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USAID/PAKISTAN: TRADE ANNUAL PERFORMANCE REPORT

PROJECT YEAR 1 (JULY 2009 – JUNE 2010)

31 JULY 2010

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ACRONYMS

ADB	Asian Development Bank
ADS	Automated Directives System
AJK	Azad Jammu and Kashmir
APTTA	Afghanistan Pakistan Transit Trade Agreement
ATT	Afghan Transit Trade
COP	Chief of Party
COTR	Contracting Officer's Technical Representative
CRISP	Community Rehabilitation and Infrastructure Project
DoS	Department of State
EG	Economic Growth
EPZ	Export Processing Zone
FATA	Federally Administrative Tribal Areas
FBR	Federal Bureau of Revenue
FBS	Federal Bureau of Statistics
FDG	Focus Group Discussion
FDI	Foreign Direct Investment
FPCCI	Federation of Pakistan Chambers of Commerce and Industries
FTA	Free Trade Agreement
FY	Fiscal Year
GCCI	Gadoon Chamber of Commerce & Industry
GDP	Gross Domestic Product
GGI	Gems and Gemological Institute
GIS	Geographical Information System
GOP	Government of Pakistan
GRAP	Gender Reform Action Plan
HCCI	Hattar Chamber of Commerce and Industry
HS	Harmonized Commodity Description and Coding System
ICT	Information and Communications Technology
IP	Implementing Partner
IR	Intermediate Result
ITC	International Trade Center
KPK	Khyber Pakhtunkhwa
MCR	Marble City Risalpur
MoC	Ministry of Commerce
MOU	Memorandum of Understanding
N/A	Non-Applicable
NAVTEC	National Vocational & Technical Education Commission
NGO	Non-Governmental Organization
NLC	National Logistic Cell
NTC	National Tariff Commission
NTTFC	National Trade & Transport Facilitation Committee
NWFP	North West Frontier Province
PASDEC	Pakistan Stone Development Company

PCSIR	Pakistan Council for Scientific and Industrial Research
PITAD	Pakistan Institute of Trade and Development
PMU	Project Management Unit
PRACS	Pakistan Railway Advisory and Consultancy Services
PRAL	Pakistan Revenue Automation Limited
PTP	Pakistan Trade Project
P&D	Planning and Development
ROZ	Reconstruction Opportunity Zone
SAARC	South Asian Association for Regional Corporation
SAARC CCI	SAARC Chamber of Commerce and Industry
SAFTA	South Asia Free Trade Agreement
SDA	Sarhad Development Authority
SEZ	Special Economic Zone
SIEMC	Sundar Industrial Estate, Development & Management Company
SO	Strategic Objective
SOW	Scope of Work
TBD	To Be Determined
TDAP	Trade Development Authority of Pakistan
TEVTA	Technical Education and Vocational Training Authority
USAID	United States Agency for International Development
USG	United States Government
WB	World Bank
WCO	World Customs Organization
WEXNET	Women Exporters Network
WG	Working Group
WTO	World Trade Organization

EXECUTIVE SUMMARY

The Pakistan TRADE Project (PTP) is a four year USAID economic growth project designed to help the Pakistani economy achieve its export potential by creating an environment that is more conducive to transit, for international and regional trade, and specifically in enhancing trade ties with Afghanistan. The focus of the PTP is to remove the impediments to trade through policy reform, and capacity building activities that facilitate increased exports from industry, services, and agriculture enterprises. Additionally, the PTP is assisting Pakistan in taking advantage of recently introduced legislation to allow a wide range of Pakistani manufactured goods to enter the United States duty free through the Reconstruction Opportunity Zones (ROZ).

The PTP's aim is to resolve trade challenges and support 'second generation' trade reforms including improving customs and trade facilitation, eliminating anti-export bias in trade policy and enabling increased bilateral and regional trade with Pakistan's neighbors through trade and transit agreements and border improvements. The PTP has three main components, under which all its activities are organized: (1) Improved Pakistan trade environment – through improved regulations, policies, systems and capacity; (2) Increase trade at Pakistani borders – especially with Afghanistan through implementation of Afghan Pakistan Transit Trade Agreement (APTTA); and (3) Support to sustainable and competitive Special Economic Zones (SEZ) including the ROZs.

The PTP, launched on 22 June 2009, began mobilization activities immediately thereafter. Over the course of the first year, the PTP made a number of significant accomplishments and impacts. A few highlights from these activities, which resulted from the USAID/PTP's assistance, include:

- The Pakistan Trade Project (PTP) established several separate but coordinated processes of consultation between the public and the private sector. These consultative processes were:
 - 1) The PTP established a Steering Committee (SC), headed jointly by the Ministry of Commerce and USAID, to oversee USG assistance through the PTP. The PTP steering Committee has representation from all relevant public sector institutions as well as from the private sector.
 - 2) The PTP established functional working groups with the Federal Board of Revenue (FBR), Customs, Government of Pakistan to steer PTP efforts, prioritize support and implement reforms. Working Groups established are the FBR/USAID-PTP Working Group, Sub-Working Group-1 on Policy, Procedure and Legal Reforms, Sub-Working Group-2 on Infrastructure Implementation, and Sub-Working Group-3 on Statistics and Information and Communications Technology (ICT) issues. All these working groups are now taking the lead in their respective areas of work for the effective implementation of the APTTA and other trade facilitation measures.
 - 3) The PTP commenced facilitating roundtables with the Government of Pakistan and Private Sector Stakeholders to identify areas of concern and aim for consensus for sustainable implementation and impact of the PTP efforts and support.
 - 4) The PTP established a working group with the Pakistan Stone Development Company (PASDEC) to execute a sustainable and export oriented model zone in the Marble City Risalpur.
- The Pakistan Trade Project (PTP) completed the organizational self-assessment of the Trade Development Authority of Pakistan (TDAP). A report on this assessment was prepared that highlighted the existing capacity of TDAP, major growth areas and recommendations. The PTP submitted the report to USAID as a project deliverable. The key areas identified for capacity building of TDAP included an on-line system for TDAP, reforming the Commercial Officer's program and defining a strategy for TDAP. The PTP has initiated the discussion with the Ministry of Commerce to implement one of the above recommendations (i.e. development of an

on-line trade portal) to strengthen Pakistan's competitiveness and better facilitate exporter access to wider world markets by providing an important communication platform between Pakistani stakeholders and the worldwide business community.

- On the request of the Ministry of Commerce (MoC), the Pakistan Trade Project (PTP) evaluated the Commercial Officer's (CO) program to identify areas for improving the effectiveness of the program to promote and facilitate trade for Pakistan and recommend areas for improvement in the system. Based on the evaluation results, the PTP prepared and submitted a proposal outlining the recommendations for improvements in the CO's program to the MoC. The proposal recommended a reform of the selection procedures of Cos, redefined roles and nature of on-the-job activities of COs abroad, to develop and provide improved training to COs relevant to their roles and responsibilities. The proposal also recommended building the capacity of COs to use and maintain an online portal for dissemination of information to the Pakistani exporters and foreign importers and to develop a performance evaluation system for COs.
- In line with the recommendations for improvement in CO program, the PTP has initiated providing technical assistance to the MoC in developing a Commercial Officers Portal and Database for Exporters and Manufacturers with the objective to strengthen Pakistan's competitiveness and better facilitate exporter access to wider world markets. The PTP developed a proposal and shared with the MoC for their review and approval. The proposal was developed after conducting a broad evaluation and assessment of Pakistan Commercial Officers Program; after evaluating 55 Pakistan embassy websites and more than 30 online trade databases; and after getting input from senior officers of TDAP and holding interviews with former commercial officers, FPCC&I leadership in Karachi, and MoC officials. Upon receipt of approval from the MoC, the PTP will immediately start implementation of this initiative.
- The Pakistan Trade Project has finalized and shared the Quarterly Trade Performance Report with key stakeholders providing them with a detailed review of the latest developments in relation to trade in Pakistan. The Report comments on trends, forecasts future direction and presents pertinent information using the latest available trade data. The Report, which presents Pakistan's trade performance on a year-on-year basis every quarter, reviews the top performing sectors, products and geographic partners by absolute value of trade as well as by percentage growth. The report also attempts to monitor Pakistan's performance with respect to trade diversification by sector, product, partner countries, and ways for improvement.
- The Pakistan Trade Project completed the Pakistan side of the Joint Pakistan Afghanistan Study on Stemming Un-Authorized Trade at Borders. The PTP submitted a final report entitled "Unauthorized Trade between Pakistan and Afghanistan - A Preliminary Assessment of its Extent and Economic Impact" to USAID as a key deliverable. This study is integral to the Afghanistan – Pakistan negotiations on the implementation of the expected Afghan Pakistan Transit Trade Agreement (APTTA).
- The Pakistan Trade Project (PTP) drafted a Memorandum of Understanding (MOU) between USAID and the Federal Board of Revenue (FBR). This MOU, when signed, will assist in the development of border infrastructure at the Torkham and Chaman border crossings. In preparation for the implementation of the Afghanistan Pakistan Transit Trade Agreement (APTTA), the PTP in partnership with Pakistan Customs conducted a baseline assessment of the Pakistan customs procedures, processes and infrastructure with respect to Afghan transit through Pakistan. The PTP produced a report outlining the findings of the baseline assessment, which identifies several gaps and includes recommendations in the procedures, processes and infrastructure. The procedural recommendations relate to the movement and clearance of goods and are in line with international best practices for customs as recommended by World Customs Organization and World Trade Organization. These included a Bond/Guarantee System, Customs Audit, a Single Business Window approach, training, and Risk Assessment/Targeting. The baseline study also identified infrastructure improvements at the two key border crossings of Chaman and Torkham to include the construction/up-grade of buildings, road network,

training facilities, parking, laborites, equipment, warehouses, Information and Communications Technology and allied facilities. Roundtable discussions with stakeholders are currently under way preparing a document covering the development of modern customs border complexes at Torkham and Chaman, and developing capacity-building programs for the public and private sectors.

- The Pakistan Trade Project (PTP) completed the data collection phase of the Afghan Transit Trade (ATT) Dwell Time assessment to identify the current average delays in transit and the costs involved. The Dwell Time assessment will be a powerful analytical tool used to establish the average delays and costs experienced by Afghan transit trade at each segment of their passage through Pakistan at the port, en-route from the port to the dry port where cargo is transferred onto Afghan vehicles, and the time taken thereafter in crossing over to Afghanistan. The PTP is now in Phase 2, which involves the analysis of the data obtained from FBR/Pakistan Revenue Automation Limited (PRAL) and conducting location visits along the ATT route through Torkham to identify bottlenecks in the system. Initial findings of the visits have highlighted several possible reasons for delay in ATT goods movement including narrow road crossings, especially at check posts and border crossings, irregularities and delays in clearance and screening at the National Logistics Cell (NLC) Truck Stations, obsolete weighbridge stations, and delays in clearance by the Custom authorities at the border. Once the PTP verifies the data and clarifies any discrepancies, a baseline for Dwell Time can be established and make it possible to gauge the level of impact on our efforts to improve the ATT dwell time.
- In preparation for the implementation of the Afghanistan Pakistan Transit Trade Agreement (APTTA), the Pakistan Trade Project partnered with Pakistan Customs conducted a baseline assessment of the Pakistan customs procedures, processes and infrastructure with respect to Afghan transit through Pakistan and a gap analysis of Pakistan's transit regime in relation to international standards. A number of priorities identified to improve the transit trade were a Transit Bond/Guarantee system for better revenue protection, and a Single Business Window approach to coordinate the requirements of other government departments and border agencies. An Authorized Trader Scheme supported by Customs Audit to identify legitimate traders for better risk management, Training and Capacity Building in Risk Assessment/Targeting to facilitate the movement of legitimate trade, and Border Infrastructure Development were also identified as priorities.
- In order to implement one of the recommendations of the baseline assessment regarding border infrastructure development, the Pakistan Trade Project (PTP), completed the first phase of immediate infrastructure development at the Chaman border crossing. The PTP purchased, installed and put into operation, three electric power supply generators & 27 lights (1,000 watts each), which is now providing adequate lighting for the Custom House and the road leading to the Zero Point (a distance of about 1km). This has not only enhanced the performance of customs staff to continue cargo inspection/shifting even after dusk but also improve the security on the road where vehicles are parked at night to wait for the opening of border gate the following morning.
- In year one, the PTP initiated a gap analysis of the Pakistan legal framework with respect to Afghan Transit Trade and international obligations. The purpose of this analysis is to identify the gaps in the existing law in relation to international law, conventions and agreements, and the Customs law in relation to the WCO and Revised Kyoto Convention. The legal gap analysis will consider the Afghan Transit Trade Agreement, 1965 and trade facilitation initiatives including: a transit bond/guarantee system for commercial goods; a single business window solution at the Torkham and Chaman borders; and an "authorized trader" scheme to Afghan trade in transit through Pakistan.
- The Pakistan Trade Project (PTP) has completed a comprehensive research study based on a sample of 52 women exporters from across Pakistan to highlight and rank factors that enable or inhibit women entrepreneurs in Pakistan to respond to export opportunities. The study was competed in conjunction with the fieldwork and provincial level workshops conducted with

women exporters. The PTP has published and disseminated the findings of the gender research study in the form of a report entitled ' "Responding to Export Opportunities: Suggestions for enhancing the Ability of Women in Pakistan to Tap International Markets effectively" ' to counterparts, policy makers, donors and other key stakeholders. The research report highlights several recommendations for the effective implementation of the Government of Pakistan's Trade Policy for increasing the participation of women in exports. Encouraging Information and Communications Technology usage among women exporters, strengthening women chambers, enhancing women's management skills and creating awareness among women exporters to understand international rules & requirement were highlighted recommendations. Assisting women exporters in marketing of products in the international markets, facilitating access to finance for women, simplifying documentation & procedures with respect to trade policies and procedures, and the claiming of export benefits rounded out the list.

- In order to implement one of the recommendations of the above mentioned gender research study, the PTP trained 278 women, 56% of which already involved in export businesses, from across Pakistan on processes and benefits of formal exports. Pre and post-training evaluation results of trainees in all trainings showed an average knowledge increase of 45% in formal export processes. As a result of these trainings many women entrepreneurs who were exporting through informal channels prior to the trainings are now considering the use of formal export channels in their businesses and establishing linkages with international buyers. These women are now maintaining proper records of their expenditures and sales to calculate profits. The PTP is providing continuous assistance in document preparation and processes and procedures involved with formal export channels.
- The Pakistan Trade Project (PTP) submitted the roadmap for the implementation of the Reconstruction Opportunity Zone (ROZ) to USAID/Pakistan. The PTP has shared the roadmap with the Ministry of Commerce for their review and ownership. The PTP also completed the competitive analysis of 1,338 HTS-10 Digit Level products covered under the ROZ Bill. The analysis aimed at understanding the short-term and long-term opportunities for Pakistan and their potential economic impact. This analysis helped the PTP to identify those ROZ covered products that would be feasible in the ROZ. The analysis will help formulate business cases for potential product categories for effective investment promotion of the ROZs as well as for developing ROZ business plans.
- The Pakistan Trade Project (PTP) completed the baseline assessment of existing industrial estates in the Reconstruction Opportunity Zone (ROZ) eligible areas to assess the present infrastructure facilities and potential to establish new industries for the ROZ program that could significantly improve their operations prior to the passing of the ROZ legislation. The PTP has developed a comprehensive business case, which focuses on business feasibility including integrated land use Management, infrastructure requirements, employment generation and local jobs. Also included are financial considerations, market factors and skill development. As a demonstration of the viability of this zone, the PTP is brokering a deal for the sale of 'cobblestones' to Yanchep Beach Joint Venture (YBJV) for their city development project in Australia. With support of the PTP, the PASDEC sent a sample shipment of cobblestone to YBJV in Perth, Western Australia for inspection and selection of material, which will be followed by a proper export order. This particular deal has great potential for future commercial sales of marble and granite stone sales that will directly influence local job creation in the KPK and Baluchistan where the quarries are located. Memorandums of Understanding have drafted and shared with relevant government departments for their review and approval with respect to this particular deal and with respect to the Business Case effort.

1 INTRODUCTION

BACKGROUND & SITUATION ANALYSIS

Over the past decade, the Government of Pakistan (GoP) has demonstrated its commitment to economic reforms. Pakistan's economy showed robust growth from 2003-2007 and real GDP growth exceeded the 7% annual target in 2004 and 2005. For the past several years, Pakistan has been able to expand its trade volumes both between its South Asian neighbors and with the rest of the world. Pakistan's trade is highly concentrated in cotton textile products, which accounted for 63% of all exports in 2007. During the same period, Pakistan undertook a number of economic reforms to promote economic reform and growth. It streamlined taxes, duties, and tariffs, reduced the number of licenses and permits for running businesses, and decentralized regulatory authority. The character of the private sector landscape is now more open and unconstrained due to the many laws that have been rewritten and modernized. Supported by USAID and other international donor assistance aimed at increasing competitiveness, these reforms improved the business and trade climate, laying the groundwork to establish Reconstruction Opportunity Zones.

The USAID funded Pakistan Trade Project (PTP) comes at a challenging and urgent time for Pakistan. A decline in Pakistan's trade situation, as indicated by declining exports and low ranking (84 out of 118 countries) in the 2008 Global Enabling Trade Report Index, sparked the PTP's launch. The objectives of the PTP are to assist in improving the country's trade environment increasing regional trade, especially trade at borders, and supporting sustainable special economic zones for increased competitiveness of Pakistani products for international and local markets. Export growth has slowed significantly even as imports have dramatically expanded. The resulting trade deficit has raised pressure on Pakistan's dwindling foreign reserves to critical levels as a global recession continues to sap demand in the world's major markets. At a moment when Pakistan needs most to boost its exports, persistent trade constraints, limited trade relationships and a lack of diversified export capacity are limiting the impact of trade as an engine of sustainable economic growth.

In light of its past economic reform achievements, Pakistan has demonstrated that it can overcome its current challenges, taking the necessary steps to deepen cooperation between GoP agencies and the private sector to renew the momentum for reform. In this context, the focus of the Pakistan Trade Project on (i) improving the overall trade environment, (ii) increasing cross-border trade with Pakistan's neighbors, (iii) and implementing the ROZ program and supporting sustainable and competitive special economic zones in designated areas, is both appropriate and timely.

DEVIATIONS FROM YEAR-1 WORK PLAN

The project has not deviated from the Year 1 work plan, however, some of its deliverables were not completed due to delayed responses from the partner government agencies and changes in leadership within key GoP ministries.

HOW THIS REPORT IS STRUCTURED

The present reports structure begins with the executive summary, introduction, a financial status update, a brief overview of project's year one accomplishments, a detailed description of activities undertaken during year one along with the implementation issues, and the progress on project indicators established by the USAID and the PTP. The final two sections focus on key events including trainings and meeting and a projection of the next six months of activities. In addition, this report also includes a series of Annexes, which are as follows: Annex-A presents the progress status of year 1 deliverables; Annex-B provides a list of completed deliverables along with their links to the PTP portal; Annex-C and Annex-D includes the details of project staff; and Annex-E presents the

organization chart of the project. The structure of this Annual Report is in accordance to the guidelines given by the USAID in the project Task order.

