

DOCUMENT OF THE INTER-AMERICAN DEVELOPMENT BANK
MULTILATERAL INVESTMENT FUND

REGIONAL

**SUPPORT FOR INTERNATIONAL TRADE LIBERALIZATION
AND INTEGRATION PROCESSES**

(RG-M1015)

DONORS MEMORANDUM

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DOCUMENTS AVAILABLE IN THE TECHNICAL FILES

Document I	Operating Regulations for each executing agency
Document II	Commitment letters from the executing agencies
Document III	By-laws and audited financial statements of the executing agencies
Document IV	Detailed budgets for each executing agency
Document V	Procurement plan for each executing agency

ABBREVIATIONS

ABAG	Associação Brasileira de Agribusiness [Brazilian Agribusiness Association]
ABEF	Associação Brasileira dos Produtores e Exportadores de Frangos [Brazilian Association of Poultry Producers and Exporters]
ABIEC	Associação Brasileira das Indústrias Exportadoras de Carne [Brazilian Association of Meat Exporting Industries]
ABIOVE	Associação Brasileira das Indústrias de Óleos Vegetais [Brazilian Association of Vegetable Oil Industries]
ABIPeCS	Associação Brasileira da Indústria Produtora e Exportadora de Carne Suína [Brazilian Association of Pork Producers and Exporters]
AWP	Annual Work Plan
ARP	Asociación Rural del Paraguay [Rural Association of Paraguay]
ARU	Asociación Rural del Uruguay [Rural Association of Uruguay]
CARICOM	Caribbean Common Market
CESI	Committee on Environment and Social Impact
EU	European Union
FIESP	Federação de Indústrias do Estado de São Paulo [Federation of Industries of the State of São Paulo]
FTAA	Free Trade Area of the Americas
ICONE	Instituto de Estudos do Comércio e Negociações Internacionais [Institute for International Trade Negotiations]
INT	Integration and Regional Programs Department
MERCOSUR	Southern Common Market
NCU	National Coordinating Unit
NGO	Nongovernmental Organization
PEU	Project Executing Unit
REC	Regional Executive Committee
SMEs	Small and Medium-sized Enterprises
SRA	Sociedad Rural Argentina [Rural Association of Argentina]
WTO	World Trade Organization

SUPPORT FOR INTERNATIONAL TRADE LIBERALIZATION AND INTEGRATION PROCESSES

(RG-M1015)

I. EXECUTIVE SUMMARY

Beneficiary countries:	Argentina, Brazil, Paraguay, and Uruguay
Executing agencies:	Sociedad Rural Argentina [Rural Association of Argentina] (SRA), Instituto de Estudos do Comércio e Negociações Internacionais [Institute for International Trade Negotiations] (ICONE), Asociación Rural del Paraguay [Rural Association of Paraguay] (ARP), and Asociación Rural del Uruguay [Rural Association of Uruguay] (ARU)
Beneficiaries:	<p>The beneficiaries in Brazil, Argentina, Uruguay, and Paraguay will be, respectively: (i) 690, 450, 345, and 265 enterprises (especially SMEs) that participate directly in awareness-raising and dissemination events; (ii) 300, 120, 35, and 35 opinion makers who receive information and training; (iii) 4, 2, 4, and 2 ministries that benefit from the technical cooperation; (iv) 300,000, 50,000, 5,000, and 5,000 agricultural producers who benefit from project outcomes; (v) 10, 12, 8, and 12 specialists who receive training on how to conduct studies and develop negotiating positions; and (v) 200, 180, 50, and 30 individual SMEs and representatives of subsector institutions that participate in workshops to formulate needs and develop agendas for subsector analyses.</p> <p>Export companies of the sectors that receive support will have the information they need to improve access to their principal markets. Moreover, the program will strengthen the bloc's integration process, which will benefit companies and sectors that have common export markets.</p> <p>An important outcome of the program will be that the technical positions submitted by the agricultural private sector as a whole, including its SMEs, will have greater impact. This will be due to their increased access to information, which will enable the private sector to evaluate opportunities offered by trade negotiations. This in turn will also help to achieve agreements, implement them in the future, and sustain them over time.</p>

Financing:	Modality:	Nonreimbursable (Facility III-a)
	MIF¹	US\$ 3,235,937
	Local counterpart²	
	SRA (Argentina)	US\$ 1,059,707
	ICONE (Brazil)	US\$ 1,407,160
	ARP (Paraguay)	US\$ 151,346
	ARU (Uruguay)	US\$ 247,100
	Total:	US\$ 6,041,250
Objectives:	<p>The goal of the program is to facilitate greater participation by MERCOSUR countries in the world economy. To this end, its purpose is to build the capacity of the bloc's private agricultural sector³ to spearhead the conclusion of trade agreements, together with the corresponding negotiators, and the necessary adaptations thereto by providing information and tools that will facilitate their action. The foregoing will be achieved by means of three components (1) generation of private sector interest in international trade; (2) strengthening of analytical capabilities and mechanisms for coordination and consultation; and (3) support for the formulation of negotiating positions.</p>	
Execution timetable:	Execution period:	42 months
	Disbursement period:	48 months
Special contractual conditions:	<p>Special condition precedent to the first disbursement of MIF funds: evidence that the Coordinator for Brazil/Regional Program Director has been selected.</p> <p>Special condition precedent to the first disbursement of MIF funds to each national executing agency: (1) signing of a collaboration agreement between ICONE and each other national executing agency, assuring their commitment with regional coordination; (2) selection of the national coordinators for the different National Coordinating Units (NCU); and (3) ratification and entry into force of the respective Operating Regulations, in accordance with the terms previously agreed upon with the Bank.</p> <p>Special condition precedent to the activities to be implemented by the executing agency in Argentina: Evidence that, within three months after the agreement has entered into force, a collaboration agreement has been signed with at least the Federación Agraria Argentina [Argentine Agrarian Federation] and the Confederaciones</p>	

¹ The MIF contribution includes US\$60,000 for cluster coordination activities.

² The pari passu for each executing agency is: MIF/SRA 50/50%, MIF/ICONE 50/50%, MIF/ARP 70/30%, and MIF/ARU 60/40%. The MIF's percentages do not cover cluster activities.

³ Includes the agricultural and agroindustrial sector, pursuant to the WTO definition.

Rurales Argentinas [Confederation of Rural Associations].

Should any of the executing agencies not meet the special contractual conditions described above that apply to them, or should any of the midterm evaluations indicate that the project is not functioning adequately under that executing agency, disbursement of the corresponding funds will be cancelled. If this should occur, the counterpart funds assigned to ICONE for regional coordination will be canceled, and the the scope of the regional activities adjusted accordingly.

**Environmental
and social
review:**

The Committee on Environment and Social Impact (CESI) reviewed the project at its meeting of 29 April 2005. The response to CESI's observations can be found in paragraph 8.1.

**Exceptions to
Bank policy:**

None

**Coordination
with other
official
development
finance
institutions:**

Currently, no similar projects are being financed by other development finance institutions in the four countries.

II. BACKGROUND

- 2.1 During the next three years, MERCOSUR will be involved in the most important trade negotiations of its history, which will be vital to increasing its trade and its competitive position in international markets. These include: (i) the Development Agenda of the World Trade Organization; (ii) the Free Trade Area of the Americas (FTAA) or bilateral agreements with the United States and/or other Western Hemisphere countries; (iii) the bi-regional agreement with the European Union (EU); and (iv) trade agreements that may be signed with other countries to increase the trade of goods, services, and investments with MERCOSUR.
- 2.2 This complex agenda entails parallel negotiations in different arenas. As the private sector is most affected by the outcome of such negotiations, its needs must be taken into account in order to achieve a sustainable negotiation/agreement. This is the rationale for building private sector capacity to: (a) support the design of negotiating strategies to strengthen integration and liberalize international trade; and (b) adapt to changing production, consumption, and trade conditions resulting from agreements between MERCOSUR and third parties. Currently, although MERCOSUR represents 3.5% of world population it accounts for only 1.4% of world trade. In addition, 28% of the bloc's exports consist of raw materials. Trade negotiations offer an opportunity to improve this situation.¹
- 2.3 However, in order for negotiations to move forward and to be able to reap their potential benefits, advocates for liberalization need to build consensus on the benefits of trade agreements, contending with those who want to increase protectionism and close markets, either as individual countries or as a bloc. To support MERCOSUR's efforts to meet these objectives, public opinion, employers, politicians, NGOs, and the media must be made aware of the potential benefits of moving forward to increase trade and investments, and of the desirability of adapting to changing international conditions. In MERCOSUR, the agriculture sector has been advocating most vigorously for trade liberalization and stronger participation in international trade; it is also the sector most likely to have an impact on the broadest spectrum public opinion because of the **demonstration effect** of the opportunities afforded by foreign trade. In addition, because agriculture faces strong protectionist measures in its principal target markets, the negotiations will be complex and demanding.
- 2.4 The importance of the bloc addressing its external negotiations as a single body gives rise to the challenges of coordinating the countries' efforts and involving their private sectors. The challenges include dissimilar access to information and more uncertain credibility of the commitments of participants, which tend to undermine

¹ Sources of the information in this paragraph: (i) World Bank for population; WTO and COMTRADE for trade.

the quality of cooperation among them. In other words, the private sectors of the four countries must deal with the classic obstacles to collective action.

- 2.5 The **additionality** of the proposed MIF project is to promote the creation of a regional public good through the generation and sharing of information, and by tapping the Bank's capacity to serve as a catalyst to improve the credibility of the parties' commitments. This will help promote regional integration and establish more mature relations not only among governments, but also among the different private sectors. This will make it possible to take advantage of synergies among the countries and improve the efficiency of cooperation, which will have a special **spill-over effect** on the bloc's smaller countries and firms. As part of the strategy to achieve the objectives, the program seeks to strengthen the capacity of the private sectors to cope with the abovementioned challenges, and to grow stronger through joint action. This would be difficult to achieve without the participation of the MIF. It should be noted that smaller enterprises (SMEs) in each country of the bloc are targeted by this program. Generally, the participation of this segment in the formulation of negotiating positions and in the process to adapt to the commitments agreed upon in negotiations has been limited. Therefore, it is important to highlight the participation of small agricultural producers and agricultural SMEs² in all the countries. The different private sectors need to participate actively in these negotiations so they can be prepared to tap the opportunities that open up and, in turn, suggest to the negotiators areas where greater benefits may be achieved.
- 2.6 **Relationship with other projects.** This project will form part of the Facilitation of International Trade and Investment Cluster and will draw on the experiences and lessons learned from projects approved as of late 2000, particularly a similar project approved for CARICOM (document RG-M1004). The Bank itself has provided support in areas related to this topic through several infrastructure programs and the Border Crossings and Integration Corridors program. Of special interest is the already mentioned Institutional Strengthening of the Ministry of Foreign Relations, International Trade and Worship program in Argentina (1279/OC-AR) and similar programs for Paraguay (PR-L1005) and Uruguay (UR-L1015), which are in the design stage.

III. OBJECTIVES AND COMPONENTS

- 3.1 The **goal** of the program is to facilitate greater participation by the MERCOSUR countries in the world economy. To this end, its **purpose** is to build the capacity of

² The members of ARU are mostly SMEs; many small producers make up the cold storage chain; and SRA represents many agroindustrial SMEs. For its part, FIESP brings together around 8,000 associated enterprises; ABAG's members include cooperatives from different areas; ABEF represents around 96% of Brazilian poultry exports; ABIEC represents about 93% of Brazilian meat exports; ABIPECS represents about 93% of Brazilian pork exports; and ABIOVE is responsible for approximately 80% of the soy processed in Brazil.

the bloc's private agriculture sector³ to spearhead the conclusion of trade agreements and the necessary adaptations thereto, together with the corresponding negotiators, by providing information and tools that will facilitate their action. The program will place special emphasis on benefiting SMEs. To achieve these objectives, the program will have three components: (1) generation of private sector interest in international trade; (2) strengthening of analytical capabilities and mechanisms for coordination and consultation; and (3) support for the formulation of negotiating positions.

- 3.2 **Component 1: Generation of private sector interest in international trade (MIF US\$224,856 and counterpart US\$258,730).** The purpose of this component is to furnish enterprises and associations with relevant information on the progress of negotiations and on the implementation thereof, and to foster efforts to build consensus among the private sectors of MERCOSUR member countries. To this end, seminars and workshops will be facilitated among the private and public sectors to enable the former to communicate their views on the agendas and the form of negotiation. Tools for publicizing and disseminating information will be designed and implemented to show the general public the effects of trade liberalization and investment attraction. Because the bloc negotiates as a single body and the resources available to the private sector groups are dissimilar, it is important that the work to disseminate information and generate interest be carried out in the four countries.
- 3.3 The aim of this component is to increase the information available so that the private sector can evaluate the opportunities offered by trade agreements. To this end, it will: (i) raise the awareness of more than 1,750 representatives of enterprises (especially SMEs) regarding the benefits of trade liberalization; (ii) receive at least 14 statements of interest from sector associations and enterprises to participate in the program; (iii) offer training seminars to 490 opinion- and decision-makers; (iv) create links among the web pages of participating groups and other groups that share interests; (v) agree to send project information on a regular basis to the ministries involved in making decisions on the trade negotiation process; and (vi) inform more than one million agricultural producers of the project's benefits.
- 3.4 **Component 2: Strengthening of analytical capacity and mechanisms for coordination and consultation. (MIF US\$473,938 and counterpart US\$190,200).** In order to ensure the sustainability of the project's objectives and strengthen its technical aspects, a network of relationships will be created among representatives of MERCOSUR's private sector, with the support of technical specialists. This will make it easier to build consensus, for example, during the rounds of multilateral negotiations held under the WTO, the ministerial meetings, or those periodically conducted between the public and private sectors in FTAA negotiations and those with the European Union. Training will be provided through

³ Includes the agricultural and agroindustrial sector, pursuant to the WTO definition.

technical workshops and seminars to upgrade the skills of the executives of selected enterprises from each subsector. Finally, this activity will help obtain useful information both for the instructors and for the participants who will implement subsequent activities in the other components.

