

PD-ABA-181
64057

AGENCY FOR INTERNATIONAL DEVELOPMENT
ROCAP



ROCAP/GUATEMALA CITY • c/o American Embassy
APO MIAMI 31024 Guatemala City, Guatemala CA

Telephones: 366378, 310914, 366352/53 366309
Telex: 3110 USAID GU
Fax: 311130, 365346

September 12, 1989

CARIBBEAN CENTRAL AMERICAN ACTION
Suite 510, 1211 Connecticut Ave., N.W.
Washington, D.C. 20036

SUBJECT: Grant No. 596-0000-G-SS-9746-00

Gentlemen,

Pursuant to the authority contained in the Foreign Assistance Act of 1961, as amended, the Agency for International Development (hereinafter known as AID or ROCAP) hereby grants to Caribbean Central American Action (hereinafter known as Grantee) the sum of twenty thousand US dollars (\$20,000) to complement resources which are provided to this PVO for its work with other national institutions/organizations to organize the Miami Conference Field Trip Program, as more fully described in Attachment No. 1 entitled Schedule and Attachment No. 2 entitled Program Description.

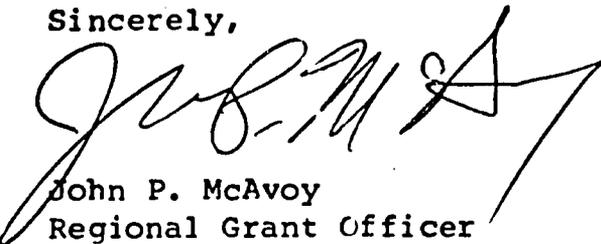
This Grant is effective and obligation is made as of the date of this letter and shall apply to commitments made by the grantee in furtherance of program objectives during the period beginning with the date of this letter and ending December 31, 1989. This Grant is made to Caribbean Central American Action on the condition that the funds will be administered in accordance with the terms and conditions set forth in Attachment No. 1 entitled the Schedule, Attachment No. 2 entitled Program Description and Attachment No. 3 entitled Standard Provisions for US Nongovernmental Grantees which have been agreed to by your organization.

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Caribbean Central American Action

Please sign the original and five (5) copies of the letter to acknowledge your receipt of this Grant and return the original and four (4) copies to the ROCAP/Guatemala, Attention Regional Contracts Office.

Sincerely,



John P. McAvoy
Regional Grant Officer

ACKNOWLEDGED:

By: 

Title: Executive Director

Date: September 18, 1989

ATTACHMENTS:

1. Schedule
2. Program Description
3. Standard Provisions, US, Nongovernmental Grantees

FISCAL DATA

Appropriation No.:	72-1191021
Budget Plan Code:	LDSA-89-25596-KG13
PIO/T No.:	596-0000.6-3-90072
Total Estimated Amount:	\$20,000
Total Obligated Amount:	\$20,000

ASSURANCE OF COMPLIANCE WITH LAWS AND REGULATIONS
GOVERNING NONDISCRIMINATION IN FEDERALLY ASSISTED PROGRAMS

Caribbean/Central American Action (hereinafter called the "Applicant")
(Name of Applicant)

hereby assures that no person in the United States shall, on the bases set forth below, be excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination under, any program of activity receiving financial assistance from AID, and that with respect to the grant for which application is being made, it will comply with the requirements of:

- (1) Title VI of the Civil Rights Act of 1964 (Pub. L. 88-362, 42 U.S.C. 2000-d) which prohibits discrimination on the basis of race, color or national origin, in programs and activities receiving Federal financial assistance.
- (2) Section 504 of the Rehabilitation Act of 1973 (29 U.S.C. 794), which prohibits discrimination on the basis of handicap in programs and activities receiving Federal financial assistance,
- (3) The Age Discrimination Act of 1975, as amended (Pub L. 95-478), which prohibits discrimination based on age in the delivery of services and benefits supported with Federal funds,
- (4) Title IX of the Education Amendments of 1972 (20 U.S.C. 1681, et. seq.) which prohibits discrimination on the basis of sex in education programs and activities receiving Federal financial assistance (whether or not the programs or activities are offered or sponsored by an educational institution); and
- (5) AID regulations implementing the above nondiscrimination laws, set forth in Chapter II of Title 22 of the Code of Federal Regulations.

