

AID 1350-1 (10-79)	UNITED STATES INTERNATIONAL DEVELOPMENT COOPERATION AGENCY AGENCY FOR INTERNATIONAL DEVELOPMENT	1. Cooperating Country Worldwide	Page 1 of Pages
PIO/T	PROJECT IMPLEMENTATION ORDER/TECHNICAL SERVICES	2. PIO/T No. 342-9048	3. <input checked="" type="checkbox"/> Original or Amendment No. _____
		4. Project/Activity No. and Title 940-0001--Program Development & Support United Nations Industrial Development Organization (UNIDO)	

DISTRIBUTION	5. Appropriation Symbol 72-1121021.6		6. Allotment Symbol and Charge PDA-82-13430-DG-61		
	7. Obligation Status <input checked="" type="checkbox"/> Administrative Reservation <input type="checkbox"/> Implementing Document		8. Project Assistance Completion Date (Mo., Day, Yr.) 14 months from issuance of grant		
	9. Authorized Agent CM/COD		10. This PIO/T is in full conformance with PRO/AG Date _____		
	11a. Type of Action and Governing AID Handbook <input type="checkbox"/> AID Contract (HB 14) <input type="checkbox"/> PASA/RSSA (HB 12) <input checked="" type="checkbox"/> AID Grant (HB 13) <input type="checkbox"/> Other			11b. Contract/Grant/PASA/RSSA Reference Number (If this is an Amendment)	

12. Estimated Financing (A detailed budget in support of column (2) is attached as attachment no. \_\_\_\_\_)

		(1) Previous Total	(2) Increase	(3) Decrease	(4) Total to Date
		Maximum AID Financing	A. Dollars		60,000
	B. U.S.-Owned Local Currency				

13. Mission References

14a. Instructions to Authorized Agent

CM/COD is requested to issue a grant to the United Nations Industrial Development Organization (UNIDO) to carry out the work described in the attached proposal.

In each instance of voucher of submission the following will be noted on the voucher:

Project Office: PRE/PPR  
PIO/T No. 342-9048: 940-0001

14b. Address of Voucher Paying Office  
FM/PAD

15. Clearances—Include typed name, office symbol, telephone number and date for all clearances.

A. The project officer certifies that the specifications in the statement of work are technically adequate	Phone No. 632-5743	B. The statement of work lies within the purview of the initiating and approved agency programs	Date 9/11/82
PRE/PPR, Bruce Bouchard	Date 9/11/82	DAA/PRE, Edgar C. Harrell	
C.	Date	D. Funds for the services requested are available	
PRE/PPR, Stanley Scheinman	Date 9/11/82	FUNDS RESERVED BY <i>[Signature]</i>	
E.	Date	POSTED 9/13/82 SE, FM, 378	
PRE/ADM, Normajean Freeland	Date		

16. For the cooperating country: The terms and conditions set forth herein are hereby agreed to	17. For the Agency for International Development
Signature _____ Date _____	Signature _____ Date _____
Title _____	Title Deputy Assistant Administrator

August 18, 1982

## ACTION MEMORANDUM FOR THE DEPUTY ASSISTANT ADMINISTRATOR

FROM : PRE/PI, Bruce E. Bouchard *[Signature]*

SUBJECT: Grant to UNIDO to Undertake an LDC Entrepreneurial Exchange Program

Problem: Sixty thousand (\$60,000) of funds need to be authorized under the Program Development and Support Project (940-0001) for a grant to the United Nations Industrial Development Organization (UNIDO) to develop an entrepreneurial information and technical exchange program between selected developing countries to assist in the formation of and assistance to small and medium sized enterprises.

Discussion: There is a wealth of experience and expertise in the U.S. regarding the problems encountered in initiating and managing entrepreneurial business ventures. The Bureau is utilizing some of this experience in programs designed to transfer management expertise and skills to selected developing countries. Another innovative method for transferring such expertise is to identify successful entrepreneurs in developing countries and utilize their talents in assisting ventures in other LDCs. Such entrepreneurs would be especially cognizant of problems which may be peculiar to a developing country environment and might facilitate communication between peoples.