PROBLEMS AND OBSTACLES

Problems and obstacles can be kept at bay if the Government of Pakistan (GoP) continues to focus on economic growth and expanding trade as a development priority, with all stakeholders (private sector and others) remaining actively engaged in, and contributing as required to, project activities. Second, if changes in leadership within key GoP ministries or other counterpart institutions do not disrupt the focus of the project; and. Lastly, if security within Pakistan and the Region in general does not significantly deteriorate.

The project has faced some specific issues and concerns other than security that would significantly affect the completion of the deliverables or the achievement of objectives. The challenges, obstacles and constraints in the way of the successful implementation of the PTP's initiatives included:

- Financial and strategic uncertainties due to the strategic review and shift under consideration by the USAID affected work planning and pacing, target setting, and recruitment, and initiating relationships with potential counterparts;
- The unanticipated directive from the USAID to expend project security costs from the project budget, which led to rationalization of work plan and pace of work;
- Delay in the ROZ Legislation passage leading to declining interest among the private sector stakeholders to participate in the ROZ implementation, related discussions at this stage;
- Delay in the approval of MOUs from government departments impeded the workflow;
- Non-availability of up to date and reliable trade data;
- Identification of women exporters at both the federal and the provincial level was difficult. There is little updated information providing access to women starting or scaling up exports;
- The infrastructure improvements at the Chaman border post, lights and a generator, are no longer operational. Pakistani Customs' did not include the purchase of fuel for the three generators installed by the PTP in their budget;
- Some of the women chambers were not very cooperative and were reluctant to give time for meeting or providing access to their members.
- At the provincial level, lack of access to data about infrastructural works and present condition of infrastructural works in export processing zones, marble cities in NWFP, Balochistan and AJK, posed an obstacle to PTP in the baseline assessments.

SECURITY CHALLENGES

Since 9/11 Pakistan has been central to the US and coalition counter terror strategy. All major terror events involving Islamic extremists have some connection to Pakistan. Terrorists are still able to use Pakistan as a base to mount support and facilitation operations for extremist Islamic elements across the globe. The Pakistani military began offensive operations targeting militants in September 2009, initially South Waziristan then North Waziristan followed by Bajur, Orakzai and Mohmand agencies. The Pakistani military does not have counter insurgency experience. The threat posed by India governs the doctrine of Pakistan's military tactics; therefore, conventional forces train to fight other conventional forces form the backbone of the army. A conventional force operating against unconventional militant forces is the basis for the asymmetrical warfare situation that currently exists in Pakistan. The militants are not willing or able to hold ground against superior numbers and military hardware so then resort to terror tactics.

The tactics used in other theatres dominated by Islamic extremists have proven to be successful in Pakistan including various types of suicide bombing, close quarter assassination, kidnap and execution and IED's, all of which have occurred in Pakistan within the past six months.

The operational integrity of the security aspect of the PTP is governed by a series of processes designed to identify potential threats and reduce the likelihood and impact of those threats through the implementation of countermeasures. Information collation is a constant process that is directed

towards two separate areas; Islamabad and Regional (areas where tasks or meetings are planned). The information is analyzed then relevant countermeasures implemented. Countermeasures fall within one of the following categories:

- Eliminate
- Accept
- Mitigate
- Transfer

Security Team

The PTP divides the security team into three elements; Residential, Islamabad Mobile and Regional teams. Three six-man teams, provided by Vital Security, make up the residential team. In accordance with Pakistani law, expatriates cannot carry weapons. In order to provide the capability to move around Islamabad the PTP recruited six drivers. A selection process involving over seventy candidates lasting two months resulted in the final selection of the team. Such a rigorous process was intentional to train the drivers in subjects such as first aid, advanced driving, route reconnaissance and vehicle maintenance. Most importantly, the drivers train to conduct counter surveillance duties at each of our facilities as well as clearing routes and meeting venues. The final element of the security team is the six-man Regional Support Team, provided by Garda World, recruited and trained to provide security to staff visiting areas beyond Islamabad city limits who up until this week has been providing ad hoc services for PTP personnel visiting regions. Identified in the early stages of the project as being the most suitable security provider, Garda World, has years of Pakistani experience and understand exactly how to operate in all regions of the country. They provide a standoff barrier between the GoP and Deloitte with respect to security operations.

Regional Task, Concept of Operations

A combination of factors has shaped the concept of operations that the project currently employs. The main factor is the availability and quality of information necessary in order to make sound decisions about visiting potentially hostile areas. Because of the lack of information and the speed at which information becomes dated in increasingly volatile areas, the project has subcontracted an expat security consultant to gather information. The consultant is also responsible for the leadership and standards maintenance of the regional support team. Every Task follows the same process:

- Receipt of a travel request from the advisor (A minimum of 72 hours before the intended deployment date);
- Information gathering begins, all available sources are utilized; media, local knowledge, previous reports, Garda World, etc;
- The PTP deploys the regional security team consultant and additional regional support team assets. The security consultant conducts a physical reconnaissance of the area, the team visits specific locations and support locations, vehicles and accommodation are then sourced and secured by the regional team elements that are deployed;
- The consultant returns to Islamabad to brief the Deloitte Security Manager, who then decides to deploy, delay or cancel the task; and finally
- The advisor deploys on the task escorted by the regional security consultant and the regional security team.

The Security manager reserves the right to delay or cancel the task at any stage, including the actual meeting or visit that necessitated the task.

2 FINANCIAL STATUS

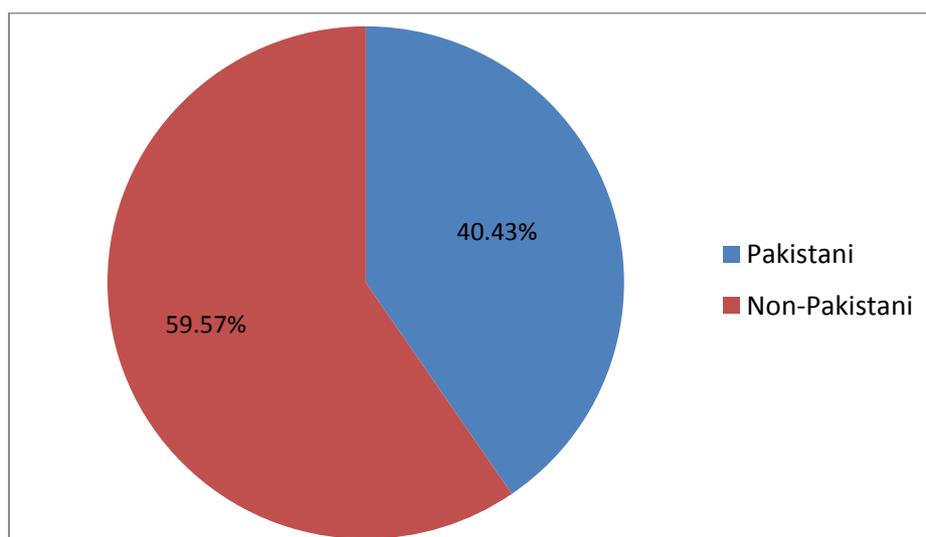
PROJECT FINANCIAL SUMMARY

Contract No.:	EEM-I-00-07-00005
Date of Issuance of Task Order:	June 22, 2009
Total Potential Task Order Amount:	US\$ 22,118,147.00
Amount Obligated Under Task Order:	US\$ 9,974,093.00
Total Project Funds Expended To Date:	US\$ 5,834,958.49
Project Funds Expended During Year-1:	US\$ 5,834,958.49
Project Funds Allocated for Year-2:	US\$ 7,642,097.00

PROJECT FUNDS EXPENDED ON LOCAL INSTITUTIONS AND STAFF IN YEAR 1

Description	Funds Expended (in US\$)			% of Overall Total		
	Local Service Providers ¹	Local Staff ²	Local ODC ³	Local Service Providers	Local Staff	Local ODC
During year 1, project funds expended in Pakistan on local institutions and local staff	263,751.34	991,243.79	1,103,994.98	5%	17%	19%

Figure 1: Percentage of Pakistani and Non-Pakistani Expense by the Project

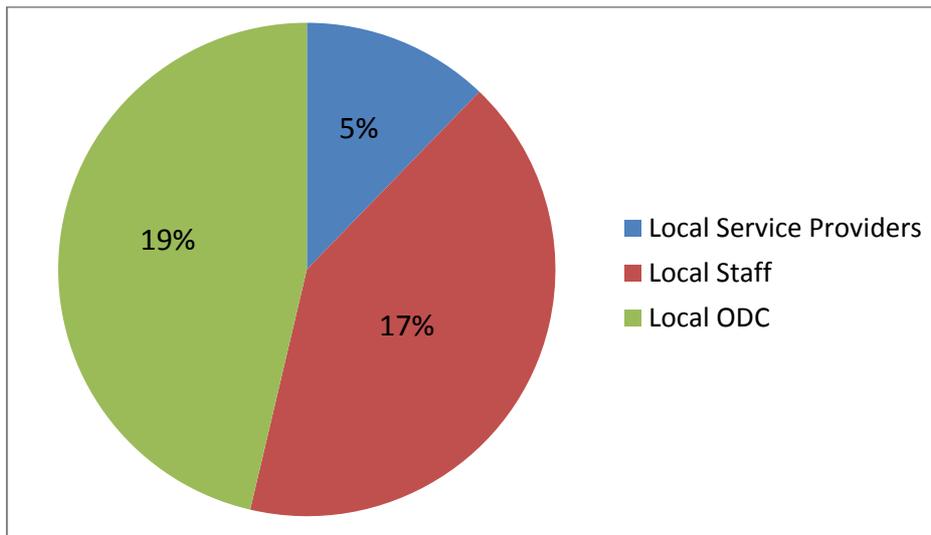


¹ Local Service Providers: This includes all Local Subcontract costs for BearingPoint Pakistan, Pegasus, Shagufta Naz of IBI, and Salmaan Farooq of JE Austin as well as local independent consultants.

² Local Staff: This includes Deloitte Pakistani professionals hired locally to support the project.

³ ODC: This includes all direct costs that originated in the local economy and reported through the IMPREST fund.

Figure 2: Percentage of Project Funds Expended in Pakistan on Local Institutions and Staff



3 PROJECT HIGHLIGHTS

NATIONAL HIGHLIGHTS

- The PTP acquired support of the Ministry of Commerce (MoC) for improving the effectiveness of its Commercial Officers' Program and of the Trade Development Authority of Pakistan (TDAP) for improving the trade environment through effective trade facilitation. The MoC expressed a keen interest in reforming the CO's program to improve trade facilitation and improving the effectiveness of the TDAP and the overall trade environment. The Commercial Officer's Program and the TDAP are two key nodes for the effective coordination of opportunities between exporters and importers in Pakistan and abroad.
- The PTP completed the organizational self-assessment of the TDAP to identify and prioritize growth areas for capacity building at the TDAP's. The PTP's proposal to support the TDAP is under consideration by the Ministry of Commerce (MoC) and the TDAP. The growth areas identified for interventions included (a) developing an organizational strategy and a performance-based budgeting system to support the strategy, (b) an online knowledge portal, (c) updating the Commercial Officers program, and (d) collaborating on facilitating women's participation in exporting. The PTP submitted a proposal outlining the recommendations for the capacity building of TDAP to the MoC.
- On the request of the Ministry of Commerce (MoC), the PTP evaluated the Commercial Officer's (CO) Program to identify areas of improving the effectiveness of the CO program to promote and facilitate trade for Pakistan and recommend areas for improvement in the system. The PTP's proposal for reforming the CO's program to improve its effectiveness in trade promotion for Pakistan is under consideration by the MoC. The prioritized areas for improvement in the CO's program include; (a) Reform selection procedures of the COs; (b) Redefine role and nature of on-the-job activities of the COs abroad; (c) Develop and provide improved training to the COs relevant to their roles and responsibilities; (d) Build capacity of the COs to use and maintain online portal for dissemination of information to the Pakistani exporters and foreign importers; and (e) Develop a performance evaluation system for the COs.
- In line with the recommendations for improvements in the CO program, the PTP is assisting the MoC in developing a robust web portal to strengthen Pakistan's competitiveness and to better facilitate exporter access to wider world markets. The PTP developed a proposal and submitted it to the MoC to initiate the development of web portal. This proposal was developed after conducting a broad evaluation and assessment of the Pakistani Commercial Officer's Program, evaluating 55 Pakistani embassy websites and more than 30 online trade databases, receiving input from senior officers of the TDAP and holding interviews with former commercial officers, leadership of Federation of Pakistan Chambers of Commerce and Industries (FPCCI) in Karachi, and MoC officials.
- Realizing the importance of reliable data for promotion of international trade, the PTP has initiated a gap analysis of trade data given by the PRAL/FBR to the FBS and its subsequent management, compilation and publication by the FBS. This gap analysis will help to identify the difficulties, problems and gaps in capturing and processing trade data by relevant agencies. Upon completion of the gap analysis, the PTP will present its recommendations to the FBS and the FBR/PRAL for implementation to ensure that up to date and reliable trade data is publically available to all stakeholders.
- The PTP has finalized the Quarterly Trade Bulletin and shared it with key stakeholders to provide them a detailed review of the latest developments in relation to trade in Pakistan. The bulletin comments on the trends, forecasts future direction and presents information using latest available trade data. The bulletin presents Pakistan's trade performance on a year-on-year basis every quarter. It reviews the top performing sectors, products and geographic partners by absolute value of trade as well as by percentage growth. The report also attempts to monitor Pakistan's performance with respect to trade diversification by sector, product and partner countries and recommends ways of improvement.
- The PTP completed a comprehensive assessment study of women exporters from across Pakistan to identify and rank factors that enable or inhibit the access of women entrepreneurs to export opportunities. This assessment study involved field based interviews of 52 women exporters from the main commercial centers and provincial level workshops with women exporters. The PTP compiled and published findings in the form of a report entitled "Responding to Export Opportunities: Suggestions for enhancing the Ability of Women in Pakistan to Tap International Markets Effectively." This report highlights the factors that

affect the ability of women exporters in Pakistan to respond to opportunities in the international markets and suggests the steps to encourage women's participation in exports. The objective of this report was to outline the prerequisites for the effective implementation of Pakistan's trade policy to harness the ability of women exporters to tap the global markets. The PTP disseminated the report to counterparts, policy makers, donors and other local & international organizations.

- In order to implement one of the recommendations made in the above-mentioned study, the PTP took an initiative, in late March 2010, to conduct a series of trainings for Pakistani women exporters and potential exporters from across Pakistan on "Processes and Benefits of Formal Exports". The PTP conducted fifteen (15) rounds of the training in seven cities across Pakistan and trained a total of 278 current and potential women exporters including women from Khyber Pakhtunkhwa and Balochistan on the processes and procedures for using formal export channels, the cost and benefits of using formal export channels as opposed to smuggling or informal export channels. Pre and post training evaluation results of trainees in all the trainings showed an average increase of 45% in their knowledge of formal export processes.
- On USAID's request, the PTP prepared and submitted a briefing paper entitled "US-Pakistan Free Trade Agreement: Potential Benefits". The briefing paper informed the U.S. Ambassador to Pakistan on the potential benefits of signing a Free Trade Agreement (FTA) between the U.S. and Pakistan governments. This paper also outlined the impact of such an FTA on the overall economies of Pakistan and the U.S. including employment, Gross Domestic Product (GDP), Foreign Direct Investment (FDI) and specifically impact to the textile sector.
- The PTP and Federal Board of Revenue (FBR) set up a formalized working group within Pakistan Customs to implement the customs reforms. This Working Group, having representation from FBR, PTP and the USAID, has recently re-organized into three sub-working groups to deal with (i) policy, procedure and legal reforms; (ii) infrastructure implementation; and (iii) statistics and IT issues. During year one of the PTP, four meetings of the FBR/USAID-PTP working group took place at the FBR Islamabad.
- The PTP has conducted the preliminary assessment of unauthorized trade between Pakistan and Afghanistan and measures required to stem it. This assessment focused on the illicit diversion of transit goods into the local economy during the course of a transit movement and the export then re-entry of transit goods from Pakistan into Afghanistan then back into Pakistan. This assessment is instrumental in supporting the expected Afghan Pakistan Transit Trade Agreement. A report entitled "Unauthorized Trade between Pakistan and Afghanistan - A Preliminary Assessment of its Extent and Economic Impact" incorporating findings of the study and remedial steps was prepared and submitted to the USAID as a key deliverable.
- The baseline assessment report on ATT has been finalized which includes the findings of the baseline surveys undertaken by the PTP team at Torkham and Chaman border posts and discussions with key stakeholders involved in transit trade. This baseline assessment study has identified several gaps in the procedures, processes and infrastructure with respect to transit through Pakistan and has made recommendations for procedural as well as infrastructure improvements. The procedural recommendations relate to the movement and clearance of goods and are in line with international best practices for customs as recommended by the WCO and the World Trade Organization (WTO). These include; Bond/Guarantee System, Customs Audit, Single Business Windows, Trainings and Risk Assessment/Targeting. The baseline study has also identified infrastructure improvements at the two key border crossings Chaman and Torkham, which include the construction/up-gradation of buildings, road network, training facilities, parking, laborites, equipment, warehouses, ICT and allied facilities.
- The PTP presented a baseline assessment report of ATT in the fourth meeting of FBR/USAID-PTP WG to provide the WG members a synopsis of the "Baseline Assessment of Afghan Transit Trade". This meeting identified a number of important decisions to the FBR must take to move initiatives forward including institutionalizing a Consultative Mechanism whereby Customs can meet regularly with trade and private sector. Improving Infrastructure and Procedures, including a proposal to acquire weighbridges for Chaman Border and ensure connectivity at both Chaman and Torkham to facilitate electronic information processing and exchange, and Capacity Building of Afghan-Pakistan customs staff as well as stakeholders in the private sector were also key decisions that needed action.
- In accordance with the decision taken in the fourth FBR/USAID-PTP WG meeting, the PTP has initiated the preparation of a report on the establishment of modern border complexes at Torkham and Chaman. Recommendations include newly designed border complexes to support the "single business window" concept. The Customs department will spearhead the collaboration for implementing procedural

improvements on both sides of the border, which will include, besides other initiatives, the electronic exchange of cargo data and common working hours. The desired improvements at these locations will not be achievable without the development of infrastructure at the border crossings. With this objective in view, this report will also include the estimated costs associated with implementing a modern border complex should the Government of Pakistan wish to implement these improvements in the future.