- 3.5 The outcomes of this component include: (i) training at least 42 specialists to administer the processes to build consensus on solid negotiating positions; (ii) holding workshops to be attended by at least 460 representatives of SMEs and subsector institutions, for determining what analyses are needed in their sectors and drawing up agendas for conducting them; (iii) facilitating at least 28 crossover internships among executing agencies for transferring know-how from those that have greater expertise; (iv) establishing and/or strengthening regional agreements for coordinating the processes to formulate negotiating positions; and (v) ensuring the proper operation of a regional network on research and technical analysis for discussing common methodologies and arranging exchanges of interns. This will help strengthen private sector associations, especially the ties among the associations of a given sector within the bloc.
- 3.6 **Component 3: Support for the formulation of negotiating positions (MIF US\$1,560,920 and counterpart US\$1,785,344).** This component aims to improve the efficiency of the bloc's negotiations through agreements to select, commission, prepare, and share technical documents on which the negotiations will ultimately be based. It includes preparation of sector assessments to offer detailed information on competitiveness, production, market intelligence, tariffs, sanitary and phytosanitary measures, technical barriers to trade, and other subjects that will improve the efficiency of trade negotiations. Studies and technical documents produced by government agencies, international organizations, NGOs, and academic institutions will be used for this purpose. Because there is considerable difference among the countries in terms of the technical experience of private sector representatives to work with negotiators, this component emphasizes the importance of sharing information with stakeholders in the two smaller countries of the bloc: Uruguay and Paraguay. Also under this component, consultations will be held between the private and the public sectors for drawing up the terms of reference for the sector assessments, analyzing their findings, and reaching agreement on the technical work that the findings recommend.
- 3.7 The outcomes of this component include: (i) developing and sharing throughout the region a methodology for conducting and evaluating studies; (ii) creating a regional database and the analytical capacity to use and feed it, which will be used in future studies; (iii) conducting at least 12 regional technical studies; (iv) completing at least 50 sector studies; and (v) receiving at least 140 subsector consultations from the public and private sectors.
- 3.8 In short, the project is expected to: (i) increase the availability of instruments that help tap opportunities offered by trade agreements and prepare those who will face

greater competition; (ii) increase the information and number of instruments that facilitate coordination of trade negotiations within the bloc; and (iii) increase the private sector's involvement in the preparation of negotiation proposals, which will facilitate efforts to reach agreement in trade negotiations, implement them, and maintain their sustainability over time.

IV. PROJECT COST AND FINANCING

- 4.1 It is estimated that the total cost of the project for Brazil, Argentina, Uruguay, and Paraguay will be, respectively, US\$2,810,333, US\$2,145,495, US\$626,740 and US\$518,682. Of this, US\$1,403,173, US\$1,085,788, US\$379,640, and US\$367,336, respectively, will consist of nonreimbursable MIF resources. Instituto de Estudos do Comércio e Negociações Internacionais (ICONE) will provide US\$1,407,160; Sociedad Rural Argentina (SRA) US\$1,059,707; Asociación Rural de Uruguay (ARU) US\$247,100; and Asociación Rural de Paraguay (ARP) US\$151,346, respectively. In each case, at least 50% will be in cash. The MIF will finance technical assistance and training costs, and a portion of administrative expenses. The summarized budgets can be found in Annex II of the project. The detailed budgets are in the technical files, which specify regional coordination and logistics activities, and detail each component in each of the four participating countries.

(in U.S. dollars)

	MIF US\$	Local Contribution US\$	Total US\$
BRAZIL			
Staff	\$96,000	\$72,000	\$168,000
Logistics and equipment	\$0	\$174,720	\$174,720
Component 1	\$170,800	\$177,800	\$348,600
Component 2	\$95,800	\$88,000	\$183,800
Component 3	\$829,600	\$813,640	\$1,643,240
SUB TOTAL	\$1,203,900	\$1,407,160	\$2,611,060
Contingencies 5%	\$84,273		\$84,273
Baseline, monitoring & evaluation system and 2 evaluations	\$70,000		\$70,000
Audits (2)	\$30,000		\$30,000
TOTAL	\$1,388,173	\$1,407,160	\$2,795,333
Cluster control activities	\$15,000		\$15,000
GRAND TOTAL	\$1,403,173	\$1,407,160	\$2,810,333
Percentages (excluding cluster activities)	50%	50%	100,0%

	MIF US\$	Local Contribution US\$	Total US\$
ARGENTINA			
Staff	\$177,600	\$87,000	\$264,600
Logistics and equipment	\$2,044	\$38,400	\$40,444
Component 1	\$31,356	\$35,850	\$67,206
Component 2	\$223,688		\$223,688
Component 3	\$513,650	\$898,458	\$1,412,108
SUBTOTAL	\$948,338	\$1,059,707	\$2,008,045
Contingencies 5%	\$28,450		\$28,450
Baseline, monitoring & evaluation system and 2 evaluations	\$70,000		\$70,000
Audits (2)	\$24,000		\$24,000
TOTAL	\$1,070,788	\$1,059,707	\$2,130,495
Cluster control activities	\$15,000		\$15,000
GRAND TOTAL	\$1,085,788	\$1,059,707	\$2,145,495
Percentages (excluding cluster activities)	50%	50%	100,0%
URUGUAY			
Staff	\$87,000	\$61,820	\$148,820
Logistics and equipment	\$9,600	\$45,000	\$54,600
Component 1	\$21,200	\$26,080	\$47,280
Component 2	\$42,000	\$72,800	\$114,800
Component 3	\$117,000	\$41,400	\$158,400
SUBTOTAL	\$276,800	\$247,100	\$523,900
Contingencies 5%	\$13,840		\$13,840
Baseline, monitoring & evaluation system and 2 evaluations	\$50,000		\$50,000
Audits (2)	\$24,000		\$24,000
TOTAL	\$364,640	\$247,100	\$611,740
Cluster control activities	\$15,000		\$15,000
GRAND TOTAL	\$379,640	\$247,100	\$626,740
Percentages (excluding cluster activities)	60%	40%	100,0%
PARAGUAY			
Staff	\$57,600	\$36,000	\$93,600
Logistics and equipment	\$8,100	\$35,100	\$43,200
Component 1	\$1,500	\$19,000	\$20,500
Component 2	\$112,450	\$29,400	\$141,850

	MIF US\$	Local Contribution US\$	Total US\$
Component 3	\$100,670	\$31,846	\$132,516
SUBTOTAL	\$280,320	\$151,346	\$431,666
Contingencies 5%	\$14,016		\$14,016
Baseline, monitoring & evaluation system and 2 evaluations	\$50,000		\$50,000
Audits (2)	\$8,000		\$8,000
TOTAL	\$352,336	\$151,346	\$503,682
Cluster control activities	\$15,000		\$15,000
GRAND TOTAL	\$367,336	\$151,346	\$518,682
Percentages (excluding cluster activities)	70%	30%	100,0%

GENERAL TOTAL	\$3,235,937	\$2,865,314	\$6,041,250
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- 4.2 **Sustainability.** The program aims to demonstrate to the private sector of MERCOSUR the advantages of acting together and of investing in studies that will facilitate their access to their respective authorities and to the target markets for their goods. The demonstration effect of this program, which was launched in support of the sector that is most vigorously advocating trade liberalization and greater participation in the international economy and can undoubtedly show the benefits of trade opening, will enable other sectors to observe these advantages, subsequently urging their chambers to become involved in financing the proposed actions. Regional action is also expected to gain credibility through the increased exchange of information and the furthering of the regional integration process. This will foster more mature relations among the parties, which can tap the synergies produced by joint action, thereby promoting investment in this type of initiative. In the second year of the program, each of the four executing agencies will present its sustainability strategy in a **sustainability workshop** also attended by Bank representatives, including staff from the Integration and Regional Programs Department (INT). The objective of the workshop will be to assess the possibility of the program continuing to operate autonomously after MIF support has ended.

V. EXECUTING AGENCY AND EXECUTION MECHANISM

- 5.1 The **four executing agencies** of this program are: (i) Sociedad Rural Argentina (SRA) in Argentina; (ii) Instituto de Estudos do Comércio e Negociações Internacionais (ICONE) in Brazil; (iii) Asociación Rural de Paraguay (ARP); and (iv) Asociación Rural de Uruguay (ARU). Each will sign an agreement with the Bank.

- 5.2 In the case of Argentina, the SRA will sign **collaboration agreements** with the Grain Exchange of Buenos Aires, the Commodity Exchange of Rosario, the Grain Exchange of Bahia Blanca, and the Dairy Industry Center. It will also invite the Argentine Agrarian Federation and the Confederation of Rural Associations to sign collaboration agreements. In the case of Uruguay, the ARU will sign **collaboration agreements** with the Chamber of Industry and the country's Mercantile Chamber of Commodities. In the case of Paraguay, the ARP will sign **collaboration agreements** with the Paraguayan Chamber of Grain and Oilseed Exporters (CAPECO), the Paraguayan Chamber of Meat (CPC), and the Federation of Production Cooperatives (FECOPROD).
- 5.3 Each executing agency will create a **National Coordinating Unit (NCU)** for implementing its national **project**. The NCU will be located in the offices of the executing agency and will comprise a project coordinator, a project administrator, and an accountant. Each NCU will report technically and financially to the Bank's Country Office in its corresponding country. The functions of the NCU and the terms of reference of its members are specified in the corresponding Operating Regulations. The NCUs will follow Annual Work Plans (AWPs) for the technical coordination and comprehensive implementation of their projects, and for processing requests for no objection to procurements for project services.
- 5.4 In addition to executing the project at the national level, ICONE will coordinate regional activities to ensure **program** execution at the regional level. To this end, the executing agencies of Argentina, Uruguay, and Paraguay will sign collaboration agreements with ICONE, which will have a **Regional Program Director**. Each national budget and national logical framework includes components for regional activities.
- 5.5 A **Regional Executive Committee (REC)** will be established for the overall program, made up of one representative and one alternate from each executing agency, and will include the participation of the Bank's Integration and Regional Programs Department (INT). The REC will be the executive body that makes decisions regarding the implementation of the program's regional component. A description of its specific functions is found in Brazil's Operating Regulations. Regional activities will be included in Brazil's AWP.
- 5.6 The REC will also work to establish agreements with private and public institutions that can contribute to ensuring project sustainability. It will function as a collegiate body and be chaired by ICONE in its capacity as technical secretariat. Immediately after it has been established, the REC will draw up an **internal operating manual** to guide efforts to meet its objectives and fulfill its functions as regional coordinator. It will meet regularly at least once every six months (twice a year), and additionally as needed to ensure execution of the **regional program**. It will hold open informational forums at least once a year to inform the general public on the program's progress.

- 5.7 An **International Advisory Council (IAC)** will be established by inviting representatives from the collaborating organizations mentioned in paragraph 5.2, and other individuals/institutions relevant to the subject area; the INT will also participate. These institutions will designate trade and integration experts to represent them on the IAC, who will: (i) contribute their project-related experience so that it can be used in the different initiatives being promoted; (ii) provide advice and guidance on matters specific to the topic; (iii) help identify and, possibly, provide additional technical assistance resources in support of the project; and (iv) foster economies of scale through the exchange of best practices and lessons learned. ICONE will serve as **technical secretariat** of the IAC, one of whose functions will be to ensure the existence of regional institutional arrangements that contribute to the sustainability of the joint negotiation arrangement proposed by this program.
- 5.8 The Instituto de Estudos do Comércio e Negociações Internacionais (ICONE) (www.iconebrasil.org.br) is an independent, nonprofit civil association founded in March 2003 at the initiative and with the support of the following private Brazilian associations: Federação de Indústrias do Estado de São Paulo [Federation of Industries of the State of São Paulo] (FIESP-CIESP); União da Agroindústria Canavieira de São Paulo [Union of Sugarcane Agroindustries of the State of São Paulo] (UNICA); Associação Brasileira das Empresas Comerciais Exportadoras [Brazilian Association of Trading Companies] (ABECE); Associação Brasileira das Indústrias de Óleos Vegetais [Brazilian Association of Vegetable Oil Industries] (ABIOVE); Associação Brasileira da Indústria Produtora e Exportadora de Carne Suína [Brazilian Association of Pork Producers and Exporters] (ABIPECS); Associação Brasileira dos Produtores e Exportadores de Frangos [Brazilian Association Poultry Producers and Exporters] (ABEF); Associação Brasileira de Agribusiness [Brazilian Agribusiness Association] (ABAG); and Associação Brasileira das Indústrias Exportadoras de Carne [Brazilian Association of Meat Exporting Industries] (ABIEC). Its primary objective is to support international negotiations, particularly in the agroindustrial sector, so as to increase Brazil's participation in the world economy. It has broad experience preparing and presenting assessments of the impact of integration processes on given sectors, and its technical opinion is frequently requested by the press, international experts, and senior government officials. ICONE's annual budget is on the order of US\$500,000, and is provided through the contributions of members and collaborators.
- 5.9 The Sociedad Rural Argentina is a private, nonprofit association whose main objective is to promote and foster agricultural development. It has more than 6,500 members throughout the country, including large, medium, and small producers. It has more than 260 zonal delegates nationwide, and 103 rural associations attached to its Federal Council. Together with its 50 directors, this ensures nationwide representation. Its 2005 budget was US\$3,300,000, financed by contributions from

its members, services such as genealogical records and education, and fees for the use of the exhibit facility at Palermo.