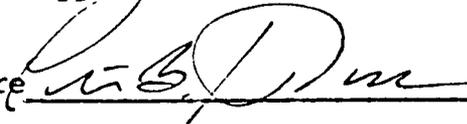
If the Applicant is an institution of higher education, the Assurances given herein extend to admission practices and to all other practices relating to the treatment of students or clients of the institution, or relating to the opportunity to participate in the provision of services or other benefits to such individuals, and shall be applicable to the entire institution unless the Applicant establishes to the satisfaction of the AID Administrator that the institution's practices in designated parts or programs of the institution will in no way affect its practices in the program of the institution for which financial assistance is sought, or the beneficiaries of or participants in such program.

This assurance is given in consideration of and for the purpose of obtaining any and all Federal grants, loans, contracts, property, discounts, or other Federal financial assistance extended after the date hereof to the Applicant by the Agency, including installment payments after such date on account of applications for Federal financial assistance which were approved before such date. The Applicant recognizes and agrees that such Federal financial assistance will be extended in reliance on the representations and agreements made in this Assurance, and that the United States shall have the right to seek judicial enforcement of this Assurance. This Assurance is binding on the Applicant, its successors, transferees, and assignees, and the person or persons whose signature appear below are authorized to sign this Assurance on behalf of the Applicant.

Caribbean/Central American Action

Applicant

BY (Signature



TITLE Executive Director

TYPED NAME

Peter B. Johnson

DATE

September 18, 1989

SCHEDULE

A. Purpose of the Grant

The purpose of this Grant is to complement resources which are provided to this PVO for its work with other national institutions/organizations to organize the Miami Conference Field Trip Program.

B. Period of the Grant

The effective date of this Grant is the date of the Grant cover letter. The expiration date is December 31, 1989.

C. Amount of Grant and Payment

1. The total estimated amount of this Grant for the period shown in paragraph B above is \$20,000.00.
2. Payment shall be made to the Grantee in accordance with procedures set forth in Attachment 3, Optional Standard Provision No. 2 entitled Payment - Periodic Advance.

D. Financial Plan

The Financial Plan for this Grant is shown as Exhibit A to Attachment No. 1. Revisions to the plan shall be made in accordance with Standard Provision of this Grant entitled Revision of Grant Budget. The Financial Plan is illustrative in nature and the grantee may adjust individual cost lines by a factor not to exceed 15%. Any adjustment exceeding 15%, or any increase in the total Grant amount requires the prior written approval of the Grant Officer.

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E. Special Provisions

1. The Grant Officer's Technical Representative (GOTR) for the performance of this Grant is Mr. Paul Tuebner, Deputy Project Development Officer or his designee. The GOTR shall be named in writing and the Grantee will be notified in writing should the GOTR be changed. The GOTR shall have the following duties:
 - a. Certification of work performed on all vouchers submitted;
 - b. Necessary clarifications of, or minor, non-cost-related technical submissions required under the Program Description;
 - c. Approval of all reports, plans, timetables or other such technical submissions required under the Program Description;
 - d. Approval of all short and long term personnel charged to this Grant provided that their salary does not exceed their current salary or the salary of an AID employee at the FS-1 grade, whichever, is less; and
 - e. Approval of travel and procurement commodities.
2. Salaries or compensation of short and long-term Specialists require prior written approval by the Regional Grant Officer.

G. Authorized Geographic Code

The Authorized Geographic code for Procurement of Goods and Services shall be in accordance with Optional Standard Provision No. 6 of the Standard Provisions.