- The PTP launched the implementation of the FBR Consultative Mechanism as agreed in the fourth FBR/USAID-PTP WG meeting. The PTP introduced the Chambers of Commerce and various trade/industry associations to the implementation of the FBR Consultative Mechanism. The PTP invited participants of these meetings to a series of Roundtable Meetings with representation from a range of Private Sector stakeholders to discuss particular issues with respect to promoting trade facilitation at Pakistan borders. The PTP will facilitate these meetings and will present the results to the FBR. The FBR will consult with the private sector on specific issues and Public-Private Sector stakeholder working groups established to address these issues.
- The PTP has initiated the legal gap analysis of the Pakistan trade law to identify the gaps in the existing law in relation to international law, conventions and agreements, and the Customs law in relation to the World Customs Organization and Revised Kyoto Convention. The legal gap analysis will consider the Afghan Transit Trade Agreement, 1965 and trade facilitation initiatives including: a Transit bond/guarantee system for commercial goods; a Single business window at Torkham and Chaman borders; and an “authorized trader” scheme to Afghan trade in transit through Pakistan.
- The PTP has initiated undertaking a Dwell Time study of transit trade to identify the current average delays in transit and the costs involved. The Dwell Time study is an integral part of the baseline analysis, which establishes the current parameters concerning the average delays and costs experienced by Afghan transit trade. The study analyses each segment of their passage through Pakistan at the port, en-route from the port to the dry port where cargo transfers onto Afghan vehicles and the time taken thereafter in actually crossing over to Afghanistan. The PTP has acquired official data of Afghan Transit Goods held in the PRAL system and is currently analyzing the data to identify bottlenecks in the system. THE PTP will also conduct field visits to ATT sites in route to identify the bottlenecks in delays of ATT goods passing through these sites.
- The PTP is engaging with the Government of Pakistan to implement pilot projects under public private partnership to improve transit trade. The PTP is examining various options on how to improve overland carriage of transit goods by road and rail. These include: Open Access Policy that allow investors to establish and manage private trains; Alternate Dry Port for Peshawar at Amangarh due to heavily congested and insufficient capacity existing dray port to handle the heavy traffic passing through it ; and Warehouse and Cold Chain Facility.
- The PTP developed a plan and estimated budget for establishing a "Mock" Border Post (as a joint Pak-Afghan Customs Training Facility) which is a key element of the joint Pak-Afghan training as laid out in the APTTA. This activity is on hold until next year due to funding restrictions.
- In order to ensure efficient and effective implementation of the FBR-PTP initiatives, the PTP has initiated a training needs assessment (TNA) to identify the skills, competencies, tools, processes and resources needed to improve the capacity of the administration to carry out its allotted functions and achieve its objectives. The TNA will focus on needs, with respect to the FBR-PTP initiatives, which will involve legislative changes and the development of new systems and procedures, and a significant increase in the skills and knowledge of Customs officials.
- The PTP secured a partnership with the MoC through the establishment of the PTP Steering Committee (SC). The MoC and the USAID chair this committee. The PTP SC has representation from all relevant public sector institutions as well as from the private sector. The PTP SC has met three times at the MoC Islamabad.
- The PTP Steering Committee met for a second time at the MoC on May-25-2010. The agenda focused primarily on Reconstruction Opportunity Zones (ROZs). The PTP provided an overview of the ROZ related activities completed by the PTP and the next steps to be undertaken. The WG will take the following steps in the future; including the Steering Committee will function as the PMU until a dedicated PMU for the ROZs is in operation. Also agreed was a model for ROZ Regulators will be developed by the MoC and the PTP; and Provincial Governments will direct the collaboration with the NAVTEC in arranging the ROZ related trainings.

- The third meeting of the PTP Steering Committee commenced at the MoC on June-14-2010. The PTP presented a detailed synopsis of the ROZ completed activities. Activities included the ROZ Roadmap, the research study on potential market access opportunities for textile products, the assessment of existing industrial estates, and review of labor laws for ROZs, the assessment of Customs compliance and The Rules of Origin in ROZ legislation. The PTP timed the meeting to provide preparatory input to the MoC for the USA-Pakistan Strategic Dialogue on market access, scheduled in the same week. The MoC concluded the meeting by praising the PTP's for its work on the ROZs.
- The PTP completed the baseline assessment of existing industrial estates in the ROZ eligible areas to assess the present infrastructure facilities and potential to establish new industries for the ROZ program. The assessed industrial estates included Peshawar Industrial Estate, Gadoon Amazai Industrial Estate, Risalpur Industrial Estate and Risalpur Export Processing Zone, Hattar Industrial Estate and Quetta Industrial and Trading Estate.
- The PTP completed the competitive analysis of 1,338 products covered under ROZs at the ten digit Level based on specific criteria to understand the short-term and long-term opportunities for Pakistan and their potential economic impact. This analysis aided the PTP in identifying Pakistani products with the potential to be competitive in the US market. The analysis also identified major competitors of each product, their unit price structure, value & quantity of exports to USA, to formulate business cases for potential product categories and to see the relationship of potential product categories & the additional costs of producing the item in the ROZ eligible areas. The outcome of this analysis suggests that the opportunities in terms of export stimulation, regional development and product diversification materialize under the ROZ Program (given that the ROZ development and Program compliance takes place) depends on the set of products that is provided tariff free access to the US market under the ROZ program. Currently, the ROZ Bill provides tariff free access to 1338 HTS-10 digit product lines. Out of these products only 30–65 (2%-5% of the 1338 product lines respectively) products lines appear to be feasible to attract domestic investment based on current competitiveness of Pakistan's textile sector.
- Based on the baseline assessment of existing industrial estates and competitive analysis of 1,338 products, PTP developed a roadmap for the implementation of the ROZ Legislation when the latter passes through the US Congress. The roadmap outlines the key steps for the Government of Pakistan (to whom the PTP will support, facilitate and provide technical assistance) to take in preparation for the implementation of the ROZ regime and the development of the ROZ projects in the eligible areas. PTP will also help the GoP in developing the capacity of Federal and Provincial ROZ PMUs. The ROZ Roadmap will also serve as a tool for coordinating between the public and private sector stakeholders in organizing the resources and the work for the implementation of sustainable and competitive ROZs.
- The PTP assisted in establishing a PASDEC/USAID-PTP Working Group, in February-2010, to deal with all issues related to the development of Marble City Risalpur and support to make it a saleable proposition. The PASDEC/USAID-PTP working group has met weekly since February 2010 to form a market driven relationship.
- The PTP has developed a Marble City Risalpur (Khyber Pakhtunkhwa) Business Plan in consultation with the PASDEC, which provides a solid implementation platform with actionable plan and risk assessment to develop the marble industry further. Practical actions arising from the plan include the creation of shared facilities, workforce skill enhancement and stone industry specific training, machinery pools and stone testing laboratory facilities for the achievement of international standards.
- The PTP is currently coordinating with the PASDEC to sign an MOU between the PASDEC and the PTP to initiate the technical assistance for effective implementation of the plans of Marble City Risalpur (MCR) as a sustainable and competitive industrial estate in Pakistan in particular and upgrade/modernization of the Marble and Granite sector in Pakistan in general. This MOU acknowledges the technical advisory support from the USAID to the Marble City Risalpur (Khyber Pakhtunkhwa) development and subsequent detailed business planning.
- The PTP is facilitating a MOU between the YBJV and the PASDEC to export cobblestones and marble to Australia for the YBJV's city development project. The Yanchep Beach JV is responsible for developing a 5000Ha privately held Greenfield land in conjunction with the Tokyo Corporation of Japan. This effort once successful will then serve as a model for the PASDEC to use with other clients in Australia. This MOU will enable the PASDEC to review its own response to external demand and develop the public image of its members in the international marketplace. This will also open more export opportunities for Pakistan's marble and stone sector.

PROVINCIAL HIGHLIGHTS – KHYBER PAKHTUNKHWA

- The PTP developed Master Plans in four existing industrial estates in NWFP to analyze the planning concept of each Industrial Estate. This information will feed into the rehabilitation plans (business plan and feasibility plan) the PTP will develop in coordination with Sarhad Development Authority for the uplift of existing industrial estates into sustainable and competitive zones, whether with the ROZ Program or without, to support industrial activities in the northern and western borders of Pakistan.
- The PTP prepared a briefing paper on the Gems & Jewelry Sector of Khyber Pakhtunkhwa & FATA on the USAID's request. This paper will assist the USAID and the PTP in developing interventions to support the Gems & Jewelry sector and the economy of Khyber Pakhtunkhwa/FATA. The initiatives proposed in this paper have very strong market demand and these initiatives will create positive impact in four areas of Gems & Jewelry sector i.e. (1) Value Chain Productivity, (2) Industry Marketing and Branding, (3) Workforce Development and Innovation Capacity and (4) Policy Support. The paper has also proposed initiatives that will provide linkages both with the private and public stakeholders. The PTP will submit the paper to USAID/Pakistan for approval in early next week.
- On the USAID's request, the PTP prepared a briefing paper on the Marble & Granite sector of Khyber Pakhtunkhwa/FATA. The briefing paper will assist the USAID and the PTP in developing a need based strategy to increase awareness and support of the local economy in the northern and western borders of Pakistan through focused and targeted initiatives.

PROVINCIAL HIGHLIGHTS – PUNJAB

- The PTP, in collaboration with the central and north Punjab Women Chambers of Commerce & Industries, conducted a Gender Research Workshop at Lahore. 16 women exporters from central and north Punjab regions participated in the workshop. The workshop collected women exporter's views and inputs about factors influencing women participation in exports and overall trade. The PTP will publish a report that will include suggestions for implementing steps to encourage women's participation in exports. This will be followed by another workshop for women exporters of Sindh, public-private sector round table discussion on implications of the findings; a training program to prepare women entrepreneurs to assess the feasibility of export orders effectively; and a training program to increase the awareness amongst women on the processes and procedures involved in formal exports.
- The PTP conducted a Focus Group Discussion (FGD), attended by six women exporters and three entrepreneurs, at Sialkot. This FGD was part of gender research study to analyze the factors that affect participation of Pakistan's women entrepreneurs in trade related activities.
- With the support of the Pakistan Trade Project, many trainees of the PTP's sponsored trainings on processes and benefits of formal exports participated in the WEXNET-2010 Exhibition held at Lahore. Out of trainees, five won the "TDAP WEXNET Exhibition Award" for unique and best products. This was the first experience of a national level exhibition for three winners. According to one of the winner *"I could not win this award as I was not aware of the WEXNET Exhibition until Ms. Shagufta Naz of the PTP informed me about the exhibition and encouraged me to participate in the event. PTP staff guided me throughout the whole process including registration; display of products and on the spot services which I have already learned from the USAID/PTP's sponsored training"*.

PROVINCIAL HIGHLIGHTS – SINDH

- The PTP, in collaboration with the Sindh Women Chambers of Commerce & Industries, conducted a Gender Research Workshop for 32 women exporters from Karachi. The purpose of this workshop was to collect women exporter's views and inputs about factors affecting women participation in exports and overall trade. The workshop was part of gender research study completed by the PTP. The women exporters highlighted several issues that restrict the access of women entrepreneurs to export opportunities and suggested steps to encourage women's participation in exports. The PTP included the issues into the overall results of the gender assessment study and published in the form of a report entitled "Responding to Export Opportunities: Suggestions for enhancing the Ability of Women in Pakistan to Tap International Markets Effectively."

PROVINCIAL HIGHLIGHTS – BALOCHISTAN

- In order to implement one of the recommendations of the baseline assessment regarding border infrastructure development, the Pakistan Trade Project (PTP), completed the first phase of immediate infrastructure development at the Chaman border crossing. The PTP purchased, installed and put into operation, three electric power supply generators & 27 lights (1,000 watts each), which is now providing adequate lighting for the Custom House and the road leading to the Zero Point (a distance of about 1km). This has not only enhanced the performance of customs staff to continue cargo inspection/shifting even after dusk but also improve the security on the road where vehicles are parked at night to wait for the opening of border gate the following morning.

4 ACTIVITIES AND ACCOMPLISHMENTS

ACTIVITIES AND ACCOMPLISHMENT – NATIONAL

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
Component1: IMPROVED PAKISTAN TRADE ENVIRONMENT					
1.1	USAID and Ministry of Commerce headed Project Steering Committee set up	1.1.1. Establish project partnership with the Ministry of Commerce as key government counterpart for coordination and collaboration on Pakistan Trade Project activities	The PTP secured partnership with the MoC through establishment of Project Steering Committee under the joint oversight of Ministry of Commerce (MoC), GoP and USAID and jointly chaired by the Federal Secretary of MoC and the Mission Director of USAID.	Acquired support and ownership of project partners for the successful implementation of project activities.	Nil
1.2	Formalized public -private sector Working Groups for reform implementation established	1.2.1. Stakeholder Analysis of the public, private and non-profit sectors to serve on project working groups for tactical guidance	The PTP held discussions with key stakeholders from public, private and non-profit sectors to collaborate with project through working groups and provide tactical guidance for the implementation of its activities.	A list of key stakeholders was prepared and submitted to the MoC.	Nil
		1.2.2. Identification of key women leaders in public sector, academia, NGO, business sector to serve on project working groups for tactical guidance on the implementation of project activities	The PTP held discussions with key women leaders from public, academia, NGO, business sectors to collaborate with project through working groups and provide tactical guidance for the implementation of its activities.	A list of key stakeholders was prepared and submitted to the MoC.	Nil
		1.2.3. Trade Facilitation Working Group formalized with MoC	The PTP proposed the nomination of members for the working group to MoC.	The formal notification of the working groups is still pending with the MoC.	Delay in MoC's approval to constitute the working group.
1.3	Recommendations to Ministry of Commerce on to enhance the effectiveness of	1.3.1. Commercial Officers Program assessment and suggestions for reforms	On request of MoC, PTP evaluated the Commercial Officers / Counselors Abroad Program to identify areas of	The PTP identified several growth areas as result of this evaluation. These include; (a) Reform selection	Nil

ACTIVITIES AND ACCOMPLISHMENTS

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
	Commercial Officers Program with respect to improved trade facilitation		improving the effectiveness of the Commercial Officer program to promote and facilitate trade for Pakistan and recommended areas for improvement in the system.	procedures of COs; (b) Redefine role and nature of on-the-job activities of COs abroad; (c) Develop and provide improved training to COs relevant to their roles and responsibilities; (d) Build capacity of COs to use and maintain online portal for dissemination of information to the Pakistani exporters and foreign importers; and (e) Develop a performance evaluation system for the COs.	
		1.3.2. Agreement with Ministry of Commerce to reform the Commercial Officers Program abroad for effective export promotion and development	Based on the above evaluation results, PTP prepared and submitted to MoC a proposal outlining the recommendations for improvements in the CO program.	The approval of PTP's proposal recommending improvements in CO program and develop a strategy to address issues in all of the above areas is still pending with the MoC. The PTP is coordinating with the MoC for the ownership of PTP's proposal to start implementation.	Delay in approval of the PTP's proposal by the MoC causes a delay in the implementation of the PTP's identified initiatives.
1.6	Online Commercial Officers Portal for effective trade facilitation and CO reporting developed	1.6.1. User requirements finalized	The PTP identified the user requirements for developing the online trade portal after: conducting a broad evaluation and assessment of the Cp's Program; evaluating 55 Pakistan embassy websites with respect to the CO's roles and responsibilities; evaluating more than 30 online trade databases across the world, and holding interviews with former Pakistani commercial officers.	The purpose of developing this online trade portal is to strengthen Pakistan's competitiveness and better facilitate its businesses access to wider world markets. Enhancing import/ export links and providing an important communication platform between Pakistani stakeholders and the worldwide business community is the first step.	Nil
		1.6.2. CO portal and database developed	In line with the recommendations for improvement in the CO program, PTP proposes to assist the MoC in developing a robust web portal with the objective to strengthen Pakistan's	The purpose of developing this online trade portal is to strengthen Pakistan's competitiveness and better facilitate its businesses access to wider world markets. Enhancing	Delay in approval of PTP's proposal by the MoC causes delay in development of portal.

ACTIVITIES AND ACCOMPLISHMENTS

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
			<p>competitiveness and better facilitate exporter access to wider world markets. The PTP developed the proposal after conducting a broad evaluation and assessment of Pakistan Commercial Officers Program; after evaluating 55 Pakistan embassy websites and more than 30 online trade databases; and after getting input from senior officers of TDAP and holding interviews with former commercial officers, the FPCCI leadership in Karachi, and the MoC officials.</p>	<p>import/ export links and providing an important communication platform between Pakistani stakeholders and the worldwide business community is the first step.</p>	
1.7	Quarterly Trade Performance Report developed	<p>1.7.1. The design and content of the Quarterly Trade Performance report finalized</p> <p>1.7.2. First Quarterly Trade Performance Report published and disseminated amongst key private and public sector stakeholders</p>	<p>The PTP has finalized the design of Quarterly Trade Bulletin in consultation with the USAID/Pakistan. The bulletin aimed to review the latest developments in relation to trade in Pakistan. It comments on the trends, forecasts future direction and presents the figures using latest available trade data. The bulletin presents Pakistan's trade performance on a year-on-year basis every quarter.</p> <p>The PTP has finalized and shared with key stakeholders the first Quarterly Trade Bulletin for the period from November-2009 to April-2010. The bulletin presents Pakistan's trade performance during that period. It reviews the top performing sectors, products and geographic partners by absolute value of trade as well as by percentage growth. The report also attempts to monitor Pakistan's performance with respect to trade</p>	<p>The quarterly trade bulletin helps in keeping all stakeholders informed of the latest developments in Pakistan's international trade. As a key reference document various donors, policy makers, private businesses and other stakeholders benefit from information on current market situation with in-depth analysis on the top import/export markets and products.</p>	<p>Nil</p> <p>Non-availability of up to date and reliable data</p>

ACTIVITIES AND ACCOMPLISHMENTS

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
			diversification by sector, product and partner countries and recommends ways of improvement.		
1.8	Factor Analysis conducted and strategy recommendations submitted to public and private sector stakeholders for increasing women's participation in Pakistan's exports	1.8.1. Report finalized and submitted as a deliverable	<p>The PTP completed the gender research study of women exporters from across Pakistan to identify and rank factors that enable or inhibit the access of women entrepreneurs to export opportunities. This assessment study involved field based interviews of 52 women exporters from the main commercial centers and provincial level workshops with women exporters.</p> <p>The PTP has published the gender research study report entitled 'Responding To Export Opportunities: Suggestions for enhancing the Ability of Women in Pakistan to Tap International Markets effectively' and disseminated among counterparts, policy makers, donors and other key stakeholders.</p>	<p>The PTP has published the findings of this assessment study in the form of a report entitled "Responding To Export Opportunities: Suggestions for enhancing the Ability of Women in Pakistan to Tap International Markets Effectively."</p> <p>This report highlights the factors that affect the ability of women exporters in Pakistan to respond to opportunities in the international markets and suggesting implementation steps to encourage women's participation in exports. The objective of this report is to outline the prerequisites for the effective implementation of Pakistan's trade policy to harness the ability of women exporters to tap the global demand. The study recommended a number of activities to improve trade environment for women to participate and scale up export related activities.</p>	<p>Nil</p> <p>Nil</p>
1.9	Public - private dialogue on policy implementation in light of the Findings of Factor Analysis and Strategy Recommendations for	1.9.1. Round Table Discussion organized between public and private sector stakeholder on policy implementation recommendation	The PTP initiated roundtable discussions with chambers and public-private stakeholders on policy implementation for increasing women's participation in trade. Discussions also centered on	The PTP will present recommendations from these roundtable meetings and discussions with private sector stakeholders to public sector organizations and	Nil

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
	Increasing Women's Participation in Trade to relevant stakeholders		defining concrete Trade Policy aspects to empower women entrepreneurs to tap international trade opportunities. Eight members of the Islamabad Women Chamber, including the chamber president, attended the first roundtable. The meeting discussed a number of issues related to women entrepreneurship including socio-cultural and personal factors, trade readiness and ability to scale up exports.	policy makers in a Public-Private Dialogue to build the consensus and develop a framework for effective implementation of these recommendations.	
1.11	Training of small and medium informal women exporters on formal export processes	1.11.1. 60-80 women exporters and potential exporters	The PTP in late March 2010 took an initiative to conduct a series of trainings for Pakistani women exporters and potential exporters from across Pakistan. The PTP conducted 15 trainings on the "Processes and Benefits of Formal Exports". These sessions conducted in seven cities across Pakistan trained 278 current and potential women exporters including women from Khyber Pakhtunkhwa and Balochistan on the processes and procedures for using formal export channels, the cost and benefits of using formal export channels as opposed to smuggling or informal export channels.	Pre and post training evaluation results of trainees in all the trainings showed an average of 45% increase in their knowledge of formal export processes. Many women entrepreneurs who were exporting through informal channels prior to the training are now considering the use of formal export channels in their businesses and establishing linkages with international buyers. These women have already started to formalize their business through product analysis and market research. One of the participants of the PTP training finalized sample deal with the buyer from Holland using formal export channels.	There is a weak response to newspaper advertisement for training on processes and benefits of formal export.
Component 2: INCREASED TRADE AT PAKISTANI BORDERS					
2.1	Assessment of the Impact of APTTA on Pakistan	2.1.1. Assessment of the Impact of APTTA on Pakistan finalized and submitted as a deliverable	The PTP has finalized the baseline assessment report on Afghan Transit Trade. The baseline surveys undertaken by the PTP team at the Torkham and Chaman border posts and discussions	This baseline assessment study has identified several gaps in the procedures, processes and infrastructure with respect to transit through Pakistan and has made	Security concerns have been persistent and have precluded senior members of the PTP team to visit border posts at Torkham and Chaman.