- 5.10 The Asociación Rural del Uruguay (www.aru.org.uy) was founded in 1871 and is a national private, nonprofit organization of producers. Its objective is to protect and promote the interests of agricultural production as well as related and downstream industries, and to promote the interests of rural workers. It has designed and implemented projects financed by the Bank and by other donors. Its annual budget is approximately US\$1,300,000, and is made up of contributions from members and collaborators, and revenues from fairs, records, and a variety of other services.
- 5.11 The Asociación Rural del Paraguay (ARP) is a nonprofit common good association, made up of stockbreeders and agricultural producers. It provides comprehensive support to its members to protect their interests and improve their economic, social, and cultural situations. It also promotes and participates in all efforts to spur development in Paraguay, seeking to improve all aspects of rural life, contributing to development, and helping improve production in agriculture and related and downstream industries. Its annual budget is US\$1,090,000, which comes from the contributions of its members and collaborators, commissions from fairs, and services.
- 5.12 The financial and administrative documents of the four institutions were reviewed during the Bank's prior institutional analysis, which determined they had effective capability for meeting budgetary needs and managing the project.
- 5.13 **Execution and disbursement periods.** The program will be executed over a three-and-a-half year period (42 months for execution and 48 months for disbursement). In order to ensure suitable cash flow for project execution, a revolving fund will be set up with the equivalent of up to 10% of the MIF funds for each agreement.
- 5.14 **Project readiness.** In collaboration with the project team, the executing agencies have: (i) delivered to the MIF commitment letters referring all counterpart funds; (ii) written the first drafts of the Operating Regulations, which also include operating guidelines for best management practices for the funds; (iii) prepared draft subsidiary agreements to be signed with the collaborating agencies; and (iv) written terms of reference for all the members of the PEUs, the regional director, national project coordinators, and the principal consultants.
- 5.15 **Procurement of consulting services and goods.** Procurement of goods financed with program resources will be conducted in accordance with the Bank's *Policies for Selection and Contracting of Consultants Financed by the IDB* (document GN-2350-4). Individual consultants will be used for the consulting services, and will be hired on the basis of quality- and cost-based selection, or any other competitive method included in said policy. For contracts below US\$50,000, the

Bank will conduct post review of the selection and procurement processes, except for the first three procurements, which will be subject to prior review. This should guarantee transparent and competitive processes, and ensure that the lowest costs are obtained.⁴ Goods will be procured in accordance with the Bank's *Policies for the Procurement of Works and Goods Financed by the IDB* (document GN-2349-4). The proposed procurement plan, which is to be reviewed annually, can be found in the technical files.

- 5.16 **Financial supervision.** Each PEU will request the Bank to deposit project funds in a special account administered by the corresponding executing agency. In the case of replenishment of funds, once they have been approved by the Bank, the given executing unit may request that the funds be deposited directly from the United States into its corresponding account.

VI. MONITORING AND EVALUATION

- 6.1 The Bank's Country Offices in Argentina, Brazil, Paraguay, and Uruguay will be responsible for the supervision and control of each executing agency, monitoring compliance with the contractual clauses, processing disbursement requests, and receiving the audited financial statements. A **closing workshop** attended by INT will be scheduled for each country at the end of execution, to evaluate the outcomes and the actions needed to increase project impact.
- 6.2 The IDB/MIF, in coordination with the executing agencies, will hire individual consultants to conduct two midterm evaluations, one when 50% of the funds have been disbursed and the other when 95% have been disbursed. The evaluations will be based on the donors memorandum and the indicators set out in the logical framework. Taking into account the logical framework indicators and the project reports, the evaluations will determine if there was significant disparity in the execution of activities and recommend corrective measures, placing emphasis on lessons learned and how they are shared among the projects of the Facilitation of International Trade and Investment Cluster.
- 6.3 In accordance with Bank policies on the matter, the executing agencies will deliver to the Bank the project's financial statements. They will also provide access to all information and documentation needed for a midterm audit and a final audit to be conducted in each country's executing agency. Should any of the executing agencies not deliver the financial information on time, this may constitute cause for the temporary cancellation of disbursements.

⁴ The selection and procurement procedures used for consulting firms for contracts below the equivalent of US\$50,000 will be analogous to those used for contracting individual consultants.

VII. PROJECT BENEFITS AND RISKS

- 7.1 **Benefits.** The program will help facilitate greater participation by the MERCOSUR countries in the world economy. This will be achieved by boosting private sector interest in contributing to the preparation of negotiating positions for international trade. It will also strengthen the private sector's capacity to support the work of negotiators by providing information and tools that will facilitate their work. All of this will contribute to raising awareness on the benefits of economic opening, including improved well-being for consumers and producers in participating countries.
- 7.2 **Final beneficiaries.** Entrepreneurs and private-and public-sector officials and professionals will benefit from the program through the increased participation of their countries in the international economy, and the further integration of MERCOSUR. More specifically, the beneficiaries in Brazil, Argentina, Uruguay, and Paraguay will be, respectively: (i) 690, 450, 345, and 265 enterprises (especially SMEs) that participate directly in the awareness raising and dissemination events; (ii) 300, 120, 35, and 35 opinion makers who receive information and training; (iii) four, two, four, and two ministries that benefit from the outcome of the technical cooperation; (iv) 300,000, 50,000, 5,000, and 5,000 agricultural producers who benefit from project outcomes; (v) 10, 12, 8, and 12 specialists who receive training on how to conduct studies and develop negotiating positions; and (vi) 200, 180, 50, and 30 individual SMEs and representatives of subsector institutions who participate in workshops to formulate needs and develop agendas for subsector analysis.
- 7.3 Export companies of the sectors/subsectors that receive support will have the information they need to improve access to their principal markets. The program will strengthen the bloc's integration process, which will benefit companies and sectors that have common export markets.
- 7.4 **Risks.** The program is underpinned in large part by the model developed in Brazil, the knowledge transmitted from ICONE to the other executing agencies, and the regional coordination to be ICONE. If for any reason the Brazil component is canceled, the regional component, which is key to achieving the project's objectives, would also be affected. This risk, however, is limited, given the findings of Bank's institutional assessment of ICONE, which demonstrated its capacity and financial sustainability over time. This is further assured by the institutional model proposed by the MIF, whereby decisions will be made through the REC where all participants that receive technical contribution from the Bank will be considered.

VIII. SOCIAL AND ENVIRONMENTAL IMPACT

- 8.1 Taking into account the recommendations of the CESI, the studies proposed for the program will make every effort to ensure that they have considered all factors related to sustainable environmental management and social impact. The Operating Regulations specify the need to include the analysis of environmental issues in the activities of the regional program and the national projects. In addition, the eligibility conditions will prevent services from being provided to firms that do not comply with their countries' environmental regulations.

**LOGICAL FRAMEWORK
RG-M1015
ARGENTINA**

Objectives	Indicators	Means of verification	Assumptions
Goal			
Help facilitate greater participation by the MERCOSUR countries in the world economy.	<p>By 2015:</p> <ul style="list-style-type: none"> • 5% increase in the share of MERCOSUR countries' exports in the global market • 5% increase in the MERCOSUR countries' share in the global market for goods that are more diversified and have higher value added 	UN COMTRADE statistics and official national statistics	<p>The terms of trade are maintained.</p> <p>Basic economic indicators (exchange rates, public debt, fiscal policy, interest rates) and public policy are kept stable and do not affect the productive sectors.</p> <p>Bilateral, regional, and multilateral negotiations make good progress.</p>

Objectives	Indicators	Means of verification	Assumptions
Purpose			
Build the capacity of the bloc's private agriculture sector to lead the conclusion of trade agreements and the necessary adaptations thereto, in conjunction with the corresponding negotiators, by providing information and tools to make their tasks easier.	<p>At the end of the project:</p> <ul style="list-style-type: none"> • Improved knowledge among the sector's representatives, measured by a 100% increase in the development of positions • 100% increase in the technical consultations made by the government and/or the private sector to the institutions involved in the project • Increased impact of the technical positions presented by the sector, measured by reports describing the public sector's adoption of those positions and their utility in negotiations • Improved quality in the sector's contributions, measured by the production and availability of technical information for backing up official positions • Strengthening the regional forums for interaction between the region's public and private sectors, measured by a 100% increase in consensus-based positions <p>By the third year:</p> <ul style="list-style-type: none"> • Increased inclusion of subsectors of the private agriculture sector in technical consultations, measured by their contributions to the drafting of the technical positions of at least five subsectors 	<p>At the national and regional levels:</p> <ul style="list-style-type: none"> • Baseline and indicator monitoring • Progress reports from each country • Comparative regional analysis report • Statement from the governments validating the adoption/utility of the project • Midterm and final evaluations by an external consultant • Project Completion Report (PCR) • Project Performance Monitoring Report (PPMR) • Executing agency reports on the events conducted • Proceedings of the sustainability and termination workshop 	The current negotiation forums are kept open.

Objectives	Indicators	Means of verification	Assumptions
Components			
<p>1. Generation of private sector interest in international trade</p> <p>Increase interest of the private sector and, in particular, agribusiness in preparing negotiating positions regarding international trade.</p>	<p>Awareness-raising</p> <ul style="list-style-type: none"> • 1 regional event to present and launch the project in the ninth month of the first year • 3 national awareness seminars to launch the project, aimed at business chambers, SMEs, the public sector, and the academic sector • 3 statements of interest from sector representatives (associations, first-tier, large linked companies) about participating in the project <p>Dissemination</p> <ul style="list-style-type: none"> • 10 seminars and workshops with 450 company representatives (particularly SMEs) made aware of the potential benefits of trade liberalization • 12 training seminars presented to more than 120 opinion- and/or decision-makers • 1 monthly national and regional bulletin about negotiations • 2 ministries (Economy and Foreign Affairs) receive the project's results on a regular basis • National website linked to the various subexecuting agency websites at the national level, and linked regionally. The website's negotiation areas will be updated on a regular basis (100 hits a day). • 2 television programs and 1 fixed monthly appearance in the print media • 5,000 (indirect) beneficiaries accessing the project's information/results 	<ul style="list-style-type: none"> • Report from the monitoring and evaluation system and baseline • Executing agency reports on the events conducted • Midterm and final evaluations by an external consultant • PPMR • PCR • Website • Attendance records in the project's database and event proceedings • Visits by the country's MIF Specialist 	

Objectives	Indicators	Means of verification	Assumptions
<p>2. Strengthening of analytical capacity and mechanisms for coordination and consultation</p> <p>Strengthen the technical capacity of those sectors and improve the coordination and consultation mechanisms that exist between them and the negotiators.</p>	<ul style="list-style-type: none"> • 12 specialists within the executing agencies trained in how to manage the systematic application of processes (analysis, consultation, arguing positions) in order to reach negotiating positions • 180 SME representatives from subsector institutions attend 6 workshops where needs are defined and subsector/thematic analysis agendas are produced • 16 crossover internships among the executing agencies • 8 trips to attend regional coordination meetings • 4 consultants to train personnel from partnering institutions • 20 meetings for formal/informal coordination arrangements for the systematic application of processes to reach common regional positions with similar institutions (Federation of Rural Associations of MERCOSUR – FARM; Agricultural Council of the South – CAS; MERCOSUR Meat Forum; MERCOSUR Dairy Forum), measured in terms of requests made by those forums 	<ul style="list-style-type: none"> • Executing agency reports on the events conducted • Midterm and final evaluations by an external consultant • PCR • PPMR • Visits by the country's MIF Specialist • Records of training events in the project's database 	<ul style="list-style-type: none"> • The institutions involved participate and provide information on time and to standard. • The consensus, vision, and unified actions of the stakeholders regarding the ultimate objective are maintained.

Objectives	Indicators	Means of verification	Assumptions
<p>3. Support for the formulation of negotiating positions</p> <p>Contribute to the analysis and formulation of negotiating positions.</p>	<ul style="list-style-type: none"> • 1 market access database with analytical capacity installed and operating, and providing inputs for subsector/thematic studies • 1 database of regulations and pronouncements issued by the World Trade Organization (WTO) • 9 methodological studies of utility for all countries of the region • 36 subsector studies of utility for all countries of the region • 30 sector and subsector workshops attended by more than 800 technicians, producers, business chambers, and negotiators, to develop negotiating positions • 21 international trips to attend regional and international meetings to help formulate negotiating positions • 8 studies containing the results of sector and subsector workshops • 40 technical recommendation reports for the national public sector involved in negotiations • 20 technical recommendation reports prepared at the regional level 	<ul style="list-style-type: none"> • Ability to access the database • Ability to consult as needed • Publication of studies • Event reports 	<ul style="list-style-type: none"> • The executing agencies provide information on time and to standard. • The consensus, vision, and unified actions of the stakeholders regarding the ultimate objective are maintained.