PRE received a proposal from UNIDO to develop and experiment with such a program. Given that organization's contact with host country investment opportunities and entrepreneurial talent as a result of its Investment Promotion Service Project, UNIDO is in a particularly good position to provide the needed framework within which to undertake and manage the project. It represents an innovative and potentially highly effective method of capitalizing on proven entrepreneurial talent in selected LDCs.

Recommendation: that you authorize \$60,000 of the FY 1982 funds under the Program Development and Support project (940-0001) to grant UNIDO this sum to carry out the activities outlined in the attached proposal, and that you indicate this authorization by signing below and the attached PIO/T.

Approved

*[Signature]*

Disapproved:

Date

8/11/82

## PROGRAM DESCRIPTION

### A. Purpose:

The purpose of this grant is to develop an entrepreneurial exchange program among selected developing countries to assist in the formation of new small and medium sized enterprises.

### B. Objective:

The objective of this exchange program is to facilitate the development of and help ensure the success of new, principally agro-based, business enterprises by utilizing the expertise of successful entrepreneurs in selected LDCs.

### C. Implementation:

The Grantee will implement the program as outlined below and described in their proposal attached to this program description. Using the network developed through its Investment Promotion Service with developing countries, UNIDO will identify and help provide technical assistance in two principal forms:

1. On-site consulting in recipient developing countries during the planning and implementation stages of carefully selected industrial projects; and
2. Training of key personnel from the recipient projects in established operations of the participating entrepreneurs.

The program will be implemented in two phases:

#### Phase I

This three-month period is the preparatory phase of the project. The plan of action is as follows:

#### Month 1 - Consultation

Purpose: To define project, develop detailed plan of action and strategy, including local USAID/UNIDO co-operation, for identifying recipient projects and participating entrepreneurs.

#### Month 2 - 3 - Identification of projects and entrepreneurs.

#### Month 3 (end) - Consultation

Purpose: Evaluation of progress reports received from USAID officials and UNIDO SIDFAs in the developing countries; selection and assignment of projects and entrepreneurs.

Phase II

This 12-month period is the implementation phase of the project.

- Month 1 - Notification of recipient projects and participating entrepreneurs.
  - Scheduling of initial on-site visits in recipient developing countries by participating entrepreneurs.
- Months 2 - 5 - Initial on-site visits in recipient developing countries by participating entrepreneurs.
- Months 6 - 8 - Scheduling of training for project personnel from recipient developing countries in established projects in the participating entrepreneurs' home countries.
  - Follow-up on-site visits in recipient developing countries by participating entrepreneurs.
- Months 9 - 12 - Training of project personnel.
  - Evaluation.

In consultation with the Bureau for Private Enterprise, four countries will be selected for inclusion in this project. Suggested countries are Jamaica, Kenya, Pakistan and Thailand.

D. Budget:

The costs of Phase I will be borne by the Grantee and PRE. The funds proposed for the project will finance the following items:

Travel and Per Diem

Entrepreneurs (4)	
Roundtrip transportation	\$ 20,000
Per Diem	4,000
Sub-Total	<u>24,000</u>
Trainers (8)	
Roundtrip Transportation	20,000
Per Diem	12,000
Sub-Total	<u>32,000</u>
Contingency (additional trips; depending upon country)	4,000
Total	<u>60,000</u>

A detailed breakout of this budget is provided in the proposal attached to this program description.

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UNITED NATIONS  NATIONS UNIES  
UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

INVESTMENT PROMOTION SERVICE

DRAFT PROPOSAL

July 1982

TECHNICAL ASSISTANCE PROJECT  
UTILIZING THE ENTREPRENEURIAL  
EXPERTISE IN DEVELOPING COUNTRIES

## I. BACKGROUND

In the developing countries of Africa, Asia and Latin America there exist talented and experienced entrepreneurs engaged successfully in a wide range of industrial sectors. These entrepreneurs represent an untapped source of technical assistance that can be utilized to further industrial development, in particular in small and medium-size projects, in many developing countries.