ACTIVITIES AND ACCOMPLISHMENTS

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
			<p>with key stakeholders involved in transit trade were the main contributors to the report. The report has highlighted the need to have regulatory/policy/procedural reforms as well as infrastructure development at the Pak-Afghan border crossings (Torkham and Chaman) that will improve the transit trade.</p>	<p>recommendations for procedural as well as infrastructure improvements. The procedural recommendations relate to the movement and clearance of goods and are in line with international best practices for customs as recommended by the World Customs Organization (WCO) and the World Trade Organization (WTO). These include; Bond/Guarantee System, Customs Audit, Single Business Windows, Trainings and Risk Assessment/Targeting. The baseline study has also identified infrastructure improvements at the two key border crossings i.e. Chaman and the Torkham that include the construction/up-gradation of buildings, road network, training facilities, parking, laborites, equipment, warehouses, ICT and allied facilities.</p>	
2.2	<p>Joint Pak/Afghan Study on Unauthorized Trade at borders</p>	<p>2.2.1. Joint Pakistan/Afghanistan Study on Unauthorized Trade finalized and submitted as a deliverable</p>	<p>The PTP has completed the Pakistan side preliminary assessment of unauthorized trade between Pakistan and Afghanistan and measures required to stem it. This assessment focused on the illicit diversion of transit goods into the local economy during the course of a transit movement and the export then re-entry of transit goods from Pakistan into Afghanistan then back into Pakistan.</p>	<p>This assessment will be instrumental in supporting the expected Afghan Pakistan Transit Trade Agreement.</p>	<p>Nil</p>
2.3	<p>APTTA Implementation</p>	<p>2.3.1. Border Assessment: Current State Analysis of the law,</p>	<p>The process of bringing policy, legal framework and procedural reforms in</p>	<p>The PTP is working together with a Pakistani legal firm to identify the</p>	<p>Nil</p>

ACTIVITIES AND ACCOMPLISHMENTS

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
	Plan/Roadmap approved by public and private sector stakeholders	regulations, processes, logistics and infrastructure in relation to implementation of APTTA and against global best practices as stated in the Kyoto Convention	<p>line with international standards and global best practices has initiated through a gap analysis of Pakistan legal framework with respect to Afghan transit and international obligations under existing conventions and agreements. The PTP will incorporate this analysis into the ATT Baseline Assessment.</p> <p>The PTP is working together with a Pakistani legal firm to identify the gaps in the existing legal and regulatory regime of the country and proposals for amendments required to meet international standards and Pakistan's obligations as Party to international conventions and agreements.</p> <p>The PTP is focusing their efforts on identifying public and private stakeholders that are key players and will support the implementation of these initiatives. The PTP will bring on board stakeholders in the respective working groups to facilitate the process.</p>	<p>gaps in the existing legal and regulatory regime of the country and proposals for amendments required to meet international standards and Pakistan's obligations as Party to international conventions and agreements.</p>	
			<p>The PTP has initiated undertaking the Dwell Time study of transit trade to identify the current average delays and costs. In this regard, the PTP obtained the official data of Afghan Transit Goods for the three-month period from January to March 2010 held in the PRAL system and started analyzing it with the help of charts and spreadsheets. This will assist the PTP to identify bottlenecks in the system.</p>	<p>The Dwell Time study is an integral part of the baseline analysis. It establishes the current parameters with regards to the average delays and costs experienced by Afghan transit trade at each segment of their passage through Pakistan e.g. at the port, en-route from the port to the dry port where cargo is transferred onto Afghan vehicles, and the time taken thereafter in actually crossing</p>	<p>Security concerns have been persistent and have precluded senior members of the PTP team to visit border posts at Torkham and Chaman.</p>

ACTIVITIES AND ACCOMPLISHMENTS

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
				<p>over to Afghanistan. The PTP is conducting an analysis of data collected from the PRAL system for the first quarter of the year to use in later stakeholder presentations.</p>	
2.4	Joint Pak/Afghan Border Post Infrastructure Improvement	2.4.1. Proposal for Infrastructure Improvement Investment Submitted to CRISP	<p>The PTP submitted The CRISP Activity Identification Document for the infrastructure development of border posts at the Torkham and Chaman borders to the USAID COTR for approval. A concept paper on infrastructure development at the Pak-Afghan borders has also been prepared to provide brief background and need assessment of this infrastructure development. Once approved, the process of infrastructure enhancements at the Torkham and Chaman Border Posts will be initiated which will support customs reforms at the border for efficient transit as these reforms are necessary for the implementation of APTTA.</p>	<p>The PTP is waiting on the funding approval from the USAID to establish a modern border complex at the Torkham and Chaman borders.</p>	Nil
		2.4.2. Enhance the Chaman Customs Border Post inspection capabilities through improved operational equipment	<p>Through the USAID/PTP's assistance, the first phase of infrastructure development at the Chaman border crossing is completed. With the installation and operation of three generators and lighting equipment at the Chaman border crossing, there is now a well-lit Custom House and the road leading to the Zero Point (a distance of about 1km). This has not only enhanced the performance of customs staff to</p>	<p>The installation of three electric power supply generators and 27 lights (1,000 watts of each) at the Chaman border crossing is benefitting the stakeholders as follows:</p> <ul style="list-style-type: none"> - Increased daily clearance of trailers crossing at the border; - After installation of generators and lights at the Chaman border, Custom officials cleared a 	Nil

ACTIVITIES AND ACCOMPLISHMENTS

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
			continue cargo examination even after dusk but also improve the security on the road where vehicles are parked at night to wait for the opening of border gate the following morning. Both the custom officials and transporters warmly welcomed this intervention and other stakeholders involved in transit trade.	<p>backlog of over 1,000 trucks and trailers within 24 hours;</p> <ul style="list-style-type: none"> - Helped Frontier Corps and the local police to ensure better security and protection of cargo and trucks after dark; - Continuous supply of electricity facilitated the Pakistan Revenue Automation Limited (PRAL) to enter customs data of imports and exports together with, transit goods and military traffic (ISAF/ NATO / US). 	
2.5	Agreement with FBR to implementation reform in line with Kyoto Convention and for effective APTTA implementation	2.5.1. Establishment of working groups within Federal Bureau of Revenue to undertake customs reforms in line of Kyoto Convention and APTTA implementation	The PTP formed functional working groups with Federal Board of Revenue, the GoP (Customs) to steer PTP efforts, prioritize support and implement reforms.	The PTP holds Working Group meetings on a regular basis to review the progress of ongoing activities and to deal with trade related issues.	Nil
		2.5.2. Joint Pakistan/Afghanistan Working Group Established to oversee APTTA Implementation Plan	The PTP formed functional working groups with Federal Board of Revenue, the GoP (Customs) to steer PTP efforts, prioritize support and implement reforms.	The PTP holds Working Group meetings on a regular basis to review the progress of ongoing activities and to deal with trade related issues.	Nil
		2.5.3. Draft proposal for improvement in Customs Bond Regime legislation submitted to FBR Working Group	The PTP initiated a gap analysis of the policy, legal framework and procedural reforms of the Pakistan legal framework with respect to Afghan transit and international obligations under existing conventions and agreements. The PTP will incorporate the findings into the ATT Baseline Assessment recommending ways for the GoP to be in line with international standards and	The gap analysis will help to identify the necessary amendments to Pakistan's current legal framework with respect to the introduction of a transit bond/guarantee system; a single window business solution at the Torkham and Chaman borders; and an "authorized trader" scheme for Afghan trade in transit through Pakistan.	Nil
		2.5.4. Formulate / Establish Border Agency "Service Standards" covering risk based inspection			Nil
		2.5.5. Blueprint for a Fully			Nil

ACTIVITIES AND ACCOMPLISHMENTS

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
		Operating Single Business Window at Border Crossings	<p>global best practices.</p> <p>The PTP is working together with a Pakistani legal firm to identify the gaps in the existing legal and regulatory regime of the country and proposals for amendments required to meet international standards and Pakistan's obligations as Party to international conventions and agreements.</p> <p>The PTP is focusing its efforts on identifying the public and private stakeholders that are key players and will support the implementation of these initiatives. The PTP will invite the stakeholders to attend the respective working groups to facilitate the process.</p>		
		2.5.6. Draft Procedures and Operations Manual to Guide Implementation of Single Stop Inspection of Cargo between Pakistan and Neighboring Countries' Customs Implementation Support	<p>Under the FBR/ PTP Working Group, the PTP is assisting in the preparation of a report on the establishment of modern border complexes at the Torkham and Chaman. These border complexes will support a "single business window" concept. This initiative follows the recent "Dubai Process" where the governments of Pakistan and Afghanistan agreed to cooperate with each other to promote the efficient handling of import and export traffic between the two countries at the border crossings. The customs departments will spearhead implementing procedural improvements on both sides of the border, which will include, besides other initiatives, the electronic exchange of cargo data and common working hours.</p>	<p>The PTP team initiated the task of preparing a report for advancing the process of infrastructure development at the two targeted border crossings.</p> <p>The PTP conducted initial field trips to the border posts to assess the condition of equipment in preparation for the implementation of a single business window. The PTP will present a number of issues and recommendations to the working group for action over the next few weeks. Some of the issues raised included lack of connectivity, lack of basic office equipment, and furniture, weighbridges in a state of disrepair and sub standard accommodation for border staff.</p>	Nil

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
			The desired improvements at these locations will not be achievable without the development of infrastructure at the border crossings. The PTP is preparing a report during the next few months that will justify making funds available for implementing the proposed infrastructure developments.		
Component 3: SUPPORT TO SUSTAINABLE AND COMPETITIVE SPECIAL ECONOMIC ZONES INCLUDING THE RECONSTRUCTION OPPORTUNITY ZONES (ROZS)					
3.1	Strategic ROZ Action Plan (Road Map) approved by public and private sector local stakeholders for the implementation of sustainable and competitive ROZ program	3.1.1 ROZ Working Group formalized with the MoC	The PTP established a Steering Committee (SC), headed jointly by the Ministry of Commerce and USAID, to oversee USG assistance through the PTP. The PTP steering Committee has representation from all relevant public sector institutions as well as from the private sector.	The PTP Steering Committee is overseeing the progress on PTP's various initiatives on regular basis. The helped PTP for acquiring the support and ownership of the MoC on various initiatives comes under MoC's domain.	Nil
		3.1.2. Draft the Strategic ROZ Action Plan (Road Map)	The PTP finalized the ROZ roadmap, which updated timelines, and developments with respect to the ROZ Program. This ROZ Road Map describes a set of activities recommended to take place over 12 months to establish a sustainable program of reconstruction opportunity zones in Pakistan. The two key milestones are the announcement of the potential ROZs by the Ministry of Commerce and the launch of two Demonstration ROZs established within two years of the announcement of the ROZ Program. The PTP will establish a regulatory and institutional framework to support the development and operation of ROZs. The PTP also developed maps showing minerals,	The PTP will use the ROZ Roadmap as a tool to develop the capacity of the ROZ PMUs set up by the federal and the provincial governments in terms of understanding various aspects of the ROZ Program and the requisites for its implementation. The PTP will also use this Roadmap in the process of developing a partnership with the Sarhad Development Authority (Khyber/Pakhtunkhwa), the Government of Balochistan and build credibility with the ROZ PMU at the Ministry of Commerce. This Road Map will help in drafting sustainable marketing plan, revising existing statutory and regulatory	Nil

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
			textile and other industries and major road networks in all four provinces of Pakistan. The maps also used for the analysis of existing infrastructure in industrial estates may be helpful for the selection of demonstration ROZs.	framework, select ROZ Regulator, draft its rules /procedures ,and help in designing ROZ Environmental Monitoring System, ROZ Labor monitoring System and Custom Monitoring System etc.	
		3.1.3. Stakeholder Agreement for the ROZ Steering Group terms of reference, communication and resources	The PTP Steering Committee headed by Ministry of Commerce and the USAID jointly to oversee USG assistance through PTP was established.	The PTP steering Committee has representation from all relevant public sector institutions as well as from the private sector.	Nil
		3.1.4. Competitive Analysis for Potential the ROZ Products	The PTP completed the competitive analysis of 1,338 products covered under ROZs @ 10 digits Level based on specific criteria. This analysis helped PTP - to know about the potential Pakistani products imported in USA & its competitiveness, the major competitors of each product, and the products' unit price structure, value & quantity of exports to USA. This also helped the PTP to formulate business cases for potential product categories and to see the relationship of potential product categories & the additional costs of producing the item in the ROZ eligible areas.	The outcome of this analysis suggests that the opportunities in terms of export stimulation, regional development and product diversification materialize under the ROZ Program (given that the ROZ development and Program compliance takes place) depends on the set of products that is provided tariff free access to the US market under the ROZ program. Currently, the ROZ Bill provides tariff free access to 1338 HTS-10 digit product lines. Out of these products only 30-65 (2%-5% of the 1338 product lines respectively) products lines appear to be feasible to attract domestic investment based on current competitiveness of Pakistan's textile sector.	Nil
3.3	Comprehensive Business Plan and Feasibility for Enhancing Selected Existing Industrial Estate into	3.3.1 Comprehensive Business Plan and Feasibility for Enhancing Selected Existing Industrial Estate into Competitive and Sustainable	The PASDEC/USAID-PTP Working Group, established with the support of the PTP, deals with all issues related to Marble City Risalpur and support to	The purpose to establish this working group is to explore more avenues of technical assistance in shared facilities like machinery pool, CFTC, establishment of Laboratory	Nil

ACTIVITIES AND ACCOMPLISHMENTS

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
	Competitive and Sustainable SEZs with or without ROZ - NWFP	SEZs with or without ROZ	<p>make it a saleable proposition.</p> <p>The PTP achieved headway in further exploring a partnership with the Pakistan Stone Development Company (PASDEC). Both groups reached a consensus on the scope of the USAID/PTP assistance to help the PASDEC plan for the implementation of shared facilities in the Marble City Risalpur for workforce skill enhancement, shared machinery pools, R&D etc. The PTP drafted a USAID - PASDEC MOU to initiate technical advisory support to Marble City Risalpur. The PTP drafted this MOU in light of the interactions with the PASDEC on the scope of the USAID/PTP assistance to help the PASDEC plan for the implementation of shared facilities in the Marble City Risalpur for workforce skill enhancement, shared machinery pools, R&D etc. The PTP developed the content design of a detailed business plan and implementation strategy for supporting the Marble City Risalpur for growth in investment, employment, skill development and exports.</p> <p>Based on the work done by the PTP, the Japanese Yanchep Beach Joint Venture (YBJV) signed an MOU with the PASDEC to export gravel and marble to Australia for YBJV's city development project. The PTP will assist the</p>	<p>and higher training of personnel abroad finalized.</p> <p>After the signing of this MOU, the USAID/PTP will provide direct technical support for effective implementation of the plans of Marble City Risalpur (MCR) as a sustainable and competitive industrial estate in Pakistan in particular and upgrade/modernization of the Marble and Granite sector in Pakistan in general.</p> <p>Based on the work done by the PTP, the Japanese Yanchep Beach Joint Venture (YBJV) signed an MOU with the PASDEC to export gravel and marble to Australia for YBJV's city development project.</p>	<p>Nil</p> <p>Nil</p>

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
			PASDEC with quality control and timeliness of the pilot export consignment to Australia.		