Objectives	Indicators	Means of verification	Assumptions
Activities			
1. Generation of private sector interest in international trade (US\$31,356) 1.1. Project launch 1.2. Seminars and awareness workshops 1.3. Events with opinion- and decision-makers 1.4. Tools for promotion and dissemination	(i) 1 regional event to present and launch the project in the ninth month of year 1 (ii) 3 national seminars to launch the project in the last quarter of year 1 (iii) 10 national awareness seminars (1,3,3,3) with 450 company representatives (iv) 12 training seminars (1,4,4,3) presented to 120 opinion- and decision-makers (v) 1 monthly national and regional bulletin on progress in the negotiations (vi) 1 national website (10 hits a day) (vii) 1 regional website (100 hits a day) (viii) 2 television programs and 1 fixed monthly appearance in the media in years 1 through 4 (ix) 3 publications in years 2 through 4	<ul style="list-style-type: none"> • Financial reports • Progress reports • Consulting contracts • Event reports and attendance records of beneficiaries in each country • Project records and meeting minutes • National and regional websites • General and country-based action plans • Semiannual reports and final report from the executing agency • Midterm and final evaluations by an external consultant • PCR • PPMR 	The institutions and SMEs maintain their interest in the negotiations.

Objectives	Indicators	Means of verification	Assumptions
2. Strengthening of analytical capacity and mechanisms for coordination and consultation (US\$193,388) 2.1. Strengthening of the capacity of specialists within the executing agencies 2.2. Workshops for SMEs and subsector institutions 2.3. Regional crossover internships 2.4. Regional coordination meetings 2.5. Creation of the virtual network	(i) 12 specialists from the executing agencies trained in reaching negotiation positions (ii) 16 crossover internships between executing agencies (4,8,4) in years 1/2/3 (iii) 6 workshops attended by 180 SME representatives and subsector institutions (2,2,2) in years 2/3/4 (iv) 20 requests for formal/informal coordination arrangements for the systematic application of processes to reach common regional positions with similar institutions (Federation of Rural Associations of MERCOSUR – FARM; Agricultural Council of the South – CAS; MERCOSUR Meat Forum; MERCOSUR Dairy Forum) (4,6,6,4) in years 1/2/3/4 (v) 16 crossover internships between the executing agencies (1,5,5,5) in years 1/2/3/4 (vi) 8 regional meetings to coordinate project activities (2,2,2,2) in years 1/2/3/4 (vii) 1 extraregional internship in year 2 (viii) 1 virtual network	(i) Financial reports (ii) Progress reports (iii) Consulting contracts (iv) Semiannual reports and final report from the executing agency (v) Midterm and final evaluations by an external consultant (vi) PCR (vii) PPMR	The SMEs maintain their interest in the negotiations. The negotiation forums (FARM, CAS, etc) meet on a regular basis.

Objectives	Indicators	Means of verification	Assumptions
3. Support for the formulation of negotiating positions (US\$413,650) 3.1. Development of databases and quantitative studies 3.2. Development of methodologies for conducting studies 3.3. Development of subsector studies 3.4. Development of subsector/thematic consultations for the public and private sectors 3.5. Development of national technical reports 3.6. Development of regional technical reports	(i) At least two databases operating in year 1 (ii) 9 consulting assignments for the development of methodologies (1,4,4) in years 1/2/3 (iii) 36 subsector studies (7,10,10,9) in years 1/2/3/4 (iv) 20 replies to subsector/thematic consultations with the public/private sector (5,5,5,5) in years 1/2/3/4 (v) 8 reports containing the results of sector and subsector workshops (2,2,2,2) in years 1/2/3/4 (vi) 40 technical recommendation reports for the national public sector involved in negotiations (8,12,12,8) in years 1/2/3/4 (vii) 20 technical recommendation reports drawn up at the regional level (5,5,5,5) in years 1/2/3/4	(i) Financial reports (ii) Progress reports (iii) Consulting contracts (iv) Event reports and attendance records of beneficiaries in each country (v) Semiannual reports and final report from the executing agency (vi) Midterm and final evaluations by an external consultant (vii) PCR (viii) PPMR	Qualified experts are available. The government actively participates in international negotiations.

**LOGICAL FRAMEWORK
RG-M1015
BRAZIL AND REGIONAL**

Objectives	Indicators	Means of verification	Assumptions
Goal			
Help facilitate greater participation by the MERCOSUR countries in the world economy.	<p>By 2015:</p> <ul style="list-style-type: none"> • 20% increase in the share of MERCOSUR countries' exports in the global market • 15% increase in the MERCOSUR countries' share in the global market for goods that are more diversified and/or have higher value added 	UN COMTRADE statistics and official national statistics	<p>The terms of trade are maintained.</p> <p>Basic economic indicators (exchange rates, public debt, fiscal policy, interest rates) and public policy are kept stable and do not affect the productive sectors.</p> <p>Bilateral, regional, and multilateral negotiations make good progress.</p>

Objectives	Indicators	Means of verification	Assumptions
Purpose			
Build the capacity of the bloc's private agriculture sector to lead the conclusion of trade agreements and the necessary adaptations thereto, in conjunction with the corresponding negotiators, by providing information and tools to make their tasks easier.	<p>At the end of the project:</p> <ul style="list-style-type: none"> • Improved knowledge among the sector's representatives, measured by a 30% increase in the development of positions • 30% increase in the technical consultations made by the government and/or the private sector to the institutions involved in the project • Increased impact of the technical positions presented by the sector, measured by reports describing the public sector's adoption of those positions and their utility in negotiations • Improved quality in the sector's contributions, measured by the production and availability of technical information for backing up official positions • Strengthening the regional forums for interaction between the region's public and private sectors, measured by a 100% increase in consensus-based positions <p>By the third year:</p> <ul style="list-style-type: none"> • Increased inclusion of subsectors of the private agriculture sector in technical consultations, measured by their contributions to the drafting of the technical positions of at least three subsectors 	<p>At the national and regional levels:</p> <ul style="list-style-type: none"> • Baseline and indicator monitoring • Progress reports from each country • Comparative regional analysis report • Statement from the governments validating the adoption/utility of the project • Midterm and final evaluations by an external consultant • Project Completion Report (PCR) • Project Performance Monitoring Report (PPMR) • Executing agency reports on the events conducted • Proceedings of the sustainability and termination workshop 	The current negotiation forums are kept open.

Objectives	Indicators	Means of verification	Assumptions
Components			
<p>1. Generation of private sector interest in international trade</p> <p>Increase interest of the private sector and, in particular, agribusiness in preparing negotiating positions regarding international trade.</p>	<p>Brazil</p> <ul style="list-style-type: none"> • 1 national event to launch the project in the ninth month of the first year • 5 statements of interest from sector representatives (associations, productive chains) about participating in the project • 3 national seminars with at least 15 subsector associations and 600 companies (particularly SMEs) made aware of the project's results and the potential benefits of trade liberalization • 8 dissemination and awareness workshops with associations and companies with direct ties to the project • Participation as a speaker at 100 seminars and workshops on various project-related topics • 10 institutional participants (associations) and 80 companies directly involved in project activities • 300,000 agricultural producers benefiting from the project's results • 300 opinion-makers (academics, journalists, etc.) informed or trained about the project's results • 4 ministries from the area (Ministry of Foreign Affairs, Ministry of Agriculture and Livestock, Ministry of Development, Industry, and Foreign Trade, and Ministry of Agricultural Development) receiving the project's results on a regular basis • Frequently accessed individual interconnected websites covering the area of 	<ul style="list-style-type: none"> • Reports from the monitoring and evaluation system and baseline • Executing agency reports on the events conducted • Midterm and final evaluations by an external consultant • PPMR • PCR • Website • Attendance records in the project's database and event proceedings • Visits by the country's MIF Specialist 	

Objectives	Indicators	Means of verification	Assumptions
	<p>general information on negotiations (400 hits a day)</p> <ul style="list-style-type: none"> • 2 fixed monthly appearances in the media <p>Regional</p> <ul style="list-style-type: none"> • 1 international seminar to launch the project in the tenth month of the first year • Regional portal with access for individual websites receiving 100 hits a day • 1 monthly regional bulletin and newsletter about negotiations in Spanish and Portuguese • Externalities of the benefits of the sector's development on the rest of society 		

Objectives	Indicators	Means of verification	Assumptions
<p>2. Strengthening of analytical capacity and mechanisms for coordination and consultation</p> <p>Strengthen the technical capacity of those sectors and improve the coordination and consultation mechanisms that exist between them and the negotiators.</p>	<p>Brazil</p> <ul style="list-style-type: none"> • 4 new internal specialists from the Instituto de Estudos do Comércio e Negociações Internacionais (ICONE) trained in how to manage the systematic application of methodology and processes (analysis, consultation, results) to produce quality studies and reach concrete proposals • 8 specialists from entities with ties to ICONE trained in project-related issues and results • 200 SMEs and representatives from subsector institutions participating in workshops where needs are defined and subsector/thematic analysis agendas are produced • 4 crossover internships between executing agencies • 8 regional meetings to coordinate project activities <p>Regional</p> <ul style="list-style-type: none"> • 2 formal/informal coordination arrangements for the systematic application of processes to reach common regional positions with similar institutions (Federation of Rural Associations of MERCOSUR – FARM; Agricultural Council of the South – CAS; MERCOSUR Meat Forum; MERCOSUR Dairy Forum), measured in terms of two specific requests from the project • Regional research network (methodologies, intern exchanges, etc.) up and running 	<ul style="list-style-type: none"> • Executing agency reports on the events conducted • Midterm and final evaluations by an external consultant • PCR • PPMR • Visits by the country's MIF Specialist • Records of training events in the project's database 	<ul style="list-style-type: none"> • The institutions involved participate and provide information on time and to standard. • The consensus, vision, and unified actions by the stakeholders regarding the ultimate objective are maintained.

Objectives	Indicators	Means of verification	Assumptions
<p>3. Support for the formulation of negotiating positions</p> <p>Contribute to the analysis and formulation of negotiating positions.</p>	<p>Brazil</p> <ul style="list-style-type: none"> • 16 national subsector/thematic studies completed (4 per year) • 100 subsector/thematic consultations with the public and private sectors developed <p>Regional</p> <ul style="list-style-type: none"> • Methodology for conducting the studies developed and shared at the regional level • 1 regionally integrated database with analytical capacity installed and operating, and providing inputs for subsector/thematic studies • 12 regional studies and/or technical reports prepared within the MERCOSUR bloc 	<ul style="list-style-type: none"> • Publications produced • Analysis reports • Executing agency reports on the events conducted • Midterm and final evaluations by an external consultant • PCR • PPMR 	<ul style="list-style-type: none"> • The institutions involved participate and provide information on time and to standard. • The consensus, vision, and unified actions of the stakeholders regarding the ultimate objective are maintained.

Objectives	Indicators	Means of verification	Assumptions
Activities			
1. Generation of private sector interest in international trade (US\$96,000) 1.1. Project launch 1.2. Seminars and awareness workshops 1.3. Events with opinion- and decision-makers 1.4. Tools for promotion and dissemination	(i) 1 national event to present and launch the project within the first six months of the first year (ii) 3 national seminars with 15 subsector associations and 600 companies (particularly SMEs) in each of years 1/2/3 (iii) 8 national workshops in years 1/2/3/4 (iv) 100 exhibits in years 1/2/3/4 (v) Events to train 300 academics, journalists, and legislators; 10 institutional participants and 80 companies informed in years 1/2/3/4 (vi) 1 monthly national and regional bulletin on progress in the negotiations (vii) 1 frequently accessed national interconnected website covering the area of general information on negotiations (10 hits a day) (viii) 1 regional website (100 hits a day) (ix) 2 fixed monthly appearances in the media	<ul style="list-style-type: none"> • Financial reports • Progress reports • Consulting contracts • Event reports and attendance records of beneficiaries in each country • Project records and meeting minutes • National and regional websites • General and country-based action plans • Semiannual reports and final report from the executing agency • Midterm and final evaluations by an external consultant • PCR • PPMR 	The institutions and SMEs maintain their interest in the negotiations.

Objectives	Indicators	Means of verification	Assumptions
	Regional (x) One regional event to present and launch the project in the ninth month of year 1 (xi) Design of a regional Internet portal with access for the individual websites of the program's executing agencies (xii) Design and maintenance of a monthly regional bulletin and newsletter about negotiations in Spanish and Portuguese		
2. Strengthening of analytical capacity and mechanisms for coordination and consultation (US\$89,800) 2.1. Strengthening of the capacity of specialists within the executing agencies 2.2. Workshops for SMEs and subsector institutions 2.3. Regional crossover internships 2.4. Regional coordination meetings 2.5. Creation of the virtual network	(i) 4 newly trained ICONE specialists (ii) 8 specialists from the executing agencies trained in reaching negotiation positions (iii) 200 SMEs and representatives from institutions participating in workshops (iv) 4 crossover internships between the executing agencies (2,2) in years 1/2 (v) 8 regional meetings to coordinate project activities (2,2,2,2) in years 1/2/3/4 (vi) 1 crossover internship in year 2 (vii) 1 virtual network up and running in year 1	(i) Financial reports (ii) Progress reports (iii) Consulting contracts (iv) Semiannual reports and final report from the executing agency (v) Midterm and final evaluations by an external consultant (vi) PCR (vii) PPMR	The SMEs maintain their interest in the negotiations. The negotiation forums (FARM, CAS, etc) meet on a regular basis.

