor Inspection Systems	CCN Consultant	Peru/Ecuador
Cesar Bedoya	Labor - Strategic Planning of the National Labor Inspection Systems	CCN Consultant	Peru/Ecuador
Javier Palacios	Labor Inspection System - Ministry of Labor of Peru	CCN Consultant	Peru
Natalia Calle	Labor Communications Strategy	TCN Consultant	Colombia
Felipe Rubio	IPR - Manual for MSMEs	TCN Consultant	Colombia
Sergio Gaete	Labor Communications Strategy	TCN Consultant	Ecuador



# Appendix B. Calendar of Key Regional Activities and Events, October 2005 to June 2006

## REGIONAL

Date	Countries	Activity/Event	Objective/Notes	Results/Products
<b>LABOR-INSPECTIONS SYSTEMS REFORMS<sup>a</sup></b>				
9-10 Nov. 2005	Ecuador	Project Planning Meetings	Rosa Ana Balcazar and Marco Giussani to meet with USAID, Proyecto Salto, etc. to design Strategic Plan for Labor activity	Productive meetings with USAID Mission and government officials. Ministry of Labor of Ecuador engaged to be part of labor strategic planning process on Jan-Feb 2006.
12-16 Dec. 2005	Bolivia, Ecuador, Peru, Colombia	Inspections Kick Off Workshop in Lima	Kick off event to serve as the basis for developing country specific action plans, and customizing the recommendations of the Best Practices Study. Preliminary discussions on communications activities and Terms of Reference.	Active attendance of 12 representatives (3 key MOL officials) from Bolivia, Ecuador, Colombia and Peru. Foundation set for future, detailed work on inspections reform and communications strategies.
20 Feb. 2006	Peru	First Workshops on Inspection System	Strategic planning in each country for strategic reforms to inspections systems and management.	Consensus among key public workers in the Ministry of Labor (15 participants in Peru and 20 participants in Ecuador) about the necessity and priority of having a strategic plan for reforming the inspections system.
6-7 March	Ecuador			
17 April	Peru	Second Workshop on Inspection System	Second Workshop on Inspection Systems	Activities and timeframe identified in each country. Strategic Plan validated. Number of participants: 16 in Peru and 20 in Ecuador.  Best Practices Study discussed with facilitators and incorporated into final reform plan.
30 May	Ecuador	Second Workshop on Inspection System	Second Workshop on Inspection Systems	

Date	Countries	Activity/Event	Objective/Notes	Results/Products
8 June	Peru	Inspection System Plans - Final Report	Final Strategic Plan. Recommendations to improve Inspection Systems (organization, procedures, human resources, monitoring system, technology, etc)	Strategic inspections system reform and action plan (activities, timeline, and estimated budget). Presented to Vice Minister and team which already is implementing agreed reforms (training manual, new HR recruiting system, restructuring inspections corps. Ongoing changes will fulfill an important step towards improving compliance with FTA and ILO obligations.
8 June	Ecuador	Inspection System Plans - Final Report	Final Strategic Plan. Recommendations to improve Inspection Systems (organization, procedures, human resources, monitoring system, technology, etc)	Strategic inspections system reform and action plan (activities, timeline, and estimated budget) that contribute to Ecuador's labor code reform. Presented to Vice Minister to develop implementing plan, which would fulfill an important step towards improving compliance with FTA and ILO obligations.
<b>LABOR-LABOR BEST PRACTICES</b>				
28 Jan to 17 Feb.	All	Best practices visits to selected country: Chile and Dominican Republic.	Visit to Chile and DR to review best practices in labor and Occupational Safety and Health (OSH) Inspection Systems. Mexico's system discussed with Mexican consultants working on Colombian bilateral project during side visit to Bogota.	Inspection system models in Dominican Republic, Chile and Mexico were evaluated and used as inputs for strategic plans in Peru and Ecuador. Served as the basis for a comparative analysis vis-à-vis Andean region. Final report shared with USDOL and USAID Bolivia.
17 April	Peru	Presentation of Best Practices Study	Incorporate findings and recommendations into strategic reform plan.	Report used as point of discussion and certain recommendations were incorporated into strategic plan.
26 May	Colombia	Presentations-Best Practices Final Visits Report	Presentation of final results to representatives of Ministries of Labor and USAID Missions in each country.	Reviewed with bilateral program consultants and MOL team. Serves to validate many of the recommendations of the bilateral project.
30 May	Ecuador	Presentation of Best Practices Study	Incorporate findings and recommendations into strategic reform plan.	Report used as point of discussion and certain recommendations were incorporated into strategic plan.
<b>LABOR-COMMUNICATION STRATEGY</b>				
3 April 2006	Colombia	Advance Report for a New Communication Strategy-Fundamentals Labor Rights	Preliminary results of diagnosis and compilation of information at the Ministry of Social Protection (Colombia).	Diagnosis developed as input for the design of Strategic Communication Plan. Ministry of Social Protection staff agreed on necessity of articulating actions on work fundamental rights. The preliminary work served as an example and basis for communications strategies in Ecuador and Peru.
20 April	Peru	Planning meeting for a New Communication Strategy-Fundamentals Labor Right	Planning workshop to validate results of diagnosis and interviews.	Diagnosis validated by key staff of Ministry of Labor. Preliminary Strategic Plan.
25 May	Colombia	Communication Strategy Final Report	Review final recommendations and discuss implementation options.	A 3-5 year roadmap, including cost factors, was presented to the Minister of Labor and also will be presented to the Ministry of