ACTIVITIES AND ACCOMPLISHMENT – KHYBER PAKHTUNKHWA

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
Component 3: SUPPORT TO SUSTAINABLE AND COMPETITIVE SPECIAL ECONOMIC ZONES INCLUDING THE RECONSTRUCTION OPPORTUNITY ZONES (ROZS)					
3.3	Comprehensive Business Plan and Feasibility for Enhancing Selected Existing Industrial Estate into Competitive and Sustainable SEZs with or without ROZ - NWFP	3.3.1 Comprehensive Business Plan and Feasibility for Enhancing Selected Existing Industrial Estate into Competitive and Sustainable SEZs with or without ROZ	The PTP developed Master Plans for four existing industrial estates in the NWFP that assist in analyzing planning concepts of each Industrial Estate; possibility of designation as Demonstration ROZs by comparing of all these Industrial estates with the tool of selection criteria and encouraging more investors.	A systematic Master Plan on GIS format of existing Industrial Estates would be achieved which form a basis for marking the existing industries, public facilities and services and will help in the improvement of plan as well as existing infrastructure .	Nil
			The PTP team visited Sarhad Development Authority (SDA) at Peshawar and acquired soft copies of data & maps about Industrial Estates of Peshawar, Gadoon Amazai, and Risalpur & Hattar. The information collected from the data and maps relates to present infrastructure, electric power supply, availability of abundant trained and untrained labor and other facilities.	The PTP is using the data and maps for developing detailed business and feasibility plans for enhancing existing industrial estates in Khyber Pakhtunkhwa and Balochistan into viable and competitive economic zones that would provide improved business conditions for firms in Khyber Pakhtunkhwa and Balochistan.	Nil
			The PTP put together SWOT analysis of the potential existing industrial estates in Khyber Pakhtunkhwa selected/prioritized for a rehabilitation plan along with financial feasibility.	SWOT analysis helped the PTP in the grading of all the potential industrial estates considered for technical assistance with respect to their infrastructure, 24-hour power	Nil

ACTIVITIES AND ACCOMPLISHMENTS

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
			The PTP has developed a SWOT analysis for the Marble City (Risalpur), Nowshera Industrial Estate and Export Processing Zones, Hattar (Haripur) and Gadoon Amazai (Swabi). These sites were initially shortlisted for the potential returns on investment in terms of socio-political benefit in the northern and western regions of Pakistan.	supply, abundant trained and untrained labor force and other allied facilities. Based on this SWOT analysis, The PTP will develop a detailed business plan and implementation strategy for supporting the selected existing industrial estate for growth in investment, employment, skill development and exports in the selected region.	

ACTIVITIES AND ACCOMPLISHMENT – PUNJAB

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
Component1: IMPROVED PAKISTAN TRADE ENVIRONMENT					
1.8	Factor Analysis conducted and strategy recommendations submitted to public and private sector stakeholders for increasing women's participation in Pakistan's exports	1.8.2. Report finalized and submitted as a deliverable	The PTP collaborated with the central and north Punjab Women Chambers of Commerce & Industries to conduct Gender Research Workshop for 16 women exporters from central and north Punjab regions in Lahore.	The purpose of this workshop was to get women exporter's views and inputs about factors that affect women participation in exports and overall trade.	Nil
			The PTP conducted a Focus Group Discussion (FGD) for six women exporters and three entrepreneurs at Sialkot.	The PTP identified issues and barriers to women's participation in trade and set priorities to overcome them in discussion with successful women entrepreneurs.	Nil
			The PTP provided financial and technical support too many of its trainees in the PTP's sponsored trainings on processes and benefits of formal exports to participate in WEXNET-2010	Five of the PTP's trainees won the "TDAP WEXNET Exhibition Award" for unique and best products. According to one of the winner "I could not win this award	

ACTIVITIES AND ACCOMPLISHMENTS

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
			Exhibition held at Lahore. Many of them were participated first time in any national level exhibition.	as I was not aware of the WEXNET Exhibition until Ms. Shagufta Naz of the PTP informed me about the exhibition and encouraged me to participate in the event. The PTP staff guided me throughout the whole process including registration; display of products and on the spot services which I have already learnt from the USAID/PTP's sponsored training".	

ACTIVITIES AND ACCOMPLISHMENT – SINDH

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
Component1: IMPROVED PAKISTAN TRADE ENVIRONMENT					
1.8	Factor Analysis conducted and strategy recommendations submitted to public and private sector stakeholders for increasing women's participation in Pakistan's exports	1.8.3. Report finalized and submitted as a deliverable	The PTP collaborated with the Sindh Women Chambers of Commerce & Industries conducting a Gender Research Workshop at Karachi for 32 women exporters. The purpose of this workshop was to get women exporter's views and inputs about factors affecting women participation in exports and overall trade. The Workshop recommendations are included in the study report. The information collected from the workshop and other meetings contributed to the overall research study report. Most the women participated in the workshop are involved in exports through informal way of product delivery such as use of DHL, courier services or family	The workshop identified positive and negative factors and women pointed out solutions in the form of recommendations to remove barriers to starting or scaling up exports. The participants also identified areas for training to improve their skills in formal exports.	Nil

ACTIVITIES AND ACCOMPLISHMENTS

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
			channels.		

ACTIVITIES AND ACCOMPLISHMENT – BALOCHISTAN

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
Component 2: INCREASED TRADE AT PAKISTANI BORDERS					
2.4	Joint Pak/Afghan Border Post Infrastructure Improvement	2.4.2. Enhance the Chaman Customs Border Post inspection capabilities through improved operational equipment	Through the USAID/PTP's assistance, the first phase of infrastructure development at the Chaman border crossing is completed. With the installation and operation of three generators and lighting equipment at the Chaman border crossing now lights the Custom House and the road leading to the Zero Point (a distance of about 1km). This has not only enhanced the performance of customs staff to continue cargo examination even after dusk but also improve the security on the road where vehicles are parked at night to wait for the opening of border gate the following morning. Both the custom officials, transporters, warmly welcome this intervention and other stakeholders involved in transit trade.	The installation of three electric power supply generators and 27 lights (1,000 watts of each) at Chaman border crossing is benefitting the stakeholders as follows: - Increased daily clearance of trailers crossing at the border; - After installation of generators and lights at Chaman border, Custom officials cleared a backlog of over 1,000 trucks and trailers within 24 hours; - Helped Frontier Corps and the local police to ensure better security and protection of cargo/trucks after dark; - Continuous supply of electricity facilitated the Pakistan Revenue Automation Limited (PRAL) to enter customs data of imports and exports together with, transit goods and military traffic (ISAF / NATO / US).	Nil

ACTIVITIES AND ACCOMPLISHMENTS

Del. Ref.#	Deliverable	Milestones	Activities	Descriptive Results	Implementation Issues (If any)
Component 3: SUPPORT TO SUSTAINABLE AND COMPETITIVE SPECIAL ECONOMIC ZONES INCLUDING THE RECONSTRUCTION OPPORTUNITY ZONES (ROZS)					
3.1	Strategic ROZ Action Plan (Road Map) approved by public and private sector local stakeholders for the implementation of sustainable and competitive ROZ program	3.1.2. Draft the Strategic ROZ Action Plan (Road Map)	The PTP conducted a SWOT analysis of the existing facilities at Quetta Industrial Estates to be selected/prioritized for a rehabilitation plan along with financial feasibility.	The SWOT analysis helped the PTP in grading the potential industrial estates considered for technical assistance with respect to their infrastructure, 24-hour power supply, abundant trained and untrained labor force and other allied facilities. Based on this SWOT analysis, the PTP will develop a detailed business plan and implementation strategy for supporting the selected existing industrial estate for growth in investment, employment, skill development and exports in the selected region.	Nil

5 PROJECT INDICATORS UPDATE

USAID/PAKISTAN TRADE PROJECT INDICATORS

Ind. Ref. #	Result Indicator	Deliverable Ref. # ⁴	Target results for FY 2010	Actual results for FY 2010	Comments
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	--	1	0	Activities are in progress to deal with issues related to Pakistan Customs and implement custom reforms for the implementation of the APTTA and in line of international best practices.
2	Number of participants trained on improving the trade and investment environment (EG 2.1)	1.11	20	278	The PTP conducted 15 trainings on processes and benefits of formal export in seven cities across Pakistan.
3	Number of trade and investment capacity building diagnostics conducted (EG 2.2)	1.3, 1.8, 2.1, 2.2, 2.3	3	5	The PTP, in year 1, completed Organizational Self-Assessment of the TDAP, Smuggling Assessment, Gender Research Study, Evaluation of Commercial Officer's program and Baseline Assessment of the Afghan Transit Trade.
4	Number of consultative processes with private sector as a result of USG assistance	1.1, 1.2, 1.9, 2.5, 3.1	8	10	In year 1, The PTP held four FBR-USAID/PTP and three PTP Steering Committee work groups involving members from public and private sectors. In addition to this, PTP also organized one Focus Group Discussion at Sialkot and two Gender Research Workshops, one each at Lahore and Karachi as part of PTP's gender research study.

⁴ Include deliverable reference number from the previous section.

PAKISTAN TRADE PROJECT INDICATORS

Ind. Ref. #	Result Indicator	Deliverable Ref. # ⁵	Target results for FY 2010	Actual results for FY 2010	Comments
Component 1: IMPROVED PAKISTAN TRADE ENVIRONMENT					
1.1	Percentage Change in total exports to partner countries in bilateral/multilateral trade agreements (IR 4.1)	--	TBD	N/A	Total Bi/Multi-Lateral Pak-Exports: In FY 2009, the total trade with Countries with which Pakistan has bi-lateral and multi-lateral trade agreements was 7,594,546,000 US \$, where in FY 2010 the total trade volume is 9,362,059,000 US \$. The percentage change is 23.27%.
1.2	Number of consultative processes formalized between public and private sectors (IR 4.2)	1.1, 1.2, 1.9, 2.5, 3.1	8	10	In year 1, The PTP held four FBR-USAID/PTP and three PTP Steering Committee work groups involving members from public and private sectors. In addition to this, PTP also organized one Focus Group Discussion at Sialkot and two Gender Research Workshops, one each at Lahore and Karachi as part of PTP's gender research study.
1.3	Number of public sector participants in trade/investment capacity building trainings (IR 4.2)	--	TBD	0	The PTP plans Capacity building trainings of public sector participants during year 2 of the project.
1.4	Number of legal/regulatory/institutional actions taken to improve compliance with international trade/investment agreements (IR 4.2)	--	TBD	2	The PTP is working through the PTP Steering Committee and the FBR-USAID/PTP Working Group for legal and regulatory reforms to improve compliance with international trade/ investment agreements.
1.5	Number of policy constraints identified and modified to improve the trade policy environment (IR 4.2.1)	1.3, 1.8, 2.1, 2.2, 2.3	TBD	5	The PTP, in year 1, completed Organizational Self-Assessments of the TDAP, Smuggling, Gender Research, the Commercial Officer's program and of the Afghan Transit Trade.
Component 2: INCREASED TRADE AT PAKISTANI BORDERS					
2.1	Number of customs harmonization procedures implemented (IR 4.2)	--	1	0	Activities are in progress to deal with issues related to Pakistan Customs and implement custom reforms for the implementation of the APTTA and in line of international

⁵ Include deliverable reference number from the previous section.

Ind. Ref. #	Result Indicator	Deliverable Ref. # ⁵	Target results for FY 2010	Actual results for FY 2010	Comments
					best practices.
Component 3: SUPPORT TO SUSTAINABLE AND COMPETITIVE SPECIAL ECONOMIC ZONES INCLUDING THE RECONSTRUCTION OPPORTUNITY ZONES (ROZS)					
3.1	Growth in share of exports from firms in ROZs and/or other specialized zones facilitated by PT relative to total exports (IR 4.1.3)	3.1	TBD	N/A	Activities are in progress and the PTP will set targets at % change in export from firms in ROZs to US. The PTP finalized the ROZ Roadmap for the implementation of the ROZ legislation.
3.2	Number of ROZs or other specialized zones implemented with project assistance (IR 5.2.1)	3.1, 3.3	TBD	N/A	Activities are in progress. The PTP finalized the Marble City Risalpur Business Plan. The PTP formed the PASDEC/USAID-PTP Working Group to deal with all issues related to Marble City Risalpur and support to make it a saleable proposition.
ENHANCED DIVERSITY AND STABILITY OF EXPORTS					
4.1	Percent change in global market share of Pakistani exports (IR 4.1)	--	TBD	N/A	The data is available only on annual basis. The percentage change of Pakistan's share of total global exports for the FY 2009 is being calculated and will be available soon. The Pakistan's share of total global exports in FY 2008 was 0.130%.
4.2	Relative increase in value-added exports in non-textiles or garments industries (IR 5.2)	--	TBD	N/A	In FY 2009 (Apr-Jun), the total volume of value-added exports in non-textile or garments industries was US\$ 443,202,000, whereas in FY 2020 (Apr-Jun), the total volume is US\$ 854,878,000. The percentage change is 92.89%.
4.3	Number of private sector participants in trade/investment capacity building trainings (IR 2.1.1)	1.11	20	278	The PTP conducted 15 trainings on processes and benefits of formal export in seven cities across Pakistan.
4.4	Number of firms receiving trade facilitation assistance to increase exports (IR 2.1.1)	3.3	TBD	2	The PTP is currently providing technical assistance to the Pakistan Stone Development Company (PASDEC) and the Cobblestone exporters for the city development project of the Yanchep Beach Joint Venture (YBJV) in Australia.

6 KEY EVENTS

TRAININGS

Title	Location	Date		Participants			Actual Cost (US\$)	Outcome/Result
		From	To	Male	Female	Total		
Processes and Benefits of Formal Export	Islamabad	25-Mar 2010	25-Mar 2010	--	20	20	4,096	33% to 58% increase in knowledge of formal export processes among trainees.
Processes and Benefits of Formal Export	Lahore	25-Mar 2010	25-Mar 2010	--	20	20	6,105	48% to 73% increase in knowledge of formal export processes among trainees.
Processes and Benefits of Formal Export	Karachi	5-Apr 2010	6-Apr 2010	--	20	20	6,701	22% to 78% increase in knowledge of formal export processes among trainees.
Processes and Benefits of Formal Export	Islamabad	8-Apr 2010	9-Apr 2010	--	20	20	4,038	26% to 67% increase in knowledge of formal export processes among trainees.
Processes and Benefits of Formal Export	Islamabad	10-May 2010	11-May 2010	--	17	17	8,479	9% to 54% increase in knowledge of formal export processes among trainees.
Processes and Benefits of Formal Export	Islamabad	12-May 2010	13-May 2010	--	18	18	4,092	11% to 55% increase in knowledge of formal export processes among trainees.
Processes and Benefits of Formal Export	Karachi	17-May 2010	18-May 2010	--	21	21	4,294	15% to 50% increase in knowledge of formal export processes among trainees.
Processes and Benefits of Formal Export	Karachi	19-May 2010	20-May 2010	--	17	17	4,287	24% to 49% increase in knowledge of formal export processes among trainees.
Processes and Benefits of Formal Export	Lahore	2-Jun 2010	3-Jun 2010	--	17	17	4,740	14% to 69% increase in knowledge of formal export processes among trainees.
Processes and Benefits of Formal Export	Lahore	4-Jun 2010	5-Jun 2010	--	13	13	4,740	11% to 63% increase in knowledge of formal export processes among trainees.
Processes and Benefits of Formal Export	Abbottabad	11-Jun 2010	12-Jun 2010	--	19	19	3,250	17% to 90% increase in knowledge of formal export processes among trainees.
Processes and Benefits of Formal Export	Faisalabad	17-Jun 2010	18-Jun 2010	--	18	18	4,002	10% to 78% increase in knowledge of formal export processes among trainees.
Processes and Benefits of Formal Export	Sialkot	21-Jun 2010	22-Jun 2010	--	24	24	2,818	20% to 66% increase in knowledge of formal export processes among trainees.
Processes and Benefits of Formal Export	Multan	29-Jun 2010	30-Jun 2010	--	18	18	3,863	35% to 86% increase in knowledge of formal export processes among trainees.
Processes and Benefits of Formal Export	Multan	1-Jul 2010	2-Jul 2010	--	18	18	3,863	30% to 75% increase in knowledge of formal export processes among trainees.
TOTAL	--	--	--	--	278	278	69,368	--

EVENTS

Title	Location	Date	Purpose	Outcome/Result
Focus Group Discussion	Sialkot	December 09, 2010	To get women exporter's views and inputs about factors impacting women participation in exports and overall trade	Women exporters identified hindrances to their participation in exports. They also identified the supporting factors and requested training for new and experienced women exporters. The information collected is being part of the research study report.
Gender Research Workshop	Lahore	December 23, 2010	To get women exporter's views and inputs about factors impacting women participation in exports and overall trade	The participants highlighted several issues that restrict the access of women entrepreneurs to export opportunities and suggested implementation steps to encourage women's participation in exports.
Gender Research Workshop	Karachi	January 07, 2010	To get women exporter's views and inputs about factors impacting women participation in exports and overall trade	The participants highlighted several issues that restrict the access of women entrepreneurs to export opportunities and suggested implementation steps to encourage women's participation in exports.
Closing Ceremony of First round of Training on "Processes and Benefits of Formal Exports"	Islamabad	April 08, 2010	To increase the awareness of women exporters and potential exporters with respect to the processes and procedures for using formal export channels, the cost and benefits of using formal export channels as opposed to informal export channels.	Many women entrepreneurs who were exporting through informal channels prior to the training are now considering the use of formal export channels in their businesses and establishing linkages with international buyers.
Women Exporters Network (WEXNET) Exhibition 2010	Lahore	May 28-30, 2010	To encourage women for participation in national level exhibitions and help them to establish linkages with buyers and learn about new developments in the Pakistan Trade.	Five trainees of the PTP's sponsored trainings on processes and benefits of formal exports have won the "TDAP WEXNET Exhibition Award" for unique and best products. This was the first ever experience of a national level exhibition for three winners.

MEETINGS

Meeting With	Location	Date	Purpose	Outcome/Result
Commercial Attaché US Embassy	Islamabad	28-Aug-09	To provide a brief overview of the PTP objectives, its components, on-going activities and introduce the PTP team	Stakeholder on board regarding the PTP
Federal Secretary Ministry of Commerce, and Additional Secretary Ministry of Commerce	Islamabad	28-Aug-09	Brief on the PTP activities and possible linkages such as proposal to form	The Secretary fully owned the Pakistan Trade Project and assured constitution of the Steering Committee.