Objectives	Indicators	Means of verification	Assumptions
	<p>Regional</p> <p>(i) Development of methodologies for creating formal/informal coordination arrangements for the systematic application of processes to reach common regional positions with similar institutions (Federation of Rural Associations of MERCOSUR – FARM; Agricultural Council of the South – CAS; MERCOSUR Meat Forum; MERCOSUR Dairy Forum), measured in terms of two specific requests from the project</p> <p>(ii) Implementation of a regional research network for the design and application of methodologies, internships, and exchanges of technical reports</p>		

Objectives	Indicators	Means of verification	Assumptions
3. Support for the formulation of negotiating positions (US\$709,600) 3.1. Development of databases and quantitative studies 3.2. Development of methodologies for conducting studies 3.3. Development of subsector studies 3.4. Development of subsector/thematic consultations for the public and private sectors 3.5. Development of national technical reports	(i) At least one regionally integrated database operating in year 2 (ii) 16 subsector studies (4,4,4,4) in years 1/2/3/4 (iii) 100 replies to subsector/thematic consultations with the public/private sector (25,25,25,25) in years 1/2/3/4 (iv) 16 technical recommendation reports drawn up at the national level (3,5,5,3) in years 1/2/3/4 Regional (i) Development of a methodology shared regionally to conduct studies; (ii) design, installation, and operation of a regionally integrated database with analytical capacity to support the preparation of subsector/thematic studies; (iii) 12 studies and/or technical reports prepared at the regional level.	(i) Financial reports (ii) Progress reports (iii) Consulting contracts (iv) Event reports and attendance records of beneficiaries in each country (v) Semiannual reports and final report from the executing agency (vi) Midterm and final evaluations by an external consultant (vii) PCR (viii) PPMR	Qualified experts are available. The government actively participates in international negotiations.

LOGICAL FRAMEWORK
RG-M1015
PARAGUAY

Objectives	Indicators	Means of verification	Assumptions
Goal			
Help facilitate greater participation by the MERCOSUR countries in the world economy.	<p>By 2015:</p> <ul style="list-style-type: none"> • 5% increase in the share of MERCOSUR countries' exports in the global market • 5% increase in the MERCOSUR countries' share in the global market for goods that are more diversified and have higher value added 	UN COMTRADE statistics and official national statistics	<p>The terms of trade are maintained.</p> <p>Basic economic indicators (exchange rates, public debt, fiscal policy, interest rates) and public policy are kept stable and do not affect the productive sectors.</p> <p>Bilateral, regional, and multilateral negotiations make good progress.</p>

Objectives	Indicators	Means of verification	Assumptions
Purpose			
Build the capacity of the bloc's private agriculture sector to lead the conclusion of trade agreements and the necessary adaptations thereto, in conjunction with the corresponding negotiators, by providing information and tools to make their tasks easier.	<p>At the end of the project:</p> <ul style="list-style-type: none"> • Improved knowledge among the sector's representatives, measured by a 100% increase in the development of positions • 100% increase in the technical consultations made by the government and/or the private sector to the institutions involved in the project • Increased impact of the technical positions presented by the sector, measured by reports describing the public sector's adoption of those positions and their utility in negotiations • Improved quality in the sector's contributions, measured by the production and availability of technical information for backing up official positions • Strengthening the regional forums for interaction between the region's public and private sectors, measured by a 100% increase in consensus-based positions <p>By the third year:</p> <ul style="list-style-type: none"> • Increased inclusion of subsectors of the private agriculture sector in technical consultations, measured by their contributions to the drafting of the technical positions of at least five subsectors 	<p>At the national and regional levels:</p> <ul style="list-style-type: none"> • Baseline and indicator monitoring • Progress reports from each country • Comparative regional analysis report • Statement from the governments validating the adoption/utility of the project • Midterm and final evaluations by an external consultant • Project Completion Report (PCR) • Project Performance Monitoring Report (PPMR) • Executing agency reports on the events conducted • Proceedings of the sustainability and termination workshop 	<p>The current negotiation forums are kept open.</p> <p>Progress is made in strengthening the country's negotiation capacity, and interfacing among the public sector participants, and between them and those of the private sector improves.</p>

Objectives	Indicators	Means of verification	Assumptions
Components			
<p>1. Generation of private sector interest in international trade</p> <p>Increase interest of the private sector and, in particular, agribusiness in preparing negotiating positions regarding international trade.</p>	<p>Awareness-raising</p> <ul style="list-style-type: none"> • 1 regional event to present and launch the project in the ninth month of the first year • 1 national event to present and launch the project in the sixth month of the first year • 3 statements of interest from sector representatives (associations, first-tier, large linked companies) about participating in the project <p>Dissemination</p> <ul style="list-style-type: none"> • 4 national seminars with 15 subsector associations and 250 companies (particularly SMEs) made aware of the potential benefits of trade liberalization • 4 national workshops with the associations that have direct ties to the project • Participation as a speaker at 4 seminars or workshops on project-related topics • 15 institutional participants, 70 companies directly involved in project activities • 5,000 (indirect) beneficiaries accessing the project's information/results • 35 opinion-makers (academics, journalists, etc.) and decision-makers (10) informed about the project's objectives and results • 1 monthly national and regional bulletin about negotiations • Frequently accessed national website covering the following areas: general information on negotiations (10 hits a day) • Regional website (100 hits a day) • 1 fixed monthly appearance in the media 	<ul style="list-style-type: none"> • Reports from the monitoring and evaluation system and baseline • Executing agency reports on the events conducted • Midterm and final evaluations by an external consultant • PPMR • PCR • Website • Attendance records in the project's database and event proceedings • Visits by the country's MIF Specialist 	

Objectives	Indicators	Means of verification	Assumptions
<p>2. Strengthening of analytical capacity and mechanisms for coordination and consultation</p> <p>Strengthen the technical capacity of those sectors and improve the coordination and consultation mechanisms that exist between them and the negotiators.</p>	<ul style="list-style-type: none"> • 12 specialists within the executing agencies trained in how to manage the application of processes (analysis, consultation, arguing positions) in order to reach negotiating positions • Formal/informal coordination arrangements for the systematic application of processes to reach common regional positions with similar institutions (Federation of Rural Associations of MERCOSUR – FARM; Agricultural Council of the South – CAS; MERCOSUR Meat Forum; MERCOSUR Dairy Forum), measured in terms of requests for five annual forums • 8 crossover internships among the executing agencies • 8 regional coordination meetings to coordinate project activities • Virtual network up and running 	<ul style="list-style-type: none"> • Executing agency reports on the events conducted • Midterm and final evaluations by an external consultant • PCR • PPMR • Visits by the country's MIF Specialist • Records of training events in the project's database 	<ul style="list-style-type: none"> • The institutions involved participate and provide information on time and to standard. • The consensus, vision, and unified actions of the stakeholders regarding the ultimate objective are maintained.
<p>3. Support for the formulation of negotiating positions</p> <p>Contribute to the analysis and formulation of negotiating positions.</p>	<ul style="list-style-type: none"> • Database with analytical capacity installed and operating, and providing inputs for subsector/thematic studies • Methodology for conducting the studies developed and shared at the regional level • 10 subsector studies completed • 20 subsector/thematic consultations held with the public/private sector • 20 technical recommendation reports for the national public sector involved in negotiations • 10 technical recommendation reports prepared at the regional level 	<ul style="list-style-type: none"> • Publications produced • Analysis reports • Executing agency reports on the events conducted • Midterm and final evaluations by an external consultant • PCR • PPMR 	<ul style="list-style-type: none"> • The institutions involved participate and provide information on time and to standard. • The consensus, vision, and unified actions of the stakeholders regarding the ultimate objective are maintained.

Objectives	Indicators	Means of verification	Assumptions
Activities			
1. Generation of private sector interest in international trade (US\$1,500) 1.1. Project launch 1.2. Seminars and awareness workshops	(i) 1 national event to present and launch the project within the first six months of the first year (ii) 4 national seminars with 15 subsector associations and 250 companies (particularly SMEs) in each of years 1/2/3/4 (iii) 4 national workshops with associations and companies with direct ties to the project in each of years 1/2/3/4 (iv) 4 courses for journalists, 4 seminars for legislators, and 2 seminars for academics, to train 35 opinion- and decision-makers in years 1/2/3/4 (1,4,4,1) (v) 1 monthly national and regional bulletin on progress in the negotiations	<ul style="list-style-type: none"> Financial reports Progress reports Consulting contracts Event reports and attendance records of beneficiaries in each country Project records and meeting minutes National and regional websites General and country-based action plans Semiannual reports and final report from the executing agency Midterm and final evaluations by an external consultant PCR PPMR 	The institutions and SMEs maintain their interest in the negotiations.

Objectives	Indicators	Means of verification	Assumptions
1.3. Events with opinion- and decision-makers 1.4. Tools for promotion and dissemination	(vi) 1 national website (10 hits a day) (vii) 1 regional website (100 hits a day) (viii) 1 fixed monthly appearance in the media		
2. Strengthening of analytical capacity and mechanisms for coordination and consultation (US\$100,650) 2.1. Strengthening of the capacity of specialists within the executing agencies 2.2. Workshops for SMEs and subsector institutions 2.3. Regional crossover internships 2.4. Regional coordination meetings 2.5. Creation of the virtual network	(i) 12 specialists from the executing agencies trained in reaching negotiation positions (ii) 5 requests for formal/informal coordination arrangements for the systematic application of processes to reach common regional positions with similar institutions (Federation of Rural Associations of MERCOSUR – FARM; Agricultural Council of the South – CAS; MERCOSUR Meat Forum; MERCOSUR Dairy Forum) (1,2,1,1) in years 1/2/3/4 (iii) 8 crossover internships between the executing agencies (2,2,2,2) in years 1/2/3/4 (iv) 1 extraregional internship in year 2 (v) 8 regional meetings to coordinate project activities (2,2,2,2) in years 1/2/3/4 (vi) 1 virtual network up and running	(i) Financial reports (ii) Progress reports (iii) Consulting contracts (iv) Semiannual reports and final report from the executing agency (v) Midterm and final evaluations by an external consultant (vi) PCR (vii) PPMR	The SMEs maintain their interest in the negotiations. The negotiation forums (FARM, CAS, etc) meet on a regular basis.

Objectives	Indicators	Means of verification	Assumptions
3. Support for the formulation of negotiating positions (US\$70,000) 3.1. Development of databases and quantitative studies 3.2. Development of methodologies for conducting studies 3.3. Development of subsector studies 3.4. Development of subsector/thematic consultations for the public and private sectors 3.5. Development of national and regional technical reports	(i) At least one database operating in year 2 (ii) A methodology developed under the program's regional component will be adapted to the national case (iii) 10 subsector studies (2,3,3,2) in years 1/2/3/4 (iv) 20 replies to subsector/thematic consultations with the public/private sector (5,5,5,5) in years 1/2/3/4 (v) 20 technical recommendation reports for the national public sector involved in negotiations (2,8,8,2) in years 1/2/3/4 (vi) 10 technical recommendation reports drawn up at the regional level (2,2,3,3) in years 1/2/3/4	(i) Financial reports (ii) Progress reports (iii) Consulting contracts (iv) Event reports and attendance records of beneficiaries in each country (v) Semiannual reports and final report from the executing agency (vi) Midterm and final evaluations by an external consultant (vii) PCR (viii) PPMR	Qualified experts are available. The government actively participates in international negotiations.

**LOGICAL FRAMEWORK
RG-M1015**

URUGUAY

Objectives	Indicators	Means of verification	Assumptions
Goal			
Help facilitate greater participation by the MERCOSUR countries in the world economy.	<p>By 2015:</p> <ul style="list-style-type: none"> • 5% increase in the share of MERCOSUR countries' exports in the global market • 5% increase in the MERCOSUR countries' share in the global market for goods that are more diversified and have higher value added 	UN COMTRADE statistics and official national statistics	<p>The terms of trade are maintained.</p> <p>Basic economic indicators (exchange rates, public debt, fiscal policy, interest rates) and public policy are kept stable and do not affect the productive sectors.</p> <p>Bilateral, regional, and multilateral negotiations make good progress.</p>

Objectives	Indicators	Means of verification	Assumptions
Purpose			
Build the capacity of the bloc's private agriculture sector to lead the conclusion of trade agreements and the necessary adaptations thereto, in conjunction with the corresponding negotiators, by providing information and tools to make their tasks easier.	<p>At the end of the project:</p> <ul style="list-style-type: none"> • Improved knowledge among the sector's representatives, measured by a 100% increase in the development of positions • 100% increase in the technical consultations made by the government and/or the private sector to the institutions involved in the project • Increased impact of the technical positions presented by the sector, measured by reports describing the public sector's adoption of those positions and their utility in negotiations • Improved quality in the sector's contributions, measured by the production and availability of technical information for backing up official positions • Strengthening the regional forums for interaction between the region's public and private sectors, measured by a 100% increase in consensus-based positions <p>By the third year:</p> <ul style="list-style-type: none"> • Increased inclusion of subsectors of the private agriculture sector in technical consultations, measured by their contributions to the drafting of the technical positions of at least five subsectors 	<p>At the national and regional levels:</p> <ul style="list-style-type: none"> • Baseline and indicator monitoring • Progress reports from each country • Comparative regional analysis report • Statement from the governments validating the adoption/utility of the project • Midterm and final evaluations by an external consultant • Project Completion Report (PCR) • Project Performance Monitoring Report (PPMR) • Executing agency reports on the events conducted • Proceedings of the sustainability and termination workshop 	The current negotiation forums are kept open.