FINANCIAL PLAN FOR MIAMI CONFERENCE FIELD TRIP PROGRAM

<u>LINE ITEMS</u>	<u>ROCAP</u>	<u>C/CAA</u>
I. SALARIES		
C/CAA	6,250	6,333
Total Salaries	<u>6,250</u>	<u>6,333</u>
II. CONSULTANTS		
USDA	2,749	
USDOC	2,749	
Total Consultant Fee	<u>5,498</u>	<u>3,500</u>
III. TRANSPORTATION		
2 Round Trips D.C.-Miami/per diem	1,200	1,200
Field Trip Bus Rental	702	717
Total Transportation	<u>1,902</u>	<u>1,917</u>
IV. Promotion	<u>0</u>	<u>2,000</u>
V. ADMINISTRATIVE		
Postage	2,575	1,600
Telephone	1,000	1,600
Printing	2,775	3,250
Total Administrative	<u>6,350</u>	<u>6,450</u>
VI. GRAND TOTAL	<u>\$20,000</u>	<u>\$20,200</u>

NOTES

- I. Salaries. Salaries for C/CAA personnel is based on the current earnings of the C/CAA Miami Conference coordinator of \$25,000 per year for 3 months. Payment to USDA and USDOC is based on a negotiated amount between OICD/USDA and C/CAA and USDOC and C/CAA for the contracting of their services necessary for performance under this grant.

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- II. Transportation. Payments in this section will cover the cost of C/CAA's staff person roundtrip to Miami to finalize field trip arrangements and for the field trip itself. They will also cover the cost of renting buses to take the participants from the Intercontinental Hotel to field trip sites.
- III. Administrative. Payments in this section will cover the cost of mailings to be done to the Caribbean Basin of brochures and promotional material to specialized C/CAA lists already existing for this purpose. Printing refers to the cost of printing field trip brochures to be sent to the region. Telephone costs will cover follow-up calls to regional groups promoting the field trips in their countries as well as to speakers and coordinators in the Florida area.

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MIAMI CONFERENCE FIELD TRIP PROGRAM

I. INTRODUCTION

The Miami Conference agribusiness field trip program offers a crucial opportunity for regional businessmen and government officials in the agribusiness field to acquaint themselves with the changing U.S. market for agricultural imports from Central America. At a time of upheaval in the U.S. agribusiness industry stemming from consumer concerns with food quality and safety as well as far-reaching legislation currently under consideration in both the Senate and the House, it is vital that regional producers be apprised of such developments and given an opportunity to become actively involved in the on-going discussions about them. This program might well be followed by similar workshops in Miami and elsewhere. Producers who attend this field trip will have a base of knowledge allowing them to articulate their particular concerns and learn from U.S. industry and government just what kinds of programs and facilities they can and should be developing to avoid a closing of or severely restricted entry to the U.S. market to their products.

Central American countries have long relied on the agribusiness sector, traditional and non-traditional, as a key foreign exchange earner and engine for development. With the markets for their traditional exports such as sugar, coffee, and bananas curtailed due to lowered prices, or tightened quotas, the turn to non-traditional products has provided one of the few bright spots in this sector. The proposed field trip and workshop will hopefully provide a step towards ensuring that non-traditional agribusiness exports to the United States continue to grow, as well as provide a means for traditional agricultural products to maintain if not increase their exports.

II. BACKGROUND

Caribbean/Central American Action (C/CAA) is requesting funding assistance from the Regional Office for Central America and Panama (ROCAP) for an agribusiness field trip program for Central American businesspersons that is being planned in conjunction with the annual Miami Conference on the Caribbean Basin (November 28 - December 1, 1989).

C/CAA is requesting this assistance in the form of a Grant for \$20,000. A registered FVO, C/CAA will provide \$6,250 as counterpart and additional funding is being requested from other sources as needed. The duration of this project would be August 31, 1989 through December 31, 1989.

The purpose of this field trip program is to acquaint Central American businesspersons from the agribusiness sector with current procedures, practices, and regulations related to the United States import process for agricultural products. The field trip will take place in Miami and Dade County and cover customs, APHIS, and FDA procedures at the Port and International Airport of Miami, with a possible trip to research stations doing pesticide research. The afternoon will be devoted to a workshop on the current regulations and legislative developments related to pesticides. The workshop will also cover updated information on admissible produce and current programs planned or operative in the Caribbean Basin as well as the United States that are dealing with the changing consumer and legislative environment for agricultural produce in the United States.