KEY EVENTS

Meeting With	Location	Date	Purpose	Outcome/Result
			“Trade Reforms Forum”	
Federal Secretary Industries & Production	Islamabad	28-Aug-09	Introduce the PTP team, its components and objectives	Acquired full support of the Secretary for the effective implementation of project activities
President Gems and Jewelry	Islamabad	2-Sep-09	Resource mapping for gender action plan	Collected information for gender action plan
Mission Director, USAID/Pakistan	Islamabad	2-Sep-09	To provide a brief the PTP activities	Stakeholder on board regarding the PTP activities
Pakistan Council of Scientific and Industrial Research (PCSIR)	Islamabad	4-Sep-09	To get latest information on the research and practical work done in environment and Industrial waste treatment.	Collected information about the capacity of the PCSIR and its ongoing research programs related to environment and industrial waste treatment.
Pakistan Stone Development Company (PASDEC)	Islamabad	6-Sep-09	To obtained data about the Marble Cities in Pakistan, NWFP, FATA and Balochistan.	The PTP acquired basic data and the PASDEC’s support coordination in establishing the ROZs.
South Asian Association of Regional Corporation Chamber of Commerce and Industries (SAARC-CCI)	Islamabad	7-Sep-09	To discuss the export items to the USA and other countries, and problems/constraints of Trade.	The PTP obtained useful suggestions about the ROZ covered export items.
Chairman Federal Board of Revenue (FBR), and Chief (International Customs), FBR	Islamabad	9-Sep-09	To introduce the PTP project, its objectives and components and to acquire the FBR’s support for implementation of project activities related to Customs	The meeting agreed to constitute a project Steering Committee. The Chairman appointed Chief International Customs – FBR as the focal person to coordinate with the PTP for future activities.
Chairman, Technical Education and Vocational Training (TEVTA)	Lahore	9-Sep-09	To discuss the existing training facilities and equipment being used for training of workers, and management operators etc	The PTP identified growth areas for the capacity building of TEVTA to extend its services for human capital development in ROZ areas.
Government of Sind <ul style="list-style-type: none"> o Secretary Industries, Minerals, o Additional Chief Secretary, o Secretary PnD, o Secretary Agriculture, Food and Agriculture 	Karachi	11-Sep-09	Introduction and presentation of the project to the Sindh Government for identifying counterparts	The Government of Sindh extended support and designated Ms Nighat Durrani counterpart for USAID assistance
Chief Executive TDAP	Karachi	11-Sep-09	The Director EG introduced the PTP and Firms projects, about its objectives and possible avenues for cooperation	Contacts developed with the TDAP as a major counterpart. The meeting participants welcomed the project and showed their interest towards cooperation.
Director General (MIS), FBR	Islamabad	12-Sep-09	To brief about the PTP, to learn about internal distribution of work among the DG (MIS) and the PRAL	The DG briefed about the working and distribution of these two ICT set ups and their mutual relationship
Project Manager Industrial Estate	Peshawar	15-Sep-09	Introduce the PTP	Collected complete data about

KEY EVENTS

Meeting With	Location	Date	Purpose	Outcome/Result
			project and collect data about industrial estates in Peshawar	Industrial Estates and operational industrial units in Peshawar
Secretary and Director Industries & Commerce	Muzaffarabad - AJK	17-Sep-09	To discuss small industrial estate Muzaffarabad, its industrial units, state of infrastructure, scope for expansion and problems/constraints	Prospects for Phase II Industrial Estate along road leading to Abbottabad was suggested as a better alternative to attract new investors
Member Customs, FBR	Islamabad	25-Sep-09	To obtain data related to transport and logistics services for Afghan-Pakistan transit trade	The PTP collected relevant data
Director General (Information Management Systems), FBR	Islamabad	Oct-01-09	To introduce the PTP's scope & objectives and to explore potential areas for mutual cooperation	Acquired the DG's support and identified growth areas possible assistance on all IT related future activities with the FBR by the PTP.
Federal Secretary, Ministry of Commerce, Government of Pakistan	Islamabad	Oct-05-09	To introduce the PTP's scope & objectives and to seek Federal Secretary's support to constitute a Steering Committee	Federal Secretary Commerce fully agreed to the objectives of the PTP and ensured his support. The meeting agreed to form a project Steering Committee.
Chief Executive, Directors General, Directors and Consultants of TDAP	Karachi	Oct-05-09	To conduct the TDAP baseline assessment survey	Collected data on baseline assessment forms from all officials about the existing capacity of the TDAP, issues and its future requirement.
Director General Training and Research (Customs, Federal Excise and Sales Tax)	Karachi	Oct-05-09	To introduce the PTP's scope & objectives and to explore potential areas for mutual cooperation	The DG agreed to provide his full support for possible cooperation & collaboration in conducting training programs for project stakeholders including the officials of the FBR.
Chief Collector (Pakistan Customs)	Karachi	Oct-05-09	To discuss streamlining exchange of data between sea ports and border posts and seek support for the baseline study	Necessary instructions were given to relevant officers & staff to assist the PTP team during baseline study
Chief (International Customs), FBR	Islamabad	Oct-06-09	To acquire support & cooperation from various formation leaders at the relevant custom "collectorates" for the PTP's field visits in their respective areas.	The FBR-Customs issued instructions to the Collector of Customs at Rawalpindi, Karachi, Lahore, Peshawar & Quetta to support and cooperate with the PTP team.
Collector of Customs (Appraisal) Custom House	Karachi	Oct-06-09	To introduce the PTP's scope & objectives and to assist the FBR in integrating two different ICT based customs clearance	Collector agreed to the idea of integration and assured his full support and assistance.

KEY EVENTS

Meeting With	Location	Date	Purpose	Outcome/Result
			systems	
Director General (Trainings), Pakistan Customs	Karachi	Oct-06-09	To discuss and assess "Mock" Border Post training facility provided by Pakistan Customs	Assessed Pakistan Custom's training Positive response received & the required support in making use of facility / faculty would be forthcoming based on the FBR's approval
Directors Generals and Directors of TDAP	Lahore	Oct-08-09	To conduct the TDAP baseline assessment survey	Collected data on baseline assessment forms from all officials about the existing capacity of the TDAP, issues and its future requirement.
Directors of TDAP	Islamabad	Oct-09-09	To conduct the TDAP baseline assessment survey	Collected data on baseline assessment forms from all officials about the existing capacity of the TDAP, issues and its future requirement.
Directors General, Directors and Consultants of TDAP	Karachi	Oct-13-09	To share the results of baseline assessment survey	Acquired views/comments of officials on baseline results which helped the PTP to design its interventions for the capacity building of the TDAP
Steering Committee, Ministry of Commerce	Islamabad	Oct-14-09	To discuss the establishment of a PMU and Working Group	Made decisions for the establishment of a PMU and working group.
Director General Training and Research (Customs, Central Excise and Sales Tax)	Karachi	Oct-14-09	To evaluate capacity of the directorate vis-à-vis holding training programs for the TDAP officials and private sector stakeholders	Linkages established with Directorate General of Training & Research and assessed its capacity in delivering training programs for customs and other public sector organizations and departments
Chief Executive, TDAP	Karachi	Oct-17-09	To share the results of baseline assessment survey	Acquired views/comments of CE on baseline results which helped the PTP to design its interventions for the capacity building of the TDAP
Collector (Pakistan Customs), Rawalpindi - Responsible for Sust border post with China	Islamabad	Nov-11-09	To introduce the PTP & carry out Baseline Assessment / Gap Analysis	Collected preliminary information about border post for baseline assessment & developed linkages for future interaction.
Additional Collector, Customs, Islamabad Airport	Islamabad	Nov-12-09	To assess the functioning of the "e-customs" automated system	The team obtained information about key features of the automated system. The custom officials informed that Pak-Chinese Customs exchange of electronic data was not successful as no data was forthcoming from China.
Chief (Compliance & Facilitation) at FBR Islamabad - Responsible for Transit Trade	Islamabad	Nov-12-09	To introduce the PTP and discuss latest development of the APTTA negotiations & required infrastructure developments at border posts	Ensured smooth implementation of infrastructure developments at border posts
Executive Director, Sustainable Development Policy Institute	Islamabad	Nov-16-09	To introduce the PTP's scope & objectives and	The ED, SDPI agreed in principle to work the PTP on mutually agreed

Meeting With	Location	Date	Purpose	Outcome/Result
(SDPI)			to explore potential areas for mutual cooperation	interventions which will also help in capacity building of the SDPI
Collector Model Customs (responsible for transit trade)	Karachi	Nov-17-09	To introduce the PTP & carry out Baseline Assessment / Gap Analysis covering custom activities at sea ports	Necessary instructions were given to relevant officers & staff to support and provide relevant information to the PTP team during baseline study
Additional Collector Customs / Deputy Collector Customs, Custom House, Karachi (In charge Transit Trade)	Karachi	Nov-17-09	To introduce the PTP & carry out Baseline Assessment / Gap Analysis covering custom activities at sea ports	The team collected information and documents related to Afghan transit trade covering procedures at sea ports for the baseline assessment.
Executive Secretary, National Trade & Transport Facilitation Committee	Karachi	Nov-18-09	To introduce the PTP & carry out Baseline Assessment / Gap Analysis	Obtained information covering an overview of transit trade from sea ports all the way to Afghanistan
Additional Collector (Pakistan Customs)	Peshawar	Nov-19-09	To obtain information about the Torkham border post for baseline assessment	Obtained information & documents about the working procedures of Pakistan Customs at the Torkham (Amangarh & Peshawar dry ports)
Secretary Ministry of Industries and Commerce, Balochistan	Quetta	Nov-19-09	To introduce the PTP's scope & objectives and to discuss the establishment of PMU in Balochistan by involving concerned stake holders	Formally introduced the PTP to the GoB and established working relationship with Public sector stakeholders
Speaker Balochistan Assembly	Quetta	Nov-19-09	To introduce the PTP's scope & objectives, to discuss the eligible products in the ROZs & Balochistan in area of jurisdiction for the ROZs.	The Speaker of the Balochistan Assembly ensured his full support for the PTP's initiatives in Balochistan and provided useful feedback about possible sectors for inclusion in the ROZs.
Director Industries, Balochistan.	Quetta	Nov-19-09	To introduce the PTP's scope & objectives and to discuss exiting industries, their units under operation, status of infrastructure, security, boundary wall around industrial estate, availability of drinking water and existing position of Bostan Industrial	Acquired detail information about Quetta Industrial & Trading Estate and Bostan Industrial Estate.

KEY EVENTS

Meeting With	Location	Date	Purpose	Outcome/Result
			Estate.	
Executive Director of SDPI	Islamabad	Dec-03-09	To brief the SDPI about proposed areas for mutual cooperation identified by PTP and to discuss outsourcing some of the studies/assignments	The SDPI agreed to submit a formal proposal indicating the nature of assignments they can do.
Chairman Sarhad Development Authority (SDA)	Peshawar	Dec-07-09	To establish contact with Sarhad Development Authority which is the main developer of industrial estates in NWFP	Established contacts with the SDA for support in the PTP's initiatives
Director General Pakistan Institute of Trade and Development (PITAD), Ministry of Commerce	Islamabad	Dec-09-09	To introduce the PTP's scope & objectives and to evaluate the PITAD's capacity and explore possible areas for mutual cooperation	Assessed capacity of the PITAD, its organizational structure, its role as think thank on trade related issues and training programs for commercial officers and officers of commerce & trade group
Chief Executive, TDAP	Karachi	Dec-10-09	To brief the CE about the potential areas of interventions and three specific programs identified by the Project	The PTP shared a formal proposal on the PTP's identified initiatives with the TDAP for their review and approval.
Collector (Pakistan Customs)	Quetta	Dec-14-09	To obtain information about Chaman border post for baseline assessment	Obtained information & documents about the working procedures of Pakistan Customs at Chaman (dry port & border crossing)
General Manager (Operations), Pakistan Railways	Lahore	Dec-16-09	To introduce the PTP & carry out Baseline Assessment / Gap Analysis	Obtained information from Pakistan Railways about future development plans in general & their links to Torkham / Chaman from sea ports (Karachi, Port Qasin & Gwadar) in particular.
Director General, Large Tax Payers Unit (Customs' representative in the APTTA negotiations)	Lahore	Dec-18-09	To introduce the PTP & discuss the APTTA negotiations	Obtained a general overview of negotiations & issues related to informal trade, Afghan trucks plying all the way to Karachi etc.
Chief Collector (North), responsible for all custom stations in the north including Peshawar (Torkham), Lahore (Wagah) & Rawalpindi (Sust)	Lahore	Dec-18-09	To introduce the PTP & carry out Baseline Assessment / Gap Analysis	Obtained information for the baseline assessment and discussed working of border crossing stations.
Collector Customs, Lahore, responsible for Wagah border crossing and Lahore Dry Ports at Mughalpura & Tokhar Niaz Baig	Lahore	Dec-18-09	To introduce the PTP & carry out Baseline Assessment / Gap Analysis	Obtained information for the baseline assessment and discussed working of border crossing stations.
Additional Secretary, Ministry of Commerce	Islamabad	Jan-14-10	To discuss the PTP's suggested online portal for Commercial Officers program and exporters database	The PTP acquired Additional Secretary's support and possible assistance for development of a robust online portal for Commercial Officers.

KEY EVENTS

Meeting With	Location	Date	Purpose	Outcome/Result
Chief Executive Officer (PMU), Trade Expert (PMU) and Director Administration and Finance (PMU)	Islamabad	Jan-15-10	To brief them about the USAID Pakistan Trade Project and its up-to-date achievements	Established working relationship with newly appointed senior staff of the PMU acquired their support for future activities
1 st Meeting of FBR-PTP Working Group	Islamabad	Jan-21-10	To present the current situation at the Torkham and Chaman border stations and examine the prospects of infrastructure development at both the border posts.	Decisions taken in the meeting were; 1) The PTP will provide immediate support in installing generators and lighting facility at customs examination area, Chaman and part of the road outside Custom House. The PTP completed the installation on March 03, 2010. 2) The PTP will procure and install two tube-wells for supply of freshwater and several computers / ancillary equipment, which at present is pending.
Additional Chief Secretary (Development), Balochistan, Secretary Industries and Commerce, Balochistan and Director Industries	Quetta	Feb-03-10	To introduce the PTP's scope & objectives and to discuss the signing of an MOU with the GoB for establishing working relationship and mutual interventions	The ACS (Development) agreed to provide full support to extend the technical assistance in capacity building and infrastructural works of existing industrial estates of Balochistan. The ACS designated Secretary Industries as focal point for coordination with the PTP.
Additional Secretary, Ministry of Commerce, Islamabad	Islamabad	Feb-09-10	To brief and explain the PTP's proposal for CO program submitted to the MoC for their consideration	The MoC team appreciated the PTP efforts and invited to attend a presentation on a similar subject in the ministry.
Chief Executive Officer, PASDEC and Senior Managers of PASDEC	Islamabad	Feb-16-10	To discuss about possibilities and areas of technical assistance for the Marble City at Risalpur	The CEO of the PASDEC agreed to sign an MOU for extending technical assistance in machinery pool, laboratory, Common Trade Facilitation Center (CTFC), Mosaic Development Center and warehousing
2 nd Meeting of the FBR-PTP Working Group	Islamabad	Feb-17-10	To discuss the need to have a MOU signed between the FBR and the USAID for infrastructure developments at Torkham and Chaman border stations	The FBR immediately drafted an MOU handed over to the USAID for their review and approval. The major decisions of the meeting included: 1) Carry out a comprehensive survey at the two border posts (Torkham and Chaman) to assess the existing public and private sector facilities and the availability of land suitable for developing a modern border complex; 2) Collector of Peshawar and Quetta to undertake a detailed assessment of available land for developing a modern border complex; 3) Sub-committees on a permanent basis at each border post is to be

KEY EVENTS

Meeting With	Location	Date	Purpose	Outcome/Result
				formed; and 4) Due consideration to be given to the development and implementation of a training facility in Peshawar as a “mock” border post for customs officials, where subsequently a joint training of Pakistan and Afghanistan customs may be undertaken to support the APTTA document that is presently being negotiated by the two governments.
Chief Executive Officer, PASDEC and Senior Managers of PASDEC	Islamabad	Mar-03-10	Initiate business planning process and discuss the establishment of working group	The PTP-PASDEC Working Group constituted
1 st PTP-PASDEC Working Group meeting	Islamabad	Mar-10-10	To share updated progress among WG members and collect relevant data from the PASDEC	Data regarding Marble City Risalpur was collected from the PASDEC
2 nd PTP-PASDEC Working Group meeting	Islamabad	Mar-17-10	To share updated progress among WG member and discuss the content design of the business plan	Consensus was achieved on the contents of the business plan
Collector Customs, Quetta along with other Custom Officials	Quetta	Mar-17-10	To get the data about Custom House at the Chaman border crossing and to obtain information about the inspection procedures of goods	The PTP acquired data about procedures and existing facilities at Custom house Chaman which is being used in the preparation of a conceptual plan for border terminals
3 rd Meeting of the FBR-PTP Working Group	Islamabad	Mar-26-10	To present an overview of recently completed infrastructure development at Chaman border crossing and to discuss the draft MOU to be signed between the USAID and the FBR for infrastructure enhancements at Torkham and Chaman border stations.	As per decision taken in the meeting, the PTP carried out the topographical survey of the proposed site. The FBR handed over the draft MOU to the USAID for their review and comments before having the document processed through the relevant authorities of both governments.
Collector Customs, Peshawar along with other Custom Officials	Peshawar	Mar-30-10	To discuss the concept of establishing Border Terminals at the Torkham border crossing, obtain their views about the possible site for the	The PTP briefed Custom officials about the concept of Border Terminal at the Torkham border crossing and get suggestions from Custom Officials about the proposed site establishment of border terminal

KEY EVENTS

Meeting With	Location	Date	Purpose	Outcome/Result
			border terminal and get information about the inspection procedures of goods	
Project Engineer (PRACS), Pakistan Railway	Islamabad	Apr-29-10	To discuss the possibility of laying down railway track from Chaman railway station to Chaman Border.	Project Engineer provided a detailed background of preparing the feasibility of laying down railway track from Chaman Railway Station to Kandahar. The drawings for the alignment of railway track from Chaman Railway Station to Chaman Border were acquired which will assist the PTP for planning of Proposed Border Terminal at Chaman.
General Manager, Pakistan Railways	Lahore	May-06-10 May-28-10	To ascertain about the PR's Open Access Policy	Received encouragement from the GM to get involved in this public private partnership initiative
Director General, Federal Bureau of Statistics	Islamabad	May-11-10	To explore the prospects of assisting the FBS in streamlining trade statistics	Received a positive response and the PTP's proposal was welcomed.
Director General, Federal Bureau of Statistics	Islamabad	May-11-10	To explore the prospects of assisting the FBS in streamlining trade statistics	Received a positive response and the PTP's proposal was welcomed for implementation.
2 nd PTP Steering Committee Meeting	Islamabad	May-25-10	To share the ROZ related activities completed by the PTP with the SC members	The Ministry of Commerce appreciated the work done by the Pakistan Trade Project towards achieving the goals / objectives under sustainable and competitive ROZs. The decisions taken in the meeting include: i) The ROZ Working Group will be made functional; ii) The Steering Committee will function as the PMU until a dedicated PMU for the ROZ's is in operation; iii) A model for ROZ Regulators will be developed by the MoC and the PTP; and iv) Provincial Governments will collaborate with the NAVTEC in arranging ROZ related trainings.
Director General (Human Resource Management) FBR	Islamabad	Jun-08-10	To brief them about the PTP's proposed capacity building initiatives for Pak-Afghan Custom officials and private sector (shipping, freight forwarders and clearing agents) and to explore possibility of	The DG agreed in principal and provided thorough briefing on the available facilities at Lahore and Karachi. He further mentioned that they already received a request from Afghanistan for training of their officials of taxation department.