Objectives	Indicators	Means of verification	Assumptions
Components			
<p>1. Generation of private sector interest in international trade</p> <p>Increase interest of the private sector and, in particular, agribusiness in preparing negotiating positions regarding international trade.</p>	<p>Awareness-raising</p> <ul style="list-style-type: none"> 1 regional event to present and launch the project in the ninth month of the first year 1 national event to present and launch the project in the sixth month of the first year 3 statements of interest from sector representatives (associations, first-tier, large linked companies) about participating in the project <p>Dissemination</p> <ul style="list-style-type: none"> 4 national seminars (1 per year) with 15 subsector associations and 250 companies (particularly SMEs) made aware of the potential benefits of trade liberalization 4 national workshops (1 per year) with the associations that have direct ties to the project Participation as a speaker at 10 seminars or workshops on project-related topics 15 institutional participants, 70 companies directly involved in project activities 5,000 (indirect) beneficiaries accessing the project's information/results 35 opinion-makers (academics, journalists, etc.) and decision-makers (10) informed about the project's objectives and results 4 ministries (Ministry of Foreign Affairs, Ministry of Livestock, Agriculture, and Fisheries, Ministry of Economic Affairs, and Ministry of Industry) and Planning and Budget Office receive project results. 1 monthly national and regional bulletin about negotiations 	<ul style="list-style-type: none"> Reports from the monitoring and evaluation system and baseline Executing agency reports on the events conducted Midterm and final evaluations by an external consultant PPMR PCR Website Attendance records in the project's database and event proceedings Visits by the country's MIF Specialist 	<p>The government actively participates in international negotiations.</p> <p>The institutions and SMEs maintain their interest in the international negotiations.</p>

Objectives	Indicators	Means of verification	Assumptions
	<ul style="list-style-type: none"> • Frequently accessed individual interconnected websites covering the area of general information on negotiations (10 hits a day) • Regional website (100 hits a day) • 1 fixed monthly appearance in the media 		
<p>2. Strengthening of analytical capacity and mechanisms for coordination and consultation</p> <p>Strengthen the technical capacity of those sectors and improve the coordination and consultation mechanisms that exist between them and the negotiators.</p>	<ul style="list-style-type: none"> • 8 specialists within the executing agencies trained in how to manage the systematic application of processes (analysis, consultation, arguing positions) in order to reach negotiating positions • 50 SMEs and representatives from subsector institutions participating in workshops that formulate needs and generate agendas for subsector/thematic analyses. • Formal/informal coordination arrangements for the systematic application of processes to reach common regional positions with similar institutions (Federation of Rural Associations of MERCOSUR – FARM; Agricultural Council of the South – CAS; MERCOSUR Meat Forum; MERCOSUR Dairy Forum), measured in terms of requests for five annual forums • 6 crossover internships among the executing agencies • 8 trips to attend regional meetings to coordinate project activities • Virtual network up and running 	<ul style="list-style-type: none"> • Executing agency reports on the events conducted • Midterm and final evaluations by an external consultant • PCR • PPMR • Visits by the country's MIF Specialist • Records of training events in the project's database 	<ul style="list-style-type: none"> • The institutions involved participate and provide information on time and to standard. • The consensus, vision, and unified actions of the stakeholders regarding the ultimate objective are maintained.

Objectives	Indicators	Means of verification	Assumptions
<p>3. Support for the formulation of negotiating positions</p> <p>Contribute to the analysis and formulation of negotiating positions.</p>	<ul style="list-style-type: none"> • Database with analytical capacity installed and operating, and providing inputs for subsector/thematic studies • Methodology for conducting the studies developed and shared at the regional level • 12 subsector studies (3 a year) • 20 subsector/thematic consultations held with the public/private sector (5 per year) • 8 international trips of a technical nature (2 per year). • 22 technical recommendation reports for the national public sector involved in negotiations • 10 technical recommendation reports prepared within the MERCOSUR bloc 	<ul style="list-style-type: none"> • Publications produced • Analysis reports • Executing agency reports on the events conducted • Midterm and final evaluations by an external consultant • PCR • PPMR 	<ul style="list-style-type: none"> • The institutions involved participate and provide information on time and to standard. • The consensus, vision, and unified actions of the stakeholders regarding the ultimate objective are maintained.

Objectives	Indicators	Means of verification	Assumptions
Activities			
1. Generation of private sector interest in international trade (US\$21,200)			
1.1. Project launch	(i) 1 regional event to present and launch the project in the ninth month of the first year. (ii) 1 national event to present and launch the project within the first six months of the first year	(i) Financial reports (ii) Progress reports (iii) Consulting contracts (iv) Event reports and attendance records of beneficiaries in each country (v) Project records and meeting minutes (vi) National and regional websites	The institutions and SMEs maintain their interest in the negotiations.
1.2. Seminars and awareness workshops	(iii) 4 national seminars with 15 subsector associations (2,4,4,5) and 250 (60, 60, 60, 70) companies (particularly SMEs) in years 1/2/3/4 (iv) 4 national workshops with 15 associations (3,4,4,4,) and 70 companies (10,20,20,20) with direct ties to the project in years 1/2/3/4 (v) 10 exhibits (1,3,3,3) in years 1/2/3/4	(vii) General and country-based action plans (viii) Semiannual reports and final report from the executing agency (ix) Midterm and final evaluations by an external consultant (x) PCR (xi) PPMR	

Objectives	Indicators	Means of verification	Assumptions
1.3. Events with opinion- and decision-makers	(vi) 4 courses for journalists, 4 seminars for legislators, and 2 seminars for academics (3,2,3,2), to train 45 opinion- and decision-makers (15,10,10,10) in years 1/2/3/4		
1.4. Tools for promotion and dissemination	(vii) 1 monthly national and regional bulletin on progress in the negotiations (viii) 1 interconnected national website, accessed regularly, in the area of general information on negotiations (10 hits a day). (ix) 1 regional website (100 hits a day) (x) 1 fixed monthly appearance in the media (xi) 4 annual publications (1,1,1,1) and pamphlets (1,1,1,1) in years 1/2/3/4		

Objectives	Indicators	Means of verification	Assumptions
2. Strengthening of analytical capacity and mechanisms for coordination and consultation (US\$27,800) 2.1. Strengthening of the capacity of specialists within the executing agencies 2.2. Workshops for SMEs and subsector institutions 2.3. Regional crossover internships 2.4. Regional coordination meetings 2.5. Creation of the virtual network	(i) 8 specialists from the executing agencies trained in reaching negotiation positions (ii) Equipment purchase (3 computers, 1 printer, and software) (iii) Purchase of 4 databases (iv) 50 completed forms from SMEs and representatives of subsector institutions (10,10,10,20) in years 1/2/3/4 (v) 5 requests for formal/informal coordination arrangements for the systematic application of processes to reach common regional positions with similar institutions (Federation of Rural Associations of MERCOSUR – FARM; Agricultural Council of the South – CAS; MERCOSUR Meat Forum; MERCOSUR Dairy Forum) (1,2,1,1) in years 1/2/3/4 (vi) 6 crossover internships between the executing agencies (1,3,2) in years 1/2/3 (vii) 8 trips to attend regional meetings to coordinate project activities (2,2,2,2) in years 1/2/3/4 (viii) 1 extraregional internship in year 2 (vi) 1 virtual network	(i) Financial reports (ii) Progress reports (iii) Consulting contracts (iv) Semiannual reports and final report from the executing agency (v) Midterm and final evaluations by an external consultant (vi) PCR (vii) PPMR	The SMEs maintain their interest in the negotiations. The negotiation forums (FARM, CAS, etc) meet on a regular basis.

Objectives	Indicators	Means of verification	Assumptions
3. Support for the formulation of negotiating positions (US\$84,000) 3.1. Development of databases and quantitative studies 3.2. Development of methodologies for conducting studies 3.3. Development of subsector studies 3.4. Development of subsector/thematic consultations for the public and private sectors 3.5. Development of national technical reports 3.6. Development of regional technical reports	(i) At least two databases operating in year 2 (ii) At least one simulation model in use as of year 2 (iii) 12 subsector studies (3,3,3,3) in years 1/2/3/4 (iv) 20 replies to subsector/thematic consultations with the public/private sector (5,5,5,5) in years 1/2/3/4 (v) 8 international technical trips (vi) 22 technical recommendation reports for the national public sector involved in negotiations (2,6,5,9) in years 1/2/3/4 (vii) 10 technical recommendation reports drawn up within the MERCOSUR bloc (2,2,3,3) in years 1/2/3/4	(i) Financial reports (ii) Progress reports (iii) Consulting contracts (iv) Event reports and attendance records of beneficiaries in each country (v) Semiannual reports and final report from the executing agency (vi) Midterm and final evaluations by an external consultant (vii) PCR (viii) PPMR	Qualified experts are available. The government actively participates in international negotiations.

ARGENTINA

BUDGET ITEMS	MIF US\$	Local counterpart US\$
Coordination and logistics	\$179,644	\$125,400
Coordination		
Personnel	\$177,600	\$87,000
Project coordinator	\$120,000	
Accountant (part time)		\$24,000
Administrative assistant	\$57,600	
Executive director		\$63,000
Logistics	\$2,044	\$38,400
<i>Equipment</i>		
Office space (US\$250 per month)		\$12,000
Office supplies (US\$100 x month x 4 years)		\$4,800
<i>Logistics</i>		
Communications (US\$ per month)	\$2,044	\$21,600
Messenger services (x US\$ per shipment)		\$0
Component 1. Generation of private sector interest	\$31,356	\$35,850
1.1 Project launch	\$5,000	\$2,000
1.2 Awareness-raising seminars and workshops	\$4,856	\$8,363
1.3 Events with opinion- and decision-makers	\$8,000	\$21,506
1.4 Promotion and dissemination tools	\$13,500	\$3,982
Component 2. Strengthening of analytical capacity	\$223,688	\$0
2.1 Strengthening executing agency specialists' capabilities	\$188,888	
2.2 Workshops for SMEs and subsector institutions	\$4,500	
2.3 Cross-regional internships*	\$24,000	
2.4 Regional coordination meetings*	\$6,300	
2.5 Establishment of virtual network		
Component 3. Support for the formulation of negotiating positions	\$513,650	\$898,458
3.1 Database development - preparation of quantitative studies	\$47,700	\$29,269
3.2 Development of study methodology	\$112,500	\$103,527
3.3 Preparation of subsector studies	\$211,000	\$420,464
3.4 Implementation of subsector consultations	\$42,450	\$245,198
3.5 Preparation of national technical reports		
3.6.Preparation of regional technical reports*	\$100,000	\$100,000
SUB TOTAL	\$948,338	\$1,059,707
Contingencies	\$28,450	
Baseline, monitoring and evaluation system and 2 evaluations	\$70,000	
Audits (2)	\$24,000	
TOTAL	\$1,070,788	\$1,059,707
Cluster control activities	\$15,000	
GRAND TOTAL	\$1,085,788	\$1,059,707
Percentages (excluding cluster activities)	50%	50%

BRAZIL

BUDGET ITEMS	MIF US\$	Local counterpart US\$
Coordination and logistics	\$107,700	\$327,720
Coordination		
Personnel	\$96,000	\$72,000
Project coordinator (Brazil)	\$96,000	
Accountant (part-time)		\$38,400
Administrative assistant		\$33,600
Logistics	\$11,700	\$174,720
Facilities		
Office, infrastructure investment, basic providers, etc.		\$48,000
Office space		\$96,000
Logistics		
Communications (US\$ per month)		\$30,720
REGIONAL	\$11,700	\$81,000
Component 1. Generation of private sector interest	\$170,800	\$177,800
1.1 Project launch	\$20,000	
1.2 Awareness-raising seminars and workshops	\$58,000	
1.3 Events with opinion- and decision-makers	\$18,000	
1.4 Promotion and dissemination tools (bulletins, website and media coverage)		\$177,800
REGIONAL	\$74,800	
Component 2. Strengthening of analytical capacity	\$95,800	\$88,000
2.1 Training of executing agency specialists	\$89,800	\$68,000
2.2 Workshops for SMEs and subsector institutions		
2.3 Cross-internships	\$6,000	
2.4 Regional coordination meetings		
2.5 Establishment of virtual network		
REGIONAL		\$20,000
Component 3. Support for the formulation of negotiating positions	\$829,600	\$813,640
3.1 Database development - preparation of quantitative studies	\$97,600	\$63,200
3.2 Coordination of study methodology		
3.3 Preparation of subsector/thematic studies at the local and regional levels	\$584,200	\$525,040
3.4 Preparation of subsector studies - public and private sector topics	\$27,800	\$148,600
3.5 Preparation of national technical reports		\$4,800
3.6 Preparation of regional technical reports and studies		
REGIONAL	\$120,000	\$72,000
SUB TOTAL	\$1,203,900	\$1,407,160
Contingencies	\$84,273	
Baseline, monitoring and evaluation system and 2 evaluations	\$70,000	
Audits (2)	\$30,000	
TOTAL	\$1,388,173	\$1,407,160
Cluster control activities	\$15,000	
GRAND TOTAL	\$1,403,173	\$1,407,160
Percentages (excluding cluster activities)	50%	50%