There will be agency and/or industry specialists at each of the field trip sites in the morning, and experts from U.S. government agencies as well as the produce and chemical industries at the afternoon workshop. These experts will address the issues above and be available for specific questions from the field trip participants.

Reference materials will be compiled and distributed at the afternoon workshop. These will likely include the updated USDA List of Admissibles (pertaining to the relevant agribusiness products), updated lists of local FDA and EPA offices at the primary ports of entry for Caribbean Basin produce, updated EPA information on restricted pesticides, and other materials related to the workshop topics.

The Miami business community will assist C/CAA with the identification of field trip sites, and will be responsible for partial funding of the field trip (additional costs such as local coordination). The U.S. Department of Agriculture and the U.S. Department of Commerce will assign staff members to assist with program planning and the compilation of materials.

The field trip ties in with the agribusiness 'supertrack' being held on Wednesday, November 29th as part of the Miami Conference on the Caribbean Basin, and would be related to but not repeat the issues and material covered by the field trips.

III. SCOPE OF WORK

C/CAA will be recruiting small and medium-sized companies as well as representatives of Industrial Development Companies (IDCs) such as CINDE-CAAP and government representatives of Central American Ministries of Agriculture. It is estimated that planning for the program will begin August 31 to ensure proper recruitment and materials preparation. C/CAA will submit a project evaluation to ROCAP by December 29th which will include feedback from the regional participants.

Targeted for attendance are those companies new to export or in the process of expanding as well as companies concerned with the changes and developments pending in the U.S. agribusiness market as a result of current legislation and consumer response to events that have brought the pesticide and quality control issues to consumer attention. The field trip program may also attract Central American agriculture government officials as well as export promotion representatives who are interested in such issues.

The planning and implementation of this program will be as follows:

A. Site and Speaker Identification

The Miami business community is organizing itself into a task force to coordinate with C/CAA the identification of appropriate sites and speakers in Dade County. These would include USDA inspection facilities, customs facilities, and wholesale distributors and brokers who would address their concerns with such issues as quality and pesticide use of imports from the Central American region. There will be two or more groups of regional businesspeople (depending on the number of participants) who would be taken on a focussed, stop by stop tour of the above facilities during the morning. These groups might break into those interested in air and sea freight. The groups would gather in the afternoon for a workshop on the current regulations and legislative developments related to pesticides as well as updated information on admissible produce. Speakers during the morning would be regional FDA, APHIS, and customs officials as well as brokers and others closely involved with the import of Central American produce.

B. Participant Identification

Appropriate regional businessmen will be identified with the assistance of regional IDCs and other private sector groups and persons whom C/CAA has contacted for input on the Miami Conference. The overall Miami Conference registration will cover participation in the field trips. A special flyer will be designed with a detailed program description enclosed, and early sign-up urged.

More than 75% of the field trip participants last year signed up on site. This year C/CAA hopes that the majority will pre-register so that the field trip can be held on Tuesday, November 28. The field trips would then be immediately followed by the agribusiness 'supertrack' on Wednesday, which would allow persons interested in Guatemala's Agritrade Show to return to Guatemala in time for this event. If pre-registration is too low, however, C/CAA would move the field trips to later in the week.

Estimated attendance is around 150 persons. Although a small group would be preferable for maximum interaction between participants and speakers, C/CAA will make provisions for more - three morning groups and two afternoon workshops - should the need arise.

C. Reference Materials

The preparation of reference materials to be distributed among participants will be coordinated by USDA with the assistance of the U.S. Department of Commerce. The resulting materials will be a valuable reference tool not only for regional exporters but also for regional agricultural ministries and agencies.

D. Field Trips

Each field trip group will be assigned one tour leader for the duration of the morning who would be familiar with both the facilities and procedures at each site, such as a local broker or customs official.

E. Evaluation

An evaluation will be submitted at the close of this project (December 29, 1989), which will include feedback from all regional participants on the manuals, sites, workshop, and workshop transcript.