Date	Countries	Activity/Event	Objective/Notes	Results/Products
				Planning. Raised awareness at senior levels of the importance of the issues and stimulated a political consensus to implement the plan, meeting an important objective of the FTA labor chapter.
12 June	Ecuador	Communication Strategy Final Report	Review final recommendations and discuss implementation options.	A 2 year strategy including cost factors and menu of options from training inspectors, implementing a course in SECAP (labor skills school) and media campaigns. Agreement to consider easy, inexpensive recommendations.
15 June	Peru	Communication Strategy Final Report	Review final recommendations and discuss implementation options.	A 2-5 year strategy with cost factors and various options to improve outreach.
<b>TBT<sup>b</sup></b>				
22 Nov., 2005	Ecuador	Private Sector Workshop, Guayaquil	One day workshops to focus on the importance of standards, information resources, ISO 9000 production standards and specific product standards for local products. Hosted w/ Camara de Guayaquil.	Attendance of 179 representatives of Ecuador's private and public sector during this week. Represented the first opportunity for public sector regulatory agencies to meet and discuss TBT obligations and revealed the need for more integration between public and private sector and enhancement of standards infrastructure. Surveys indicate a strong demand for further outreach among private sector regulatory agencies and additional technical assistance, such as laboratory accreditation procedures (ISO 17025) and conformity assessment requirements for processed food products, among others.
23 November	Ecuador	Public Sector Workshop in Quito	Focus on technical standards development, TBT Best Practices, WTO/FTA Notification requirements. Hosted w/INEN.	
24 November	Ecuador	Private Sector Workshop, Quito	One day workshops to focus on the importance of standards, information resources, ISO 9000 production standards and specific product standards for local products. Hosted w/Camara de Pichincha.	
29 Nov. & Dec. 1	Peru	Private Sector Workshop, Chiclayo y Huancayo	One day workshops to focus on the importance of standards, information resources, ISO 9000 production standards and specific product standards for local products.	Attendance of 108 participants from private and public sector in the two events. Surveys indicated strong desire for more information on ISO standards and conformity assessment.
19-20 Jan. 2006	Peru	Public Sector Workshop	To follow up with attendees of basic WTO course (6-7 Dec.). Focus on technical standards development, information resources, TBT Best Practices, WTO/FTA Notification requirements.	45 officials from 21 Peruvian regulatory agencies trained. Overall evaluation 4.5 out of 5. Represented the first such meeting of Peruvian regulatory agencies to discuss TBT obligations and develop solutions towards coordination and basis to develop a national standards development regulation.
26 January	Peru (Iquitos)	Private Sector Workshop in Iquitos	One day workshop to focus on the importance of standards, information resources, ISO 9000 production standards and specific product standards for local products.	47 participants from private sector.
31 January	Peru (Arequipa)	Private Sector Workshops in Arequipa	One day workshop to focus on the importance of standards, information resources, ISO 9000 production standards and specific product standards for local products.	33 participants from private sector.