With years of experience, usually in their own small and medium-size firms, these individuals possess unique and valuable expertise in the establishment and operation of industrial projects. Such expertise, properly transferred from one developing country to another, will constitute a new form of technical cooperation among developing countries. This could prove far more effective than traditional forms of technical assistance that rely on experts, who are provided at considerable cost to the donor organization and/or recipient country and projects and who often lack directly-applicable experience in developing countries.

Informal, exploratory discussions with relevant parties lead to the conclusion that individual entrepreneurs can be recruited to provide free, yet highly-valuable, short-term technical assistance to industrial projects in developing countries. It is also assumed that, in addition to providing on-site consultation to recipient projects, the individual entrepreneurs will accept responsibility for providing short-term training programmes for key personnel (e.g., plant managers and foremen) of the recipient projects.

The provision of such technical assistance will need to be arranged outside the participating entrepreneurs' home countries and preferably inter-regionally to avoid problems of competition.

For example, an entrepreneur in a Caribbean nation, engaged successfully in the manufacture of soap is recruited to provide much-needed short-term technical assistance to an entrepreneur in an African country who is planning to establish a new factory to manufacture soap products for the local market.

The entrepreneur from the Caribbean nation provides advice on the planning, establishment, including sourcing of equipment and materials, staffing and management of the factory, as well as approaches to marketing and distribution. His advice is based on years of first-hand experience and his own personal success in a developing country market characterized by many of the same obstacles and opportunities existing in the country in which the new factory is being established. In addition to the on-site consultation in the African country, the entrepreneur from the Caribbean receives one or more employees, e.g. plant manager and quality control manager, for on-the-job training of up to four weeks in his factory in the Caribbean.

Although it is assumed that the number of entrepreneurs to be recruited for such a programme will be relatively small—possibly one out of ten approached—preliminary indications are that a sufficient number of individuals will participate, given their sense of moral responsibility, interest in the challenge involved in such an assignment and desire in gaining the experience and exposure that would result from their participation.

## II. OBJECTIVE

The objective of the project envisioned by UNIDO is to facilitate the industrialization of developing countries and ensure the success of new industrial, particularly small and medium-size, agro-based, projects. This objective is to be achieved through the provision of technical assistance supplied by experienced, successful entrepreneurs from developing countries. Such technical assistance would be in the following forms:

- A) on-site consulting in the recipient developing country during the planning and implementation stages of carefully-selected industrial projects; and
- B) training for key project personnel from the recipient project in established industrial operations of the participating entrepreneurs.

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### III. IMPLEMENTATION

The project is to be implemented in a two-phase programme.

#### Phase I

This three-month period (January-March 1983) is the preparatory phase of the project. The plan of action is as follows:

#### 1983

January - Consultation - Washington, D.C. (2 days)

Purpose: To define project, develop detailed plan of action and strategy, including local USAID/UNIDO co-operation, for identifying recipient projects and participating entrepreneurs.

Participants: USAID officials and UNIDO Senior Industrial Development Field Advisers (SIDFAs) assigned to four developing countries; USAID and UNIDO staff.

February-March - Identification of projects and entrepreneurs by USAID officials and UNIDO SIDFAs in the four developing countries.

March (end of month) - Consultation - New York City or Washington, D.C. (1-2 day(s) )

Purpose: Evaluation of progress reports received from USAID officials and UNIDO SIDFAs in the developing countries; selection and assignment of projects and entrepreneurs.

Participants: USAID and UNIDO staff.

#### Phase II

This 12-month period (April 1983-April 1984) is the implementation phase of the project.

1983

April - Notification of recipient projects and participating entrepreneurs  
- Scheduling of initial on-site visits in recipient developing countries by participating entrepreneurs.