PARAGUAY

BUDGET ITEMS	MIF US\$	Local counterpart US\$
Coordination and logistics	\$65,700	\$71,100
Coordination		
Personal	\$57,600	\$36,000
Project coordinator (part-time) (per month)	\$33,600	\$0
Accountant (part-time) (per month)		\$0
Administrative-accounting assistant (per month)	\$24,000	\$0
Project director (hours)		\$36,000
Logistics	\$8,100	\$35,100
<i>Equipment</i>		\$24,000
Office space (US\$400 per month)		\$19,200
Office supplies and stationary (US\$100 x month x 4 years)		\$4,800
Communications (US\$ 300 per month)	\$8,100	\$6,300
Messenger service (per month)		\$4,800
Travel at x trips at US\$ per trip		
Per diem at US\$ per day		
Component 1. Generation of private sector interest	\$1,500	\$19,000
1.1 Project launch		\$1,600
1.2 Awareness-raising seminars and workshops		\$4,000
1.3 Events with opinion- and decision-makers		\$9,200
1.4 Promotion and dissemination tools (bulletins, website and media coverage)	\$1,500	\$4,200
Component 2. Strengthening of analytical capacity	\$112,450	\$29,400
2.1 Strengthening of executing agency specialists' capabilities	\$100,650	\$29,400
2.2 Workshops for SMEs and subsector institutions		
2.3 Cross-internships*	\$7,000	
2.4 Regional coordination meetings *	\$4,800	
2.5 Establishment of virtual network *		
Component 3. Support for the formulation of negotiating positions	\$100,670	\$31,846
3.1 Database development - preparation of quantitative studies	\$12,000	
3.2 Development of study methodology		
3.3 Preparation of subsector studies	\$54,000	\$8,400
3.4 Implementation of subsector consultancies - public and private sectors topics		
3.5 Preparation of national technical reports	\$4,000	
3.6 Preparation of regional technical reports*	\$30,670	\$23,446
SUB TOTAL	\$280,320	\$151,346
Contingencies	\$14,016	
Baseline, monitoring and evaluation system and 2 evaluations	\$50,000	
Audits (2)	\$8,000	
TOTAL	\$352,336	\$151,346
Cluster control activities	\$15,000	
GRAND TOTAL	\$367,336	\$151,346
Percentages (excluding cluster activities)	70%	30%

URUGUAY

BUDGET ITEMS	MIF US\$	Local counterpart US\$
Coordination and logistics	\$96,600	\$106,820
Coordination		
Personnel	\$87,000	\$61,820
Project coordinator (per month)	\$67,000	\$5,000
Accountant (part-time) (per month)		\$7,200
Administrative assistant (per month)	\$20,000	\$4,000
Project director (per hour)		\$45,620
Logistics	\$9,600	\$45,000
Equipment		
Office space (US\$400 per month)		\$19,200
Office supplies and stationary (US\$100 x month x 4 years)		\$16,200
Communications (US\$200 per month)	\$9,600	
Messenger service (per month)		\$9,600
Travel at x trips at US\$ per trip		\$0
Per diem at US\$ per day		
Component 1. Generation of private sector interest	\$21,200	\$26,080
1.1 Project launch		\$1,600
1.2 Awareness-raising seminars and workshops		\$7,600
1.3 Events with opinion- and decision-makers	\$3,200	\$5,400
1.4 Promotion and dissemination tools (bulletins, website and media coverage)	\$18,000	\$11,480
Component 2. Strengthening of analytical capacity	\$42,000	\$72,800
2.1 Strengthening of executing agency specialists' capabilities	\$27,800	\$72,800
2.2 Workshops for SMEs and subsector organizations		
2.3 Cross-regional internships *	\$7,800	
2.4 Regional coordination meetings *	\$6,400	
2.5 Establishment of virtual network		
Component 3. Support for the formulation of negotiating positions	\$117,000	\$41,400
3.1 Database development - preparation of quantitative studies	\$14,000	\$4,000
3.2 Development of study methodology	\$14,000	\$4,000
3.3 Preparation of subsector studies	\$36,000	
3.4 Implementation of subsector consultations - public and private sector topics	\$20,000	\$4,000
3.5 Preparation of national technical reports		\$4,400
3.6 Preparation of regional technical reports *	\$33,000	\$25,000
SUB TOTAL	\$276,800	\$247,100
Contingencies	\$13,840	
Baseline, monitoring and evaluation system and 2 evaluations	\$50,000	
Audits (2)	\$24,000	
TOTAL	\$364,640	\$247,100
Cluster control activities	\$15,000	
GRAND TOTAL	\$379,640	\$247,100
Percentages (excluding cluster activities)	60%	40%

RELATED PROJECTS
SUPPORT FOR INTERNATIONAL TRADE LIBERALIZATION AND INTEGRATION PROCESSES
(RG-M1015)

A. Equivalent or similar MIF projects

See Table D: “Trade and Investment Cluster Projects.”

B. Similar or related Bank projects

None

C. Projects related to the same sector or beneficiaries

See Table D: “Trade and Investment Cluster Projects.”

D. Trade and Investment Cluster Projects

Project name and approval date	Project title, executing agency and amount	Date of signature and disbursement period in months	Amount disbursed	Comments
ATN/MT-7080-RG 11 July 2000	Implementation of Customs-Related Measures to Facilitate Business Inter-American Center of Tax Administration (CIAT) MIF contribution of US\$3 million	25 September 2000 60 months	100%	The project was completed satisfactorily.
ATN/MT-7123-RG 1 September 2000	Harmonization of Investment Regimes in Caricom Caribbean Community (CARICOM) MIF contribution of US\$410,000	27 October 2000 47 months	81%	The project's disbursement period has concluded. An extension of it was approved to complete pending consultancy payments. Activities have been carried out satisfactorily.

Project name and approval date	Project title, executing agency and amount	Date of signature and disbursement period in months	Amount disbursed	Comments
ATN/MT-7957-RG 24 July 2002	Support of Agricultural Trade through the Harmonized Regional Application of Sanitary and Phytosanitary Measures International Regional Organization for Plant and Animal Health (OIRSA) MIF contribution of US\$1.51 million	22 October 2002 48 months	54%	The project's classification is satisfactory. Coordinators have been hired in the eight countries and the consulting assignments to describe services and review legislation were carried out with efficiency and transparency. It's worth noting that the assumptions are being confirmed. The executing unit is operating efficiently and satisfactorily.
ATN/MT-8026-RG 25 September 2002	Modernization of Customs and Border Crossings Secretariat of the General Treaty on Central American Economic Integration MIF contribution of US\$2.015 million	22 August 2003 36 months	10%	Apart from the delay in the CABEL's counterpart, project execution is on schedule and as stipulated in the logical framework.
ATN/MT-8225-RG 19 February 2003	Overcoming Technical Barriers to Trade through Strengthening Accreditation Systems Mexican Accreditation Entity MIF contribution of US\$495,000	22 May 2003 30 months	35%	The project's classification is unsatisfactory. Although approximately 50% of activities have been completed, the release of 35% of disbursements is low, as the main consultancy activities have not been carried out and the estimated project costs are higher than actual costs.
ATN/ME-8352-AR 25 June 2003	System for Facilitating International Market Access by Small and Medium Rural Producers Fortalecer Foundation MIF contribution of US\$1.5 million	15 September 2003 42 months	19%	The project's classification is satisfactory. There have been no major changes in the assumptions that might negatively affect achievement of the project's objectives.
ATN/ME-8533-RG 3 December 2003	Market Access and Integration through Technical Standards Colombian Institute of Technical Norms and Accreditation MIF contribution of US\$2,790,940	8 June 2004 42 months	6%	The project's classification is satisfactory. The agreement was signed on 15 June 2004, and the project became eligible for disbursements in September 2004. To date, the program has been preparing the activities to enable the proposed goals to be achieved on schedule. There is still a high probability that all assumptions are will be confirmed.

Project name and approval date	Project title, executing agency and amount	Date of signature and disbursement period in months	Amount disbursed	Comments
ATN/ME-8532-RG 3 December 2003	Market Access and Integration through Technical Standardization Uruguayan Institute of Technical Norms (UNIT) MIF contribution of US\$2,498,120	7 July 2004 54 months	20%	The program has a satisfactory classification. Its execution is now under way and the involvement in the program of all sub-executing agencies is promising. The conditions precedent were fulfilled in five months, which is satisfactory, considering that this is a regional program being executed in four countries.
ATN/ME-8530-EC 3 December 2003	Mitigate Market Access Barriers under the Andean Trade Act Export and Investment Promotion Corporation (CORPEI) MIF contribution of US\$1,323,492	2 April 2004 36 months	2%	The program's classification is satisfactory. The phytosanitary control aspects are duly known and the means for their monitoring established. They may be applied with the management of the participating institutions. Maintenance of the interagency agreements that have been achieved, and participation in and monitoring of them by SESA and CORPEI, with support from APHIS, may largely ensure their application for program execution and achievement of the goals and objectives.
ATN/MT-8694-RG 28 April 2004	Strengthening the Private Sector's Role in the Caribbean Community's External Trade Negotiations Caribbean Community MIF contribution of US\$1,060,500	1 July 2004 42 months	12%	The project's classification is satisfactory. The CRNM has begun the activities necessary to fulfill the conditions precedent to the first disbursement.
ATN/ME-8950-UR 17 November 2004	Positioning of Agricultural Producer Groups in Export Markets Asociación Empretec del Uruguay MIF contribution of US\$890,000	21 December 2004 42 months	0%	It is estimated that the conditions precedent to the first disbursement will be fulfilled by the second half of January 2005 and that effective execution of the program will begin through work with the producers and groups identified.
ATN/ME-8974-CH 1 December 2004	Helping Small and Medium-sized Exporters to Capitalize on Trade Agreements ProChile of the Ministry of Foreign Affairs and Santiago Chamber of Commerce (CCS) MIF contribution of US\$2,075,000	N/A 42 months	0%	Signature of agreement is pending.

Project name and approval date	Project title, executing agency and amount	Date of signature and disbursement period in months	Amount disbursed	Comments
ATN/ME-8976-RG 1 December 2004	SME Competitiveness through Technical Standardization in C/A, DR & PN Instituto de Normas Técnicas de Costa Rica (INTECO) MIF contribution of US\$2,521,684	21 March 2005 42 months	0%	The conditions precedent are being fulfilled.
ATN/ME-8990-RG 8 December 2004	Strengthening Market Access for SMEs in Caribbean Agri-food Industry Caribbean Agribusiness Association (CABA) MIF contribution of US\$2,648,772	N/A 42 months	0%	Signature of agreement is pending.
ATN/ME-8991-RG 8 December 2004	Promoting SME Competitiveness through Technical Standards CARICOM Regional Organization for Standards and Quality (CROSQ) MIF contribution of US\$1,276,635	N/A 42 months	0%	Signature of agreement is pending.
ATN/ME-9353-AR 10 August 2005	SME Products in East Asia Fundación CANE in cooperation with Fundación Okita MIF contribution of US\$1,550,300	N/A 42 months	0%	Signature of agreement is pending.