KEY EVENTS

Meeting With	Location	Date	Purpose	Outcome/Result
			mutual cooperation in holding joint training programs and use of common facilities	
3 rd PTP Steering Committee Meeting	Islamabad	Jun-14-10	To provide a synopsis of all the work carried out by the PTP related to the ROZs and to provide preparatory input to the MoC for the USA-Pakistan Strategic Dialogue on market access, scheduled in the same week.	The MoC appreciated the PTP's efforts in ROZ related activities. As a result of this meeting, the MoC require the PTP to undertake the below steps: i) Assessment of industrial estates in Balochistan i.e. Gwadar and Dalbandin for possible ROZ sites; ii) Detailed assessment of existing industrial estates to ascertain available facilities and the type of investment for rehabilitation; and iii) Identify skill requirements for ROZs.
4 th Meeting of the FBR-PTP Working Group	Islamabad	Jun-17-10	To present an overview of the ATT Baseline Report	Proposals and recommendations were presented to the WG for their decision in order to proceed with their implementation
Member (Technical) National Tariff Commission (NTC) Islamabad	Islamabad	Jun-25-10	To explore the possibility of providing assistance to the NTC in identifying gaps in their national laws relating to antidumping, countervailing and safeguard duties to bring these in conformity to the World Trade Organization (WTO) and other international obligations	The NTC agreed to work together with the PTP. They are in the process of identifying the requirements where the PTP could render technical assistance to them.
Director General Pakistan Institute of Trade and Development (PITAD)	Islamabad	Jun-29-10	To explore the possibility of conducting joint impact assessment study of Pakistan's FTAs with neighboring countries and rendering technical assistance to the PITAD	The DG showed their willingness to work together with the PTP in its efforts for the capacity building of PITAD. The PITAD will prepare a concept note outlining the growth areas for possible assistance by the PTP.

7 PROJECT SNAPSHOT

NEXT SIX MONTHS (JULY – DECEMBER 2010)

ACTIVITIES

Ind. Ref. #	Result Indicator	Activity Description	Tentative Completion Date
Component 1: IMPROVED TRADE ENVIRONMENT			
1.4	Number of legal/regulatory/institutional actions taken to improve compliance with international trade/investment agreements (IR 4.2)	Strengthening the MoC's Commercial Officers Abroad Program	Dec-2010
1.4	Number of legal/regulatory/institutional actions taken to improve compliance with international trade/investment agreements (IR 4.2)	Development of an Online Commercial Officers Portal for effective trade facilitation and CO reporting	Dec-2010
3	Number of trade and investment capacity building diagnostics conducted (EG 2.2)	Identify provisions of the Customs Act which are inconsistent to the Revised Kyoto Convention and discussions with relevant FBR (Customs)/field offices to revalidate the findings	Dec-2010
3	Number of trade and investment capacity building diagnostics conducted (EG 2.2)	Identify existing impediments in the TDAP Ordinance in consultation with the MoC, TDAP officials and other stakeholders especially the business community including women chambers	Nov-2010
1.2	Number of consultative processes formalized between public and private sectors (IR 4.2)	Consult stakeholders (legal practitioners, organizations who have brought their cases to the NTC, FBR, etc.) and identify the WTO recommended best practices for such organizations	Dec-2010
1.4	Number of legal/regulatory/institutional actions taken to improve compliance with international trade/investment agreements (IR 4.2)	Collect relevant trade data/statistics of Pakistan's trade with its FTAs partner countries and analyze the impact on bilateral trade, patterns, and trends with reference to commodity sectors	Dec-2010
3	Number of trade and investment capacity building diagnostics conducted (EG 2.2)	Evaluate the GoP's policy towards SA 8000, ISO 22000 and HACCP and identify relevant laws which need to be amended to make them consistent with international standards	Dec-2010
1.4	Number of legal/regulatory/institutional actions taken to improve compliance with international trade/investment agreements (IR 4.2)	Create website to increase accessibility of gender related documents/material on the PTP/MoC web portal	Sep-2010
1.2	Number of consultative processes formalized between public and private sectors (IR 4.2)	Capacities of key organization and women exporters strengthened in to initiate or scale up exports	Oct-2010
1.2	Number of consultative processes formalized between public and private sectors (IR 4.2)	Organize a roundtable discussion between public and private sector stakeholders on policy implementation recommendation	Aug-2010
1.4	Number of legal/regulatory/institutional actions taken to improve compliance with international trade/investment agreements (IR 4.2)	Demand based and focused technical assistance to women owned SMEs to increase their capacity to sustain increased export orders	Dec-2010
3	Number of trade and investment capacity building diagnostics conducted (EG 2.2)	Gap analysis of the systems followed for collection and dissemination of latest and reliable trade data by the Federal Bureau of Statistics, FBR/PRAL,	Aug-2010

Ind. Ref. #	Result Indicator	Activity Description	Tentative Completion Date
		and collectorates of customs	
3	Number of trade and investment capacity building diagnostics conducted (EG 2.2)	Identification of weakness in the existing procedural and technical system and procedures	Oct-2010
1.4	Number of legal/regulatory/institutional actions taken to improve compliance with international trade/investment agreements (IR 4.2)	Formulation of short, mid and long term recommendations and seek opinion of stakeholders to validate the findings and recommendations	Dec-2010
3	Number of trade and investment capacity building diagnostics conducted (EG 2.2)	Identification of issues and technical problems in evolving single window customs clearance system and collaborate with the PRAL/FBR to develop a strategy	Sep-2010
1.4	Number of legal/regulatory/institutional actions taken to improve compliance with international trade/investment agreements (IR 4.2)	Providing assistance to the PRAL/FBR in transition phase to make the transition smooth without loss of data	Dec-2010
1.2	Number of consultative processes formalized between public and private sectors (IR 4.2)	Facilitate in establishing linkages for women selected from the PTP database with successful businesswomen in other countries	Dec-2010
Component 2: INCREASED TRADE AT PAKISTANI BORDERS			
3	Number of trade and investment capacity building diagnostics conducted (EG 2.2)	Dwell Time & Costs Analysis	Aug-2010
3	Number of trade and investment capacity building diagnostics conducted (EG 2.2)	Gap Analysis of the Kyoto Convention / Pakistan current position	Sep-2010
3	Number of trade and investment capacity building diagnostics conducted (EG 2.2)	Analysis of how best to tighten procedures / administrative measures to minimize unauthorized trade	Aug-2010
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	Presentation / Recommendation to the BR-PTP Working Group to list priorities	Jul-2010
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	Add the PRAL connectivity to the Chaman Border & implement One Customs System	Sep-2010
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	Six months initial connectivity support to the Chaman Border infrastructure.	Dec-2010
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	Add the PRAL connectivity to the Torkham Border & implement One Customs System	Sep-2010
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	Six months initial connectivity support for connectivity at the Torkham Border.	Dec-2010
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	Facilitate outreach to private sector stakeholders on the APTTA after accession by the GoP and the GoA	Sep-2010
1	Number of customs harmonization procedures implemented in accordance	Introduction of Bond Guarantees for public and private carriers of Afghan transit trade	Dec-2010

Ind. Ref. #	Result Indicator	Activity Description	Tentative Completion Date
	with internationally accepted standards as a result of U.S. assistance		
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	Bond management system incorporated into the PRAL One Customs System.	Nov-2010
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	Single Business Window policies and procedures developed and manual completed.	Nov-2010
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	Single Business Window implemented at the Chaman and Torkham by extension of connectivity of the PRAL with other Government/Border agencies	Nov-2010
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	Single Business Window – develop capacity for information exchange between the PRAL One Customs System and other Government/Border agencies	Nov-2010
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	Authorized traders scheme (Risk Management). Policy and procedures proposal completed.	Dec-2010
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	Strategy for updating risk assessment capacity of the PRAL One Customs “Release Management System”	Dec-2010
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	Signing of a MOU between the FBR and the USAID to develop border posts at the Torkham and Chaman also extending “single business window” to Sust border crossing with China	Aug-2010
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	Facilitate the GoP in Land Acquisition process - transferring the GoP land to the Planning Commission (PC) or acquiring communal tribal land through revenue generating schemes - Relocation of shops/ residential structures away from border	Dec-2010
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	Prepare Implementation Strategy and Action Plan for undertaking training / awareness program	Oct-2010
3	Number of trade and investment capacity building diagnostics conducted (EG 2.2)	Identify potential private sector partners	Nov-2010
1	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance	Prepare a business plan to support the GoP's "Open Access Policy" to operate private trains	Dec-2010
Component 3: SUPPORT TO SUSTAINABLE AND COMPETITIVE SPECIAL ECONOMIC ZONES INCLUDING THE RECONSTRUCTION OPPORTUNITY ZONES (ROZS)			
3.2	Number of ROZs or other specialized zones implemented with project assistance (IR 5.2.1)	Strategic ROZ Action Plan (Road Map) to be approved by public and private sector local stakeholders for the implementation of sustainable and competitive ROZ program	Sep-2010

Ind. Ref. #	Result Indicator	Activity Description	Tentative Completion Date
3.2	Number of ROZs or other specialized zones implemented with project assistance (IR 5.2.1)	Comprehensive Business Plan and Feasibility for Enhancing Selected Existing Industrial Estate into Competitive and Sustainable SEZs with or without ROZ - Khyber-Pakhtunkhwa	Dec-2010
3.2	Number of ROZs or other specialized zones implemented with project assistance (IR 5.2.1)	Assist the PASDEC with the Implementation of Marble City Business Plan	Dec-2010
3.2	Number of ROZs or other specialized zones implemented with project assistance (IR 5.2.1)	Facilitating Pakistan stone industry, through the PASDEC, in the sample shipment of cobblestone to Australia under YBJV-PASDEC partnership	Dec-2010
3.2	Number of ROZs or other specialized zones implemented with project assistance (IR 5.2.1)	Facilitate Marble and Granite Producers and Exporter in a Trade Show "MARMOMACC 2010": 45th edition, the International Exhibition of Natural Stone, Design and Technologies (29 Sept. – 2 Oct. 2010) in VERONA, ITALY.	Oct-2010
3.2	Number of ROZs or other specialized zones implemented with project assistance (IR 5.2.1)	Awareness and Capacity building of Marble & Granite Producers & Exporters on Accreditation and Certification in the sector	Dec-2010
3.2	Number of ROZs or other specialized zones implemented with project assistance (IR 5.2.1)	Facilitate an International study tour of Qualifying Industrial Zones (QIZ)/SEZ	Aug-2010

TRAININGS

Ind. Ref. #	Result Indicator	Training Title and Description <i>(Also add details about type and number of expected participants)</i>	Tentative Completion Date
Component 1: IMPROVED TRADE ENVIRONMENT			
1.3	Number of public sector participants in trade / investment capacity building trainings (IR 4.2)	Enhancement of training programs for the COs	Dec-2010
4.3	Number of private sector participants in trade / investment capacity building trainings (IR 2.1.1.)	Conduct "Training of Trainers" sessions for the TPOs to institutionalize trade related trainings	Dec-2010
Component 2: INCREASED TRADE AT PAKISTANI BORDERS			
1.3	Number of public sector participants in trade / investment capacity building trainings (IR 4.2)	Facilitate the MoC/FBR public outreach training courses with respect to the APTTA implementation.	Nov-2010

ANNEX-A: STATUS OF YEAR 1 DELIVERABLES

COMPONENT 1: IMPROVED PAKISTAN TRADE ENVIRONMENT

Del. Ref. No.	Deliverable	Mile. Ref. No.	Milestone	Progress Status ⁶	Completion Date	Comments
1.1	USAID and Ministry of Commerce headed Project Steering Committee set up	1.1.1	Establish project partnership with the Ministry of Commerce as key government counterpart for coordination and collaboration on Pakistan Trade Project activities	Completed	Oct-2009	Nil
1.2	Formalized public -private sector Working Groups for reform implementation established	1.2.1	Stakeholder Analysis of the public, private and non-profit sectors to serve on project working groups for tactical guidance	Completed	Dec-2009	Nil
		1.2.2	Identification of key women leaders in public sector, academia, NGO, business sector to serve on project working groups for tactical guidance on the implementation of project activities	Completed	Jan-2010	Nil
		1.2.3	Trade Facilitation Working Group formalized with MoC	In Progress	--	The PTP recommended names to MoC for approval and Issuance of formal notification.
1.3	Recommendations to Ministry of Commerce on to enhance the effectiveness of Commercial Officers Program with respect to improved trade facilitation	1.3.1	Commercial Officers Program assessment and suggestions for reforms	Completed	Mar-2010	Nil
		1.3.2	Agreement with Ministry of Commerce to reform the Commercial Officers Program abroad for effective export promotion and development	In Progress	--	Ministry's agreement and comments on the suggested reforms awaited
1.4	Current CO selection and performance evaluation program enhanced	1.4.1	Updated CO selection process	Not Started	--	The PTP could not implement the deliverable 1.4 in Year 1 due to change in the key focal person i.e. the Federal Secretary of MoC in November 2010. There was a substantial lag between November till contact with the MoC was resumed in May 2010. Thus the PTP could not get a buy in from the MoC on this deliverables on time.
		1.4.2	Updated CO TORs and performance evaluation process	Not Started	--	
1.5	Current CO training program enhanced	1.5.1	Enhancement of the current CO training program	Not Started	--	The PTP could not implement the deliverable 1.5 in Year 1 due to change in the key focal person i.e. the Federal Secretary of MoC in November 2010. There was a substantial lag between
		1.5.2	Training of trainers from within local trade facilitation organizations, business development	Not Started	--	

⁶ Completed, In Progress, On Hold, Not Started, Cancelled

Del. Ref. No.	Deliverable	Mile. Ref. No.	Milestone	Progress Status ⁶	Completion Date	Comments
			service providers and chambers of commerce			November till contact with the MoC was resumed in May 2010. Thus the PTP could not get a buy in from the MOC on this deliverables on time.
1.6	Online Commercial Officers Portal for effective trade facilitation and CO reporting developed	1.6.1	User requirements finalized	Completed	Apr-2010	Nil
		1.6.2	The CO portal and database developed	In Progress	--	Ministry's agreement and comments on the suggested reforms awaited
		1.6.3	User and technical manual finalized	Not Started	--	To be developed by the sub-contractor this is pending due to MoC agreement.
		1.6.4	Database management and usage handed over to the local stakeholder	Not Started	--	It will be completed upon completion of the above milestones.
1.7	Quarterly Trade Performance Report developed	1.7.1	The design and content of the Quarterly Trade Performance report finalized	Completed	Mar-2010	Nil
		1.7.2	First Quarterly Trade Performance Report published and disseminated amongst key private and public sector stakeholders	Completed	Apr-2010	Nil
		1.7.3	Training event held to increase capacity of local public and private sector stakeholders to analyze trade data and monitor trade performance using Quarterly Trade Performance Report	Not Started	--	Currently the PTP is the process of designing a targeted intervention aiming to build the capacity of the Research and Development (R&D) unit of the Federation of Pakistan Chambers of Commerce and Industries (FPCCI) in the areas of research, including data synthesis and analysis as well as development of government budget and trade policy proposals, women entrepreneurship, FTA/PTA product analysis etc.
1.8	Factor Analysis conducted and strategy recommendations submitted to public and private sector stakeholders for increasing women's participation in Pakistan's exports	1.8.1	Report finalized and submitted as a deliverable	Completed	Mar-2010	Nil
1.9	Public - private dialogue on policy implementation in light of the Findings of Factor Analysis and Strategy Recommendations for Increasing Women's Participation in Trade to relevant stakeholders	1.9.1	Round Table Discussion organized between public and private sector stakeholder on policy implementation recommendation	In Progress	--	Due to large number of applications for the training on the formal export processes, this activity was rescheduled for year two.
1.10	Capacity building of local and public sector trade facilitation organizations to facilitate women entrepreneurs in assessment of orders of their services and products	1.10.1	Training of women exporters, participants from local trade facilitation organizations, business development service providers and local chambers of commerce across Pakistan	In Progress	--	PTP decided to roll out training (1.11) it had developed for women entrepreneurs on the benefits and processes of formal exports to meet the access demand before it developed a new capacity-building program. Also, because 1.10

Del. Ref. No.	Deliverable	Mile. Ref. No.	Milestone	Progress Status ⁶	Completion Date	Comments
						appeared to be very similar to the program that the USAID FIRMS project was launching for women entrepreneurs, PTP decided to postpone this training and reassess the demand for it in Y2.
1.11	Training of small and medium informal women exporters on formal export processes	1.11.1	60-80 women exporters and potential exporters	Completed	30-Jun-2010	Due to large number of eligible applications received, the PTP replicated the training in several cities including the smaller cities of Abbottabad, Sialkot, Faisalabad and Multan in addition to the main cities of Islamabad, Lahore and Karachi. The total number of trainees therefore reached around 278.”

COMPONENT 2: INCREASED TRADE AT PAKISTANI BORDERS

Del. Ref. No.	Deliverable	Mile. Ref. No.	Milestone	Progress Status ⁷	Completion Date	Comments
2.1	Assessment of the Impact of APTTA on Pakistan	2.1.1	Assessment of the Impact of the APTTA on Pakistan finalized and submitted as a deliverable	In Progress	--	With the signing on July 17th, 2010 of the outstanding issues in the APTTA and having received a copy of the latest draft agreement on 21st (PM), work is now in hand to review the document to assess its impact on Pakistan.
2.2	Joint Pak/Afghan Study on Unauthorized Trade at borders	2.2.1	Joint Pakistan/Afghanistan Study on Unauthorized Trade finalized and submitted as a deliverable	Completed	Apr-24-2010	Nil
2.3	APTTA Implementation Plan/Roadmap approved by public and private sector stakeholders	2.3.1	Border Assessment: Current State Analysis of the law, regulations, processes, logistics and infrastructure in relation to implementation of APTTA and against global best practices as stated in the Kyoto Convention	In Progress	--	The delay is due to RFP for Pakistani law firm to collaborate with the PTP. A Gap Analysis of the Pakistan legal framework in relation to the APTTA implementation due 30 days after start date. Bond Guarantee legal assessment for insurance and banking laws due August 13th.
		2.3.2	APTTA Working Group formalized with MoC	Completed	May-25-2010	Nil
2.4	Joint Pak/Afghan Border Post Infrastructure Improvement	2.4.1	Proposal for Infrastructure Improvement Investment Submitted to CRISP	In Progress	--	Funding approval from USAID is awaited for establishing a modern border complex at Torkham and Chaman

⁷ Completed, In Progress, On Hold, Not Started, Cancelled

Del. Ref. No.	Deliverable	Mile. Ref. No.	Milestone	Progress Status ⁷	Completion Date	Comments
		2.4.2	Enhance Chaman Customs Border Post inspection capabilities through improved operational equipment	Completed	Mar-03-2010	Nil
2.5	Agreement with FBR to implementation reform in line with Kyoto Convention and for effective APTTA implementation	2.5.1	Establishment of working groups within Federal Bureau of Revenue to undertake customs reforms in line of Kyoto Convention and the APTTA implementation	Completed	Jan-11-2010	The FBR / USAID-PTP established a working group in January the WG held the first meeting on the 21st. Subsequently, the WG established 3 Sub-Committees to handle specific sectors: (i) Procedures & Legal, (ii) Infrastructure Development, and (ii) Statistics & IT Issues. Sub-working groups are working on (i) bond guarantee; (ii) weighbridge requirements and dwell time study; (iii) Connectivity and Single Business Window. The PTP is waiting for the signing of the APTTA to go forward with implementation of measures.
		2.5.2	Joint Pakistan/Afghanistan Working Group Established to oversee APTTA Implementation Plan	In Progress	--	The PTP established Working Groups and technical sub-working groups in legal, infrastructure and IT / Statistics that are currently working on their respective areas of interest.
		2.5.3	Draft proposal for improvement in Customs Bond Regime legislation submitted to FBR Working Group	In Progress	--	Delay due to the RFP for Pakistani law firm to partner with PTP. Bond Guarantee legal assessment for insurance and banking laws due Aug. 13th. Detailed legal opinion due September Sept. 10th and proposals for Customs bond regime legislation due Sept. 30th.
		2.5.4	Formulate / Establish Border Agency "Service Standards" covering risk based inspection	In Progress	--	Customs training needs analysis ongoing. The results will assist in indentifying capacity areas to be strengthened. The PTP will develop and deliver a risk management course to the customs border officers.
		2.5.5	Blueprint for a Fully Operating Single Business Window at Border Crossings	In Progress	--	The concept document has been prepared and further work is being undertaken to prepare a more detailed report after further interaction with other departments in order to get them on board, as "Single Business Window" and "Service Standards" have to be a part of this process. We are working with FBR/PRAL to

Del. Ref. No.	Deliverable	Mile. Ref. No.	Milestone	Progress Status ⁷	Completion Date	Comments
						develop a strategy for connectivity at Torkham and Chaman borders.
		2.5.6	Draft Procedures and Operations Manual to Guide Implementation of Single Stop Inspection of Cargo between Pakistan and Neighboring Countries' Customs Implementation Support	In Progress	--	The concept document has been prepared and work is in progress to write the operations manual once the related developments (under Ref Nos. 2.5) are put in place.