Date	Countries	Activity/Event	Objective/Notes	Results/Products
6-7 March	Peru	Workshop on Information Tools	Training to government officials on using information tools (e.g., software, management procedures) in each country to improve compliance with FTA TBT notification and transparency requirements.	34 participants from Peruvian regulatory agencies. Nine key agencies now using the system as part of a pilot program that will be expanded.
9 March	Ecuador			25 participants Ecuadorian from regulatory agencies. Twelve agencies have designated contacts and have approved use of the software. Further training needed for contacts, some of whom are new to the process.
3-4 April	Colombia	Public Sector Workshop in Bogotá	Two days workshop to focus on technical standards development, TBT Best Practices, WTO/FTA Notification requirements.	42 participants and observers took part in the sessions, including representatives from 10 different government agencies with responsibility for issuing technical regulations. Overall evaluation 4.8 out of 5. Serves as an input to a government led strategy to coordinate regulatory agencies and supports bilateral USAID initiatives.
<b>IPR</b>				
9 Feb	Peru	Private Sector Workshop in Lima	One day workshop for MSME's to focus on the use of IPR as a tool for competitiveness (Place: SENATI)	126 MSMEs trained in 4 workshops. 65% have never received any training course in IPR before and 69% wanted to receive personal advice about IPR issues. Looking at results by cities: a) Lima: 15 participants. 34% considered event as excellent b) Trujillo: 40 participants. 57% considered event as excellent c) Piura: 40 participants. 87% considered event as excellent d) Arequipa: 31 participants. 52% considered event as excellent (Note: events organized and managed directly by Indecopi, which provided the report and data above.)
21 Feb	Peru	Private Sector Workshop in Trujillo	One day workshop for MSME's to focus on the use of IPR as a tool for competitiveness (Place: Hotel Gran Marqués)	
22 Feb	Peru	Private Sector Workshop in Piura	One day workshop for MSME's to focus on the use of IPR as a tool for competitiveness (Place: Hotel Costa del Sol)	
24 Feb	Peru	Private Sector Workshop in Arequipa	One day workshop for MSME's to focus on the use of IPR as a tool for competitiveness (Place: Aula Mariano Melgar)	
20 April	Peru	Final version of testimonial video	Testimonial video that shows success stories of MSME's using IPR system to improve their competitiveness. To be used on programmed workshops and other events with MSME's.	Presented in a press conference to 50 participants from private and public sectors. It would be used to train: i) 600 teachers this year through 6 workshops in Arequipa, Cajamarca, La Libertad, Cusco, Tacna and Iquitos (Program EDUCA); ii) 600 MSMEs this year through COFIDE Program; iii) MSMEs of 6 Municipalities, iv) Universities, INDECOPI's webpage (50,000 visits monthly), Ministry of Labor workshops.
15 June	Colombia	IPR MSME Manual and recommendations of how to use it	The Manual provides administrative and technical guidelines and information regarding Colombia's IPR regime for MSME's. Promotes IP as a competitiveness tool and respect for IPR enforcement. Project also provided an evaluation and strategy regarding use of manual in anticipated public and private sector sponsored IPR events.	Manual will be used to train Colombian MSMEs re: the use of IPR system through proposed activities such as: IPR training programs in Chamber of Commerce, On-line Project to promote Copyright with Los Andes University, National Prize to Technological Innovation in MSME's, Training Program "SER PYME" to support MSMEs, and Pilot project of IPR Training Course for MSMEs. Will raise awareness of IPR rules and

Date	Countries	Activity/Event	Objective/Notes	Results/Products
				enforcement and its positive application in competitiveness.
<b>DATUM - STUDY OF PUBLIC OPINION</b>				
11 Nov. 2005	Ecuador	Final Report	Follow up of public attitude vis a vis US FTA, as a base information for the implementation of FTA communication strategy.	Minister, Vice-Minister and negotiators have more and better information for policy decisions. Design of national outreach campaign completed. Perception indicators of media and specific population are already developed.

<sup>a</sup> Labor: Previous diagnoses identified needs and activities.