May-October - Initial on-site visits (one week each) in recipient developing countries by participating entrepreneurs

October-December - Scheduling of training for project personnel from recipient developing countries in established projects in the participating entrepreneurs' home countries  
- Follow-up on-site visits (one week each) in recipient developing countries by participating entrepreneurs.

1984

January-April - Training of project personnel (two-four weeks)  
- Evaluation

IV. SUGGESTED COUNTRIES

UNIDO suggests the following countries, selected from USAID's list of priority countries, for inclusion in this project:

Jamaica  
Kenya  
Pakistan  
Thailand

V. BUDGET

Phase I (January-March 1983)

Two-day consultation (Washington, D.C.)

Project costs during this phase would be shared by USAID and UNIDO.

USAID and UNIDO would be responsible for roundtrip transportation and per diem costs associated with participation of USAID officials and UNIDO SIDFAs, respectively, in the consultation. It is estimated that the cost for this phase would be \$10,000 per organization.

Note: It is assumed that the expenses (e.g. in-country travel and communications) incurred in the identification of projects and entrepreneurs will be borne by local USAID and UNIDO SIDFA budgets in the participating developing countries.

Total (Phase I) . . . . . \$20,000

Phase II (April 1983-April 1984)

Travel and Per Diem

Entrepreneurs (4):

Roundtrip transportation	20,000
Per Diem	4,000

Key Project Personnel (trainees) (8):

Roundtrip transportation	20,000
Per Diem	<u>12,000</u>
	56,000

Contingency . . . . . 4,000

Total (Phase II) . . . . . \$ 60,000

UNIDO Project Service Cost (13%) . . . . . \$ 7,800

Project Total . . . . . \$ 87,800

11'

ANNEX I

BUDGET WORKSHEET

Travel costs are based on current air fares, plus 10% (anticipated increase).

Per diem rates are based on current United Nations per diem rates:

Jamaica	\$87
Kenya	49
Pakistan	77
Thailand	72
United States	98

PHASE I

Roundtrip transportation

Kingston/Washington, D.C./Kingston	\$1,060
Nairobi/Washington, D.C./Nairobi	2,493
Islamabad/Washington, C.C./Islamabad	2,464
Bangkok/Washington, D.C./Bangkok	<u>2,807</u>
	\$8,824

Per Diem

4 UNIDO SIDFAs x 2 days @ \$98 each	<u>784</u>
Total (UNIDO)	\$9,608
(Budget item	\$10,000)

It is assumed costs for participation of USAID officials would be approximately the same.

PHASE II

Entrepreneurs (4)

(Note: For budgeting purposes one Jamaican entrepreneur was linked with a Thai project; one Thai entrepreneur was linked with a Jamaican project; one Kenyan entrepreneur was linked with a Pakistani project; and one Pakistani entrepreneur was linked with a Kenyan project).

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Roundtrip transportation:

Kingston/Bangkok/Kingston	\$3,369
Bangkok/Kingston/Bangkok	3,369
Nairobi/Islamabad/Nairobi	963
Islamabad/Nairobi/Islamabad	<u>963</u>
	\$8,664

x 2 (trips)

Total \$ 17,328

(Budget item \$20,000)

Per Diem

1 entrepreneur in Bangkok	
x 14 days @ \$72	\$1,008
1 entrepreneur in Kingston	
x 14 days @ \$87	1,218
1 entrepreneur in Islamabad	
x 14 days @ \$77	1,078
1 entrepreneur in Nairobi	
x 14 days @ \$49	<u>686</u>

Total \$3,990

(Budget item \$4,000)

Key Project Personnel (8)

(Note: For budgeting purposes, it is assumed that 2 individuals from each of the four projects would travel for on-the-job training in established projects; each engaged in training for 3 weeks).