COMPONENT 3: SUPPORT TO SUSTAINABLE AND COMPETITIVE ECONOMIC ZONES / ROZS

Del. Ref. No.	Deliverable	Mile. Ref. No.	Milestone	Progress Status ⁸	Completion Date	Comments
3.1	Strategic ROZ Action Plan (Road Map) approved by public and private sector local stakeholders for the implementation of sustainable and competitive ROZ program	3.1.1	ROZ Working Group formalized with MoC	In Progress	--	Finalized the nominations and the MoC will issue the notification shortly.
		3.1.2	Draft Strategic ROZ Action Plan (Road Map)	Completed	Apr-2010	The PTP finalized the ROZ Roadmap and shared with the USAID and the MoC for review and approval.
		3.1.3	Stakeholder Agreement for ROZ Steering Group terms of reference, communication and resources	Completed	Oct-2009	Nil
		3.1.4	Competitive Analysis for Potential ROZ Products	Completed	Apr-2010	Nil
		3.1.5	ROZ Opportunities - Outreach and Awareness Raising	On Hold	--	This milestone is on hold until the approval of ROZ legislation.
3.2	Build capacity of public sector ROZ Project Management Units	3.2.1	Build capacity of public sector federal and provincial ROZ Project Management Units with respect to analyzing and implementing ROZ Program	Not Started	--	This deliverable was conditional upon the setting up of the ROZ PMUs by the respective provincial governments as well as the Federal Government. To date the PMUs have not been established due to budgetary constraints. Instead, the PTP is supporting the Ministry of Commerce to analyze and plan for the ROZs effectively.
		3.2.2	Effective project management systems established within the federal and provincial PMUs	Not Started	--	This milestone has not started yet due to delay in approval of the ROZ legislation. In addition,

⁸ Completed, In Progress, On Hold, Not Started, Cancelled

ANNEX - A: OVERVIEW OF YEAR I ACTIVITIES

Del. Ref. No.	Deliverable	Mile. Ref. No.	Milestone	Progress Status⁸	Completion Date	Comments
						the MoC planned to establish PMUs in the next financial year due to budgetary constraints.
3.3	Comprehensive Business Plan and Feasibility for Enhancing Selected Existing Industrial Estate into Competitive and Sustainable SEZs with or without ROZ - NWFP	3.3.1	Comprehensive Business Plan and Feasibility for Enhancing Selected Existing Industrial Estate into Competitive and Sustainable SEZs with or without ROZ	Completed	May-2010	Nil
3.4	Comprehensive Business Plan and Feasibility for Existing Industrial Estate into Competitive and Sustainable SEZs - Balochistan	3.4.1	Comprehensive Business Plan and Feasibility for Enhancing Selected Existing Industrial Estate into Competitive and Sustainable SEZs with or without ROZ	In Progress	--	Pre feasibility / comprehensive business plan of Gwadar Industrial Estate in Balochistan is in progress.

ANNEX-B: LIST OF COMPLETED DELIVERABLES

Serial No.	Title	Hyperlink to the PTP Portal
Component-1: Improved Pakistan Trade Environment		
1.	PAKISTAN TRADE TDAP ORGANIZATIONAL SELF-ASSESSMENT	https://www.usaidpakistantrade.org/Deliverable/Component%20Deliverables/Component%201%20Improved%20Pakistan%20Trade%20Environment/2009-11-11%20PTP%20TDAP%20Organizational%20Self-Assessment%20v1.0.pdf
2.	FIRST QUARTERLY TRADE REPORT	https://www.usaidpakistantrade.org/Deliverable/Component%20Deliverables/Component%201%20Improved%20Pakistan%20Trade%20Environment/Quarterly%20Trade%20Outlook%20of%20Pakistan-Q2-Q3-FY2010-Final-Apr%2013.docx
3.	GENDER RESEARCH STUDY REPORT ENTITLED "RESPONDING TO EXPORT OPPORTUNITIES"	https://www.usaidpakistantrade.org/Deliverable/Component%20Deliverables/Gender/201003_PTP_Gender%20Research%20Study%20Report.pdf
Component-2: Increased Trade At Pakistani Borders		
4.	UNAUTHORIZED TRADE BETWEEN PAKISTAN AND AFGHANISTAN - A PRELIMINARY ASSESSMENT OF ITS EXTENT AND ECONOMIC IMPACT	https://www.usaidpakistantrade.org/Deliverable/Component%20Deliverables/Component%202%20Increased%20Trade%20at%20Pakistani%20Borders/20091125_PTP_Unauthorized%20Trade%20between%20PAK%20%20AFGHAN_v1%200.docx
5.	BASELINE ASSESSMENT REPORT OF AFGHAN TRANSIT TRADE	
Component-3: Support To Sustainable and Competitive Economic Zones / ROZs		
6.	ROZ ROADMAP	https://www.usaidpakistantrade.org/Deliverable/Component%20Deliverables/Component%203%20Support%20to%20Reconstruction%20Opportunity%20Zones/201004006%20ROZ%20Roadmap.docx
7.	MARBLE CITY RISALPUR (MCR) BUSINESS PLAN	https://www.usaidpakistantrade.org/Deliverable/Component%20Deliverables/Component%203%20Support%20to%20Reconstruction%20Opportunity%20Zones/20100525_PTP_Marble-City-Risalpur_Business%20Plan_Final.pdf
8.	ROZ LABOR MONITORING BENCHMARK STUDY	https://www.usaidpakistantrade.org/Deliverable/Component%20Deliverables/Component%203%20Support%20to%20Reconstruction%20Opportunity%20Zones/ROZ%20Labor%20Monitoring%20Benchmark%20Study.docx
9.	ROZ REGULATORY AND LEGAL FRAMEWORK	https://www.usaidpakistantrade.org/Deliverable/Component%20Deliverables/Component%203%20Support%20to%20Reconstruction%20Opportunity%20Zones/ROZ%20Legal%20and%20Regulatory%20Framework.pdf
10.	ROZ RULES OF ORIGIN	https://www.usaidpakistantrade.org/Deliverable/Component%20Deliverables/Component%203%20Support%20to%20Reconstruction%20Opportunity%20Zones/PTP_Rules%20of%20Origin.pdf
Component-0: Project Management and Cross-Cutting activities		
11.	QUARTERLY PERFORMANCE REPORT -1 (JULY – AUGUST 2009)	https://www.usaidpakistantrade.org/Deliverable/Performance%20Reports/Quarterly%20Project%20Performance%20Reports/QR%20Year-1/2009-10-30_PTP_Quarterly%20Performance%20Report%2001%20(July-September%202009).pdf
12.	QUARTERLY PERFORMANCE REPORT - 2 (OCTOBER – DECEMBER 2009)	https://www.usaidpakistantrade.org/Deliverable/Performance%20Reports/Quarterly%20Project%20Performance%20Reports/QR

ANNEX - B: LIST OF COMPLETED DELIVERABLES

Serial No.	Title	Hyperlink to the PTP Portal
		R%20Year-1/2010-01-29%20PTP%20Quarterly%20Report%2002%20V.1.0.pdf
13.	QUARTERLY PERFORMANCE REPORT - 3 (JANUARY – MARCH 2010)	https://www.usaidpakistantrade.org/Deliverable/Performance%20Reports/Quarterly%20Project%20Performance%20Reports/QR%20Year-1/2010-04-30_PTP_Quarterly%20Performance%20Report%2003%20V.3.pdf
14.	PTP_IMPLEMENTATION PLAN FOR YEAR-1	https://www.usaidpakistantrade.org/Deliverable/Work%20Plan/Project%20Year-1/Year-1_Work-Plan.pdf
15.	REVISED_PTP_IMPLEMENTATION PLAN FOR YEAR-1	https://www.usaidpakistantrade.org/Deliverable/Work%20Plan/Project%20Year-1/20100218_REVISED_PTP_Implementation%20Plan%20for%20Year-1.pdf
16.	PTP IMPLEMENTATION PLAN FOR YEAR-2	https://www.usaidpakistantrade.org/Deliverable/Work%20Plan/Project%20Year-2/2010-06-11_PTP_Implementation%20Plan%20for%20Year-2_Final.pdf

ANNEX-C: KEY PERSONNEL

SN	Key Personnel Name	Designation	Employee Type ⁹			Employment Type		Contact Number	Email Address
			USN	TCN	CCN	Long-Term	Short-Term		
1.	Gareth Davies	Chief of Party	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0092 (305) 555 0614	gdavies@usaidpakistantrade.org
2.	Hussan-Bano Burki	Deputy Chief of Party	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0092 (300) 555 3577	hbano@usaidpakistantrade.org
3.	Jennifer Regan	Trade Advisor	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	0092 (305) 555 0613	jregan@usaidpakistantrade.org
4.	Markus Mueller	Engagement Project Director	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	001 (305) 808 2563	mmueller@deloitte.com
5.	Laura J. Hall	Engagement Project Manager	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	001 (305) 808 2563	lahall@deloitte.com
6.	Greg Barker	Regional Project Imp. Advisor	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	0092 (300) 555 0015	gbarker@usaidpakistantrade.org
7.	Muhammad Sulaiman	Customs Advisor	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0092 (333) 514 6938	msulaiman@usaidpakistantrade.org
8.	Mohammed Saeed	Manager Component-1	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0092 (300) 850 6840	msaeed@usaidpakistantrade.org
9.	Sardar M. Humayun Khan	Manager Component-2	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0092 (300) 942 7822	shumayun@usaidpakistantrade.org
10.	Ghulam Akbar Popalzai	Manager Component-3	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0092 (300) 472 8090	apopalzai@usaidpakistantrade.org
11.	Joe Hogan	Security Manager	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0092 (334) 377 7312	jhogan@usaidpakistantrade.org
12.	Salmaan Farooq	US Markets Advisor	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0092 (333) 332 2062	sfarooq@usaidpakistantrade.org
13.	Derek Mooney	Operations Lead - Home Office	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	001(703) 747 4525	dmooney@usaidpakistantrade.org
14.	Shagufta Naz	Gender Specialist	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0092 (300) 590 9716	nshagufta@usaidpakistantrade.org
15.	Salman Mahmood	Project Management Office Specialist	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0092 (300) 672 6680	smahmood@usaidpakistantrade.org
16.	Zubia Zubair	Communication Specialist	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0092 (333) 511 4326	zzubair@usaidpakistantrade.org
17.	Asima Mahmood Awan	HCM Specialist	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0092 (3330) 560 3835	aawan@usaidpakistantrade.org
18.	Mohammad Amir	Manager Operations and Finance	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0092 (332) 555 3588	maamir@usaidpakistantrade.org
19.	Anjum Masood	PSL Specialist	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0092 (300) 501 7332	amasood@usaidpakistantrade.org
20.	Akbar Durrani	Economist	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0092 (301) 858 6665	adurrani@usaidpakistantrade.org
21.	Irhan Ur Rehman Khan	Trade Regulation Specialist	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0092 (300) 979 6260	irehman@usaidpakistantrade.org

⁹ USN-United States National; TCN-Third Country National; CCN-Cooperating Country National

ANNEX-D: PROJECT STAFFING

A-LONG TERM STAFF

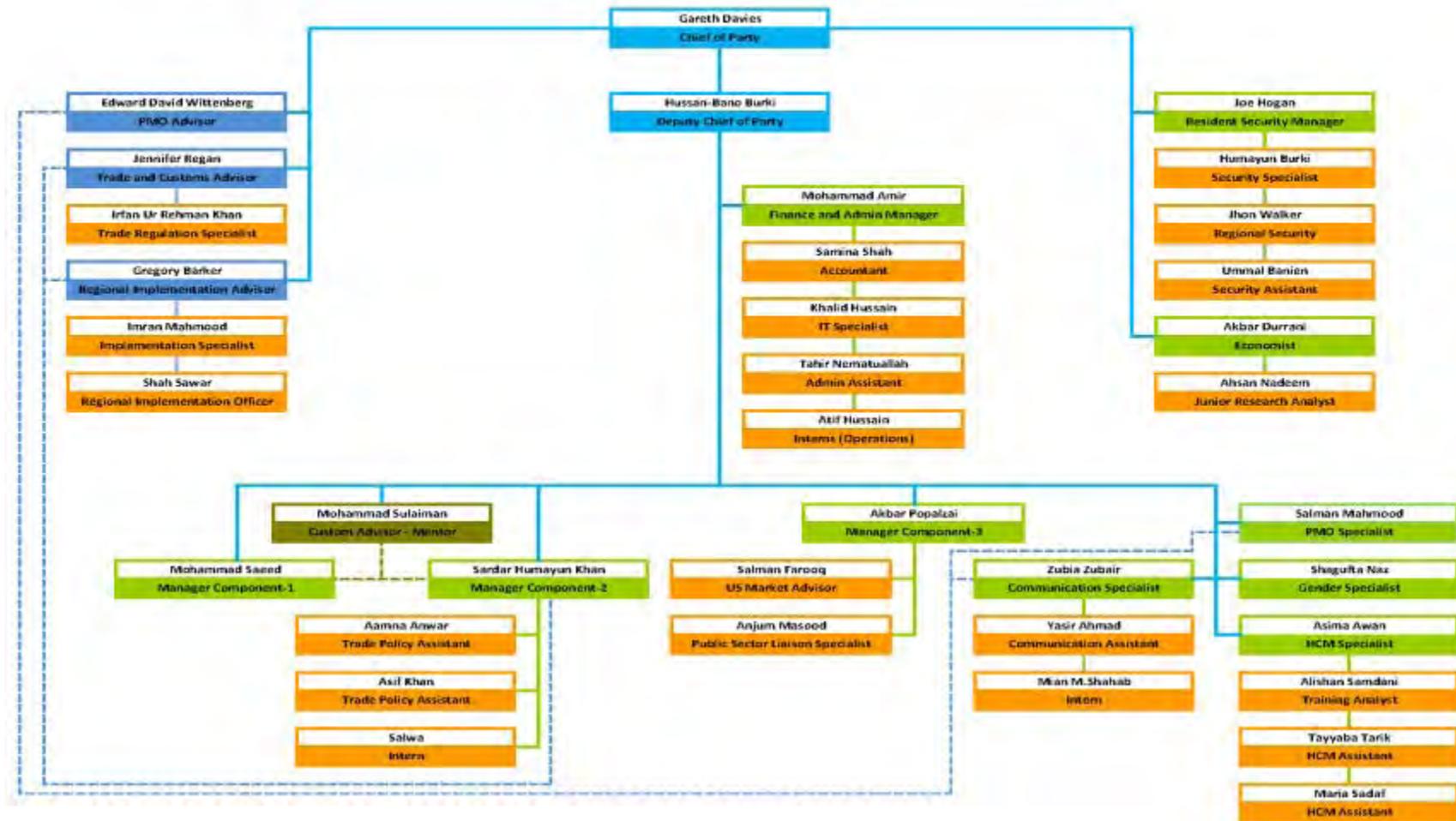
Region	Planned (Total)	Progress During Year 1					Overall Progress				
		Filled Positions			Percentages		Filled Positions			Percentages	
		Male	Female	Total	% of Total Filled	% Female of Total Filled	Male	Female	Total	% of Total Filled	% Female of Total Filled
Management Positions											
FEDERAL	6	5	1	6	100%	17%	5	1	6	100%	17%
KHYBER PAKHTUNKHWA											
PUNJAB											
SINDH											
BALUCHISTAN											
Sub Total	6	5	1	6	100%	17%	5	1	6	100%	17%
Professional Positions											
FEDERAL	20	10	4	14	70%	29%	10	4	14	70%	29%
KHYBER PAKHTUNKHWA											
PUNJAB											
SINDH											
BALUCHISTAN											
Sub Total	20	10	4	14	70%	29%	10	4	14	70%	29%
Support Staff Positions											
FEDERAL	6	2	3	5	83%	60%	2	3	5	83%	60%
KHYBER PAKHTUNKHWA											
PUNJAB											
SINDH											
BALUCHISTAN											
Sub Total	6	2	3	5	83%	60%	2	3	5	83%	60%
TOTAL	32	17	8	25	78%	32%	17	8	25	78%	32%

B-SHORT TERM TECHNICAL STAFF

Region	Planned (Total)	Progress During Year 1					Overall Progress				
		Filled Positions			Percentages		Filled Positions			Percentages	
		Male	Female	Total	% of Total Filled	% Female of Total Filled	Male	Female	Total	% of Total Filled	% Female of Total Filled
FEDERAL	14	8	5	13	93%	38%	8	5	13	93%	38%
KHYBER PAKHTUNKHWA											
PUNJAB											
SINDH											
BALUCHISTAN											
TOTAL	14	8	5	13	93%	38%	8	5	13	93%	38%

ANNEX-E: ORGANIZATIONAL CHART

USAID Pakistan Trade Project



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