<sup>b</sup> TBT: Previous diagnosis identified needs and activities



# Appendix C. Documents and Deliverables

## REGIONAL PROGRAM

Informes de Diagnóstico	
Colombia: Estudio sobre el Grado de Aplicación del Acuerdo OTC de la Organización Mundial del Comercio	Mayo, 2005
Bolivia: Estudio sobre el Grado de Aplicación del Acuerdo OTC de la Organización Mundial del Comercio	Mayo, 2005
Perú: Estudio sobre el Grado de Aplicación del Acuerdo OTC de la Organización Mundial del Comercio	Marzo, 2005
Región Andina: Análisis de la Implementación del Acuerdo OTC y Recomendaciones de Estrategias de Solución en Perú, Ecuador, Bolivia y Colombia	Mayo, 2005
Región Andina: Identificación de Posibles Actividades en Asistencia Técnica en Inspección Laboral y Promoción de los Derechos Laborales	Agosto, 2005
Reporte Nacional: Bolivia. Estudio de Identificación de Posibles Proyectos de Asistencia Técnica en material de Inspección Laboral y Difusión de la Normativa sobre Derechos Fundamentales del Trabajador	Agosto, 2005
Reporte Nacional: Colombia. Estudio de Identificación de Posibles Proyectos de Asistencia Técnica en material de Inspección Laboral y Difusión de la Normativa sobre Derechos Fundamentales del Trabajador	Agosto, 2005
Reporte Nacional: Ecuador. Estudio de Identificación de Posibles Proyectos de Asistencia Técnica en material de Inspección Laboral y Difusión de la Normativa sobre Derechos Fundamentales del Trabajador	Agosto, 2005
Reporte Nacional: Perú. Estudio de Identificación de Posibles Proyectos de Asistencia Técnica en material de Inspección Laboral y Difusión de la Normativa sobre Derechos Fundamentales del Trabajador	Agosto, 2005
Informes de Resultados	
LABOR PROJECTS	
Región Andina: Taller de Inducción para el Desarrollo de Planes Estratégicos de los Sistemas de Inspección Laboral y Vigilancia del Trabajo en la Región Andina.	Diciembre, 2005
Región Andina: Estudio de Buenas Prácticas en Modelos de Gestión de los Sistemas de Inspección del Trabajo	Abril, 2006
Perú: Informe Primer Taller de Planificación Estratégica para el Sistema de Inspecciones Laborales	Febrero, 2006
Perú: Informe Segundo Taller de Validación para el Sistema de Inspecciones Laborales	Abril, 2006
Ecuador: Informe Primer Taller de Planificación Estratégica para el Sistema de Inspecciones Laborales	Marzo, 2006
Ecuador: Informe Segundo Taller de Validación para el Sistema de Inspecciones Laborales	Mayo, 2006
Colombia: Plan Estratégico de Comunicaciones en Derechos Fundamentales del Trabajo	Junio, 2006
Perú: Plan Estratégico para el Sistema de Inspecciones Laborales	Junio, 2006
Perú: Plan Estratégico de Comunicaciones en Derechos Fundamentales del Trabajo	Junio, 2006
Ecuador: Plan Estratégico en Sistemas de Inspección Laboral y Vigilancia del Trabajo.	Junio, 2006
Ecuador: Plan Estratégico de Comunicaciones en Derechos Fundamentales del Trabajo	Junio, 2006