Roundtrip transportation:

Kingston/Bangkok/Kingston	\$3,369
Bangkok/Kingston/Bangkok	3,369
Nairobi/Islamabad/Nairobi	963
Islamabad/Nairobi/Islamabad	<u>963</u>

Total \$8,664

x 2 (trainees each project)

Total \$17,328

(Budget item \$20,000)

Per Diem

2 trainees in Bangkok	
x 21 days (each) @ \$72	\$ 3,024
2 trainees in Kingston	
x 21 days (each) @ \$87	3,654
2 trainees in Islamabad	
x 21 days (each) @ \$99	3,234
2 trainees in Nairobi	
x 21 days (each) @ \$49	<u>2,058</u>
Total	\$11,970
(Budget item	\$12,000)

AID 1380-1 (10-79)	UNITED STATES INTERNATIONAL DEVELOPMENT COOPERATION AGENCY AGENCY FOR INTERNATIONAL DEVELOPMENT	1. Cooperating Country Worldwide	Page 1 of Pages
		2. PIO/T No. 342-9048	3. <input type="checkbox"/> Original or Amendment No. <u>1</u>
		4. Project/Activity No. and Title 940-0001 - Program Development and Support United Nations Industrial Development Organization (UNIDO)	
		5. Appropriation Symbol 72-1121021.6	

DISTRIBUTION	6. Allotment Symbol and Charge PDAA-82-13430-DG-61	7. Obligation Status <input type="checkbox"/> Administrative Reservation <input type="checkbox"/> Implementing Document	8. Project Assistance Completion Date (Mo., Day, Yr.) 14 months from issuance of grant
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9. Authorized Agent	10. This PIO/T is in full conformance with PRO/AG Date
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11a. Type of Action and Governing AID Handbook <input type="checkbox"/> AID Contract (HB 14) <input type="checkbox"/> PASA/RSSA (HB 12) <input checked="" type="checkbox"/> AID Grant (HB 13) <input type="checkbox"/> Other	11b. Contract/Grant/PASA/RSSA Reference Number (if this is an Amendment)
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12. Estimated Financing (A detailed budget in support of column (2) is attached as attachment no. \_\_\_\_\_)

Maximum AID Financing	A. Dollars	(1) Previous Total	(2) Increase	(3) Decrease	(4) Total to Date
		60,000	- 0 -	* - 0 -	60,000
B. U.S.-Owned Local Currency					

13. Mission References

14a. Instructions to Authorized Agent

SER/CM is requested to amend the budget in the grant per the attached. This will not result in a change in the overall grant level.

Also, SER/CM is requested to extend the PACD by 6 months.

14b. Address of Voucher Paying Office

15. Clearances—Include typed name, office symbol, telephone number and date for all clearances.

A. The project officer certifies that the specifications in the statement of work are technically adequate Bruce E. Bouchard <i>[Signature]</i> Date 4/21/83	Phone No.	B. The statement of work lies within the purview of the initiating and approved agency programs E.C. Harrell <i>[Signature]</i> Date 4/21/83
C. Gail Horner <i>[Signature]</i> Date 4/23/83		D. Funds for the services requested are available
E.		

16. For the cooperating country: The terms and conditions set forth herein are hereby agreed to Signature _____ Date _____ Title _____	17. For the Agency for International Development <i>[Signature]</i> Signature E.C. Harrell Date 4/20/83 Title _____
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UNITED NATIONS  NATIONS UNIES  
UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

INVESTMENT PROMOTION SERVICE  
821 UNITED NATIONS PLAZA, NEW YORK, N.Y. 10017  
TELEPHONE: (212) 754 5000 CABLE ADDRESS: UNATIONS, NEW YORK TELEX: 02450

REFERENCE:

8 June 1983

Dear Bruce,

..... In reference to our meeting last week, please find enclosed a revised proposal for the "Technical Assistance Project Utilizing the Entrepreneurial Expertise in Developing Countries".

As agreed, the budget has been amended to omit the provision for training of project personnel. Funds previously earmarked for this purpose have been transferred to the budget item for travel and per diem of entrepreneurs. The revised budget covers the travel and per diem costs for initial visits by eight entrepreneurs and follow-up visits by four entrepreneurs.

On behalf of the UNIDO staff, many thanks for your kind hospitality and helpful comments during our meeting in Washington. We look forward to keeping you informed of further developments.