<b>TBT PROJECTS</b>	
Región Andina: SIPERT (Sistema de Información para el Proceso de Elaboración de Reglamentos Técnicos) Manual de Operación.	Marzo, 2006
Perú: Reporte de Resultados Taller OTC Huancayo	Noviembre, 2005
Perú: Reporte de Resultados Taller OTC Chiclayo	Noviembre, 2006
Perú: Reporte de Resultados Taller Sector Público Hotel El Pueblo	Enero, 2006
Perú: Reporte de Resultados Taller OTC Iquitos	Febrero, 2006
Colombia: Reporte de Resultados Taller OTC Nivel Inicia-Nivel Avanzado	Abril, 2006
Ecuador: Reporte de Resultados Taller OTC Quito	
Ecuador: Reporte de Resultados Taller OTC Guayaquil	
Perú y Ecuador: Reporte Taller de Capacitación en el Uso de Herramienta Informática para Facilitación de la Coordinación entre Entidades Reguladoras y el Punto Focal de Notificación.	Marzo, 2006
<b>IPR PROJECTS</b>	
Perú: Informe de Resultados de Talleres de Propiedad Intelectual "Mejorando nuestra competitividad" en Trujillo, Piura, Arequipa y Lima	Marzo, 2006
Colombia: Manual de Gestión de Propiedad Intelectual para Mipymes	Junio, 2006
Colombia: Reporte sobre identificación de acciones de sensibilización, formación y soporte a la competitividad de las Mipymes, mediante el uso de la Propiedad Intelectual	Junio, 2006
<b>OUTREACH (DATUM PUBLIC OPIONION STUDIES)</b>	
Perú: Estudio Integral de Actitudes y Percepciones sobre el TLC	Julio, 2004
Perú: Estudio de Seguimiento sobre la Evolución de las Actitudes y Percepciones sobre el TLC	Enero, 2005
Perú: Estudio de Seguimiento sobre la Evolución de las Actitudes y Percepciones sobre el TLC	Setiembre, 2005
Perú: Estudio de Seguimiento sobre la Evolución de las Actitudes y Percepciones sobre el TLC	Marzo, 2006
Perú: Estudio de Seguimiento sobre la Evolución de las Actitudes y Percepciones sobre el TLC	Abril, 2006
Perú: Estudio de Seguimiento sobre la Evolución de las Actitudes y Percepciones sobre el TLC	Mayo, 2006
Perú: Estudio de Seguimiento sobre la Evolución de las Actitudes y Percepciones sobre el TLC	Mayo, 2006
Ecuador: Estudio Integral de Actitudes y Percepciones sobre el TLC	Enero, 2004
Ecuador: Estudio de Seguimiento sobre la Evolución de las Actitudes y Percepciones sobre el TLC	Mayo, 2005
Ecuador: Estudio de Seguimiento sobre la Evolución de las Actitudes y Percepciones sobre el TLC	Julio, 2005
Bolivia: Reporte de Resultados del Taller El Rol de los Medios de Comunicación en los Acuerdos de Integración Comercial (La Paz y Santa Cruz)	Octubre, 2004
<b>PRESENTACIONES</b>	
Región Andina: Taller de Inducción para el Desarrollo de Planes Estratégicos de los Sistemas de Inspección Laboral y Vigilancia del Trabajo en la Región Andina.	Diciembre, 2005
Ecuador: Taller sobre el Rol de las Normas y Reglas Técnicas en el Comercio (Sector Público-Quito)	Noviembre, 2005
Ecuador: Taller sobre el Rol de las Normas y Reglas Técnicas en el Comercio (Sector Privado-Quito)	Noviembre, 2005
Ecuador: Taller sobre el Rol de las Normas y Reglas Técnicas en el Comercio (Sector Público-Guayaquil)	Noviembre, 2005
Ecuador: Taller sobre el Rol de las Normas y Reglas Técnicas en el Comercio (Sector Privado-Guayaquil)	Noviembre, 2005
Perú: Taller sobre el Rol de las Normas y Reglas Técnicas en el Comercio (Sector Público)	Enero, 2006
Perú: El Rol de las Normas Técnicas y los Reglamentos Técnicos en el Comercio (Sector Privado).	Enero, 2006
Perú: Sistemas de Información para el Proceso de Elaboración de Reglamentos Técnicos	Marzo, 2006
Ecuador: Sistemas de Información para el Proceso de Elaboración de Reglamentos Técnicos	Marzo, 2006
Colombia: Acuerdo Obstáculos Técnicos. Nivel Inicial.	Marzo, 2006
Colombia: Acuerdo Obstáculos Técnicos. Nivel Avanzado.	Marzo, 2006

Región Andina: Estudio de Buenas Prácticas en la Gestión de la inspección Laboral	Mayo, 2006
Colombia: Estrategia de comunicación pública sobre derechos fundamentales en el trabajo.	Mayo, 2006
Colombia: Identificación de acciones de sensibilización, formación y soporte a la competitividad de las Mipymes, mediante el uso de la Propiedad Intelectual	Mayo, 2006
Productos	
Peru: Video “Propiedad Intelectual: Herramienta de Competitividad”	Abril, 2006