Yours sincerely,

*Mary*  
Mary Sellner  
Officer-in-Charge

Mr. Bruce Bouchard  
Policy Officer  
PRE/PPR, Room 5887  
Agency for International Development  
State Department  
Washington, D.C. 20523

cc. Mr. S. Dello-Strologo  
Mr. W. Millager  
Ms. C. Von Monbart

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UNITED NATIONS  NATIONS UNIES  
UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

INVESTMENT PROMOTION SERVICE

PROPOSAL

July 1982

(Amended June 1983)

TECHNICAL ASSISTANCE PROJECT  
UTILIZING THE ENTREPRENEURIAL  
EXPERTISE IN DEVELOPING COUNTRIES

## I. BACKGROUND

In the developing countries of Africa, Asia and Latin America there exist talented and experienced entrepreneurs engaged successfully in a wide range of industrial sectors. These entrepreneurs represent an untapped source of technical assistance that can be utilized to further industrial development, in particular in small and medium-size projects, in many developing countries.

With years of experience, usually in their own small and medium-size firms, these individuals possess unique and valuable expertise in the establishment and operation of industrial projects. Such expertise, properly transferred from one developing country to another, will constitute a new form of technical cooperation among developing countries. This could prove far more effective than traditional forms of technical assistance that rely on experts, who are provided at considerable cost to the donor organization and/or recipient country and projects and who often lack directly-applicable experience in developing countries.

Informal, exploratory discussions with relevant parties lead to the conclusion that individual entrepreneurs can be recruited to provide free, yet highly-valuable, short-term technical assistance to industrial projects in developing countries. It is also assumed that, in addition to providing on-site consultation to recipient projects, the individual entrepreneurs will accept responsibility for providing short-term training programmes for key personnel (e.g., plant managers and foremen) of the recipient projects.

The provision of such technical assistance will need to be arranged outside the participating entrepreneurs' home countries and preferably inter-regionally to avoid problems of competition.

For example, an entrepreneur in a Caribbean nation, engaged successfully in the manufacture of soap is recruited to provide much-needed short-term technical assistance to an entrepreneur in an African country who is planning to establish a new factory to manufacture soap products for the local market.

The entrepreneur from the Caribbean nation provides advice on the planning, establishment, including sourcing of equipment and materials, staffing and management of the factory, as well as approaches to marketing and distribution. His advice is based on years of first-hand experience and his own personal success in a developing country market characterized by many of the same obstacles and opportunities existing in the country in which the new factory is being established.

Although it is assumed that the number of entrepreneurs to be recruited for such a programme will be relatively small--possibly one out of ten approached--preliminary indications are that a sufficient number of individuals will participate, given their sense of moral responsibility, interest in the challenge involved in such an assignment and desire in gaining the experience and exposure that would result from their participation.

## II. OBJECTIVE

The objective of the project envisioned by UNIDO is to facilitate the industrialization of developing countries and ensure the success of new industrial, particularly small and medium-size, agro-based projects. This objective is to be achieved through the provision of technical assistance supplied by experienced, successful entrepreneurs from developing countries. Such technical assistance would be in the form of on-site consulting in the recipient developing country during the planning and implementation stages of carefully-selected industrial projects.

## III. IMPLEMENTATION

The project is to be implemented in a two-phase programme.

### Phase I

This three-month period (April-June 1983) is the preparatory phase of the project. The plan of action is as follows:

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1983

May - Consultation - Washington, D.C. (2 days)

Purpose: To define project, develop detailed plan of action and strategy, including local USAID/UNIDO co-operation, for identifying recipient projects and participating entrepreneurs.

Participants: USAID officials and UNIDO Senior Industrial Development Field Advisers (SIDFAs) assigned to two developing countries; USAID and UNIDO staff.

June - Identification of projects and entrepreneurs by USAID officials and UNIDO SIDFAs in the four developing countries.

Consultation - New York City or Washington, D.C. (1-2 day(s) )

Purpose: Evaluation of progress reports received from USAID officials and UNIDO SIDFAs in the developing countries.

Participants: USAID and UNIDO staff.

Phase II

This 6-month period (July-December 1983) is the implementation phase of the project.

1983

July - Notification of recipient projects and participating entrepreneurs  
- Scheduling of initial on-site visits in recipient developing countries by participating entrepreneurs.

July - September - Initial on-site visits (10 days each) in recipient developing countries by participating entrepreneurs.

October - December - Follow-up on-site visits (10 days each) in recipient developing countries by participating entrepreneurs.

December - Evaluation

20'

IV. SUGGESTED COUNTRIES

UNIDO suggests the following countries, selected from USAID's list of priority countries, for inclusion in this project:

- Jamaica
- Thailand

V. BUDGET

Phase I (April - June 1983))

Two-day consultation (Washington, D.C.)

Project costs during this phase would be shared by USAID and UNIDO. USAID and UNIDO would be responsible for roundtrip transportation and per diem costs associated with participation of USAID officials and UNIDO SIDFAs, respectively, in the consultation. It is estimated that the cost for this phase would be \$10,000 per organization.

Note: It is assumed that the expenses (e.g. in-country travel and communications) incurred in the identification of projects and entrepreneurs will be borne by local USAID and UNIDO SIDFA budgets in the participating developing countries.

Total (Phase I).....\$ 20,000

Phase II (July - December 1983)

Travel and Per Diem

Entrepreneurs (8) :

Initial visits:

Roundtrip transportation	30,000
Per Diem (10 days)	8,000

Entrepreneurs (2)

Follow-up visits:

Roundtrip transportation	15,000
Per Diem (10 days)	4,000

57,000

Miscellaneous 3,000

In-Country Costs

Total (Phase II).....\$ 60,000

ANNEX I

BUDGET WORKSHEET

Travel costs are based on current air fares, plus 10% (anticipated increase).  
Per diem expenses are based on current U.S. Government and United Nations rates:

Jamaica	\$ 109 (U.S.)
Thailand	\$ 78 (U.S.)
United States	\$ 98 (U.N.)

PHASE I

Roundtrip transportation (2 visits)

Kingston/Washington, D.C./Kingston	\$1,060 x 2	\$2,120
Bangkok/Washington, D.C./Bangkok	2,807 x 2	<u>\$5,614</u>
		\$7,734

Per Diem

2 UNIDO SIDFAs x 2 days @ \$98 each	392 x 2	<u>\$ 784</u>
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Total (UNIDO) \$8,518

(Budget item \$10,000)

It is assumed costs for participation of USAID officials would be approximately the same.

PHASE II

Entrepreneurs (8)

(Note: For budgeting purposes one Jamaican entrepreneur was linked with a Thai project; one Thai entrepreneur was linked with a Jamaican project).

*22.*

Roundtrip transportation (Initial visits) :

Kingston/Bangkok/Kingston	\$ 3,399 x 4	\$13,596
Bangkok/Kingston/Bangkok	3,399 x 4	\$13,596
Total		<u>\$27,192</u>

(Budget item \$ 30,000)

Per Diem

1 entrepreneur in Bangkok		
x 10 days @ \$78	\$ 780 x 4	\$ 3,120
1 entrepreneur in Kingston		
x 10 days @ \$109	1,090 x 4	4,360

Total 7,480

(Budget item \$ 8,000)

Roundtrip transportation ( Follow-up visits) :

Kingston/Bangkok/ Kingston	\$ 3,399 x 2	\$ 6,798
Bangkok/Kingston/Bangkok	3,399 x 2	6,798
Total		<u>13,596</u>

(Budget item \$15,000)

Per Diem

1 entrepreneur in Bangkok		
x 10 days @ \$78	\$ 780 x 2	\$ 1,560
1 entrepreneur in Kingston		
x 10 days @ \$109	\$ 1,090 x 2	\$ 2,180

Total 3,740

(Budget item \$4,000)

23