D. Portafolio FOMIN

Portafolio FOMIN en Argentina

MULTILATERAL INVESTMENT FUND										
ARGENTINA MIF PORTFOLIO										
No.	Memo #	Project #	ATN #	Name	Exec. Agency	FAC	Approval	Status	MIF Amount	% Disb
1	MIF/AT-25	TC9406035	ATN/MT-4742-AR	Water Sector Reform for Mendoza	MMAUV	I	7-Dec-94	Completed	795,000	100.00
2	MIF/AT-25	TC9410218	ATC/MT-4743-AR	Water Sector Reform for Mendoza	MMAUV	I	7-Dec-94	Completed	464,647	100.00
3	MIF/AT-36	TC9404063	ATN/ME-4851-AR	Network of Business Services Centers Program	UIA	IIla	15-Feb-95	Completed	7,009,931	100.00
4	MIF/AT-66	TC9410169	ATN/MT-5080-AR	Guarantee System for Small and Medium Enterprise	MEOSP	I	29-Nov-95	Completed	560,686	100.00
5	MIF/AT-106	TC9501421	ATN/ME-5441-AR	Program for Assistance to Small Rural Producers	FAA	IIla	11-Dec-96	Completed	3,000,000	100.00
6	MIF/AT-114	TC9501413	ATN/ME-5489-AR	Microenterprise Support Services Program	CGEE	IIla	5-Feb-97	Completed	1,900,000	100.00
7	MIF/AT-134	TC9609184	ATN/MT-5613-AR	Regulatory Agency for Water - Sante Fe	ENRESS	I	25-Jun-97	Completed	434,782	100.00
No.	Memo #	Project #	ATN #	Name	Exec. Agency	FAC	Approval	Status	MIF Amount	% Disb
8	MIF/AT-150	TC9707053	ATN/ME-5765-AR	Advisory Center for New Businesses	FMAYO	IIla	19-Nov-97	Completed	2,500,000	100.00
9	MIF/AT-174	TC9704059	ATN/MT-5976-AR	Water Regulatory Agency - Buenos Aires Province	ORBAS	I	27-May-98	Cancelled	0	0.00
10	MIF/AT-182	TC9704075	ATN/MH-6026-AR	Human Resource Management System	FUE	II	26-Jun-98	Completed	2,499,220	100.00
11	MIF/AT-195	TC9805188	ATN/MH-6096-AR	Institutional Strengthening for Consumer Protection	ADELCO	II	11-Aug-98	Completed	241,680	100.00
12	MIF/AT-213	TC9806326	ATN/MT-6261-AR	Strengthening Water & Sanitation Sector Privatization	ENOHSA	I	24-Nov-98	Completed	475,000	100.00

13	MIF/AT-263	TC9710163	ATN/MT-6574-AR	Strengthening Competition Protection	CNDC	I	7-Jul-99	Completed	14,315	100.00
14	MIF/AT-273	TC9812069	ATN/MH-6605-AR	Worker Skills Certification Program	MTSS	II	4-Aug-99	In execution	3,677,000	93.72
15	MIF/AT-274	TC9810210	ATN/ME-6632-AR	Equity Fund for Small Enterprises	BCOOBAB	IIla	1-Sep-99	Completed	90,310	100.00
16	MIF/AT-299	TC9710197	ATN/MH-6719-AR	Support to Small Retail Industry	CAME	II	5-Nov-99	Completed	600,000	100.00
17	MIF/AT-299	TC9710197	ATN/ME-6718-AR	Support to Small Retail Industry	CAME	II	5-Nov-99	Completed	1,400,000	100.00
18	MIF/AT-314	TC9806269	ATN/MH-6958-AR	Regional Employment Program for the Blind	FAICA	II	26-Apr-00	In execution	626,900	95.09
19	MIF/AT-322	TC9812068	ATN/MT-6953-AR	National Network of Mediation and Arbitration Centers	CARCO	I	26-Apr-00	In execution	990,000	59.14
20	MIF/AT-335	TC9905056	ATN/MH-7046-AR	Training Program for Energy Regulators in Mercosur	CEARE	II	12-Jul-00	In execution	680,000	98.71
21	MIF/AT-338	TC9907008	ATN/MH-7063-AR	Occupational Health and Safety Program	FPSST	II	26-Jul-00	In execution	2,300,000	91.58
22	MIF/AT-360	TC9910075	ATN/ME-7157-AR	Market Diversification for Small Enterprises	BCOOBAB	IIla	4-Oct-00	In execution	1,690,000	70.85
23	MIF/AT-396	TC9812067	ATN/MH-7355-AR	Quality Standards and Certification	OAA	II	7-Mar-01	In execution	1,024,000	88.69
24	MIF/AT-396	TC0102048	ATN/MH-7356-AR	Quality Standards and Certification	FNC	II	7-Mar-01	In execution	613,000	32.66
25	MIF/AT-423	TC0012079	ATN/ME-7514-AR	Support for Small Enterprises in Non-Traditional Sectors	LEATID	IIla	18-Jul-01	In execution	836,000	50.96
26	MIF/AT-434	TC0103048	ATN/MH-7595-AR	Private Sector Labor Intermediation Program	AMIA	II	19-Sep-01	In execution	1,730,000	39.62
27	MIF/AT-479	TC0101063	ATN/ME-7925-AR	Local Development and Small Firm Competitiveness Program	FUNDES	IIla	26-Jun-02	In execution	1,860,000	33.06
No.	Memo #	Project #	ATN #	Name	Exec. Agency	FAC	Approval	Status	MIF Amount	% Disb

28	MIF/AT-511	TC0204019	ATN/ME-8112-AR	Development Production Chains Provincia Córdoba	ADEC	IIla	20-Nov-02	In execution	1,082,640	41.36
29	MIF/AT-517	TC0110053	ATN/ME-8129-AR	Indust. Ecoefficiency Dev. Program	FEM	IIla	4-Dec-02	Completed	115,546	100.00
30	MIF/AT-528-1	TC0205020	ATN/ME-8352-AR	System Facilitating International Market Access by Small Rural Producers	FORTALECER	IIla	25-Jun-03	In execution	1,500,000	30.30
31	MIF/AT-555	TC0305019	66/MS-AR	Expansion and Strengthening of FIE Gran Poder S. A.	FIE	IIlb	19-Nov-03	In execution	2,000,000	62.50
32	MIF/AT-555	TC0305019	67/MS-AR	Expansion and Strengthening of FIE Gran Poder S. A.	FIE	IIlb	19-Nov-03	Approved	200,000	0.00
33	MIF/AT-555	TC0305019	ATN/ME-8510-AR	Expansion and Strengthening of FIE Gran Poder S. A.	FIE	IIlb	19-Nov-03	In execution	390,640	18.43
34	MIF/AT-595	AR-M1001	ATN/ME-8762-AR	Making SMEs in the metallurgical sector more productive through ICTs	ADIMRA	IIla	7-Jul-04	In execution	885,000	10.00
35	MIF/AT-617-1	AR-M1003	ATN/ME-8916-AR	Small Loan Facility for SME's in Argentina	FDLC	IIlb	27-Oct-04	In execution	500,000	23.93
36	MIF/AT-637-1	AR-M1007	ATN/ME-9076-AR	Government E-Procurement Support for SMEs - B2G	APYME	IIla	2-Feb-05	In execution	696,281	7.18
37	MIF/AT-638-1	TC0305018	ATN/ME-9079-AR	Development of an Entrepreneurial Culture	FGP	IIla	2-Feb-05	In execution	780,000	10.00
Total MIF Amount									46,162,579	

MULTILATERAL INVESTMENT FUND										
BRASIL MIF PORTFOLIO										
No.	Memo #	Project #	ATN #	Name	Exec. Agency	FAC	Approval	Status	MIF Amount	% Disb
1	MIF/AT-122	TC9607071	ATN/MT-5531-BR	Transport Concession	STM	I	23-Apr-97	Completed	83,983	100.00
2	MIF/AT-144	TC9607097	ATN/MH-5738-BR	Basic Skills Certification Program	FIEMG	II	29-Oct-97	Completed	727,261	100.00
3	MIF/AT-171	TC9608037	ATN/MT-5949-BR	Pension Fund Reform	SPREC	I	6-May-98	Completed	1,021,378	100.00
4	MIF/AT-173	TC9709083	ATN/MT-5975-BR	Private Participation in Irrigation	BNB	I	27-May-98	In execution	1,400,000	95.73
5	MIF/AT-180	TC9607295	ATN/MT-6003-BR	Water Concession in Goias	AGR	I	10-Jun-98	Completed	350,000	100.00
6	MIF/AT-178	TC9703499	ATN/ME-6001-BR	Support for Technology-based Incubators SC	IELSC	IIla	10-Jun-98	In execution	3,500,000	99.54
7	MIF/AT-186	TC9801459	ATN/MH-6050-BR	Development of Skills, Standards and Certification System for the Tourism Sector	IH	II	15-Jul-98	Completed	2,500,000	100.00
8	MIF/AT-196	TC9803108	ATN/ME-6100-BR	Development of Small Technology-Based Companies	BIOMINAS	IIla	12-Aug-98	Completed	3,250,000	100.00
9	MIF/AT-200	TC9807156	ATN/MH-6211-BR	Job Skills Training of Urban Youth	AACS	II	30-Oct-98	Completed	5,150,000	100.00
10	MIF/AT-231	TC9802035	ATN/MH-6375-BR	Strengthening Consumer Protection in Public Utilities	IDEC	II	3-Feb-99	Completed	834,000	100.00
11	MIF/AT-235	TC9802358	ATN/MT-6378-BR	Alternative Dispute Resolution Methods	CAC	I	3-Feb-99	In execution	1,599,400	98.12
12	MIF/AT-247	TC9904030	ATN/ME-6536-BR	Equity Fund for Technology-based Industry	CRP	IIla	2-Jun-99	Completed	10,280	100.00
13	MIF/AT-270	TC9607089	ATN/MT-6603-BR	Strengthening Negotiation & Mediation of Labor Disputes	SRT	I	4-Aug-99	Cancelled	0	0.00
14	MIF/AT-293	TC9901028	ATN/MT-6697-BR	Renewable Energy Service Delivery	PDEEM	I	13-Oct-99	In execution	2,250,000	15.66
15	MIF/AT-312	TC9702334	ATN/MT-6880-BR	Institutional Support for Competition Regulation	CADE	I	26-Jan-00	Cancelled	0	0.00

No.	Memo #	Project #	ATN #	Name	Exec. Agency	FAC	Approval	Status	MIF Amount	% Disb
16	MIF/AT-320	TC9904027	ATN/MH-6951-BR	Trade Unions Leadership Training Program	DIEESE	II	26-Apr-00	Completed	1,534,000	99.97
17	MIF/AT-315	TC9808182	ATN/MT-6982-BR	Regulation of Private Health Plans	ANS	I	31-May-00	In execution	1,550,000	100.00
18	MIF/AT-335	TC0006012	ATN/MH-7045-BR	Training Program for Energy Regulators in Mercosur	CERME	II	12-Jul-00	Cancelled	0	0.00
19	MIF/AT-394	TC0011041	ATN/ME-7332-BR	Development of an Institutional Framework to Stimulate Venture Capital Investment	FEP	IIla	14-Feb-01	In execution	1,122,000	47.11
20	MIF/AT-412	TC0009012	ATN/ME-7426-BR	Equity Fund for SMEs in Northeast Brazil	BNB	IIla	16-May-01	In execution	750,000	15.32
21	MIF/AT-413	TC0101064	ATN/ME-7466-BR	Information Technology Program "Rio Digital"	VIVA	IIla	27-Jun-01	In execution	860,000	82.65
22	MIF/AT-439	TC0007028	ATN/ME-7626-BR	Technology Transfer and Support for Agribusinesses	EMBRAPA	IIla	10-Oct-01	In execution	1,600,000	13.72
23	MIF/AT-435	TC0103043	ATN/ME-7619-BR	Investment Fund for Emerging Technology-based Companies(Stratus)	IDB	IIla	10-Oct-01	In execution	60,000	35.79
24	MIF/AT-475	TC0106034	ATN/MT-7887-BR	Modernization and Institutional Strengthening of the Securities Exchange Commission (CVM)	CVM	I	29-May-02	In execution	2,000,000	10.00
25	MIF/AT-482	TC0109005	ATN/ME-7927-BR	Local Economic Development of Industrial Districts	SEBRAE-BR	IIla	26-Jun-02	In execution	2,075,000	24.51
26	MIF/AT-486	TC0205011	ATN/ME-7958-BR	Investment Fund for Emerging Technology-based Companies LatinTech Inovar	IDB	IIla	24-Jul-02	Cancelled	0	0.00
27	MIF/AT-490	TC0205013	ATN/ME-7977-BR	Investment Fund for Emerging Technology-based Companies Rio Bravo Investech II	IDB	IIla	7-Aug-02	Approved	60,000	0.00
28	MIF/AT-495	TC0111042	ATN/ME-8031-BR	Promotion of Socially Responsible Market Opportunities	VMB	IIla	25-Sep-02	In execution	975,000	35.75
29	MIF/AT-496	TC0203001	ATN/MH-8032-BR	Sustainable Tourism Certification System	IH	II	25-Sep-02	In execution	1,675,000	30.94
30	MIF/AT-519	TC0206018	ATN/MH-8134-BR	Support to the Microfinance Sector Program	ARCA	II	11-Dec-02	Approved	925,000	0.00
31	MIF/AT-557	TC0201026	ATN/ME-8512-BR	Promotion Trade of Family-Based Agriculture	FLS	IIla	19-Nov-03	In execution	1,125,000	5.33
32	MIF/GN-62-2	BR-M1012	ATN/ME-8595-BR	Implementation & Certification of ISO 14001 Environmental Management System	OCEANUS	IIla	4-Dec-03	In execution	88,130	59.29

No.	Memo #	Project #	ATN #	Name	Exec. Agency	FAC	Approval	Status	MIF Amount	% Disb
33	MIF/AT-572	TC0207027	ATN/ME-8548-BR	Strengthening the Guarantee System	SGSG	IIIb	10-Dec-03	In execution	600,000	18.35
34	MIF/GN-62-2	BR-M1003	ATN/ME-8647-BR	Implementation & Certification of ISO 14001 Environmental Management System	SENAI/DR-CE	IIIa	5-Jan-04	In execution	27,700	30.00
35	MIF/GN-62-2	BR-M1004	ATN/ME-8643-BR	Implementation & Certification of ISO 14001 Environmental Management System	IPT	IIIa	5-Jan-04	In execution	95,000	59.14
36	MIF/GN-62-2	BR-M1006	ATN/ME-8644-BR	Implementation & Certification of ISO 14001 Environmental Management System	FENABRAVE	IIIa	5-Jan-04	Completed	77,050	100.00
37	MIF/GN-62-2	BR-M1007	ATN/ME-8646-BR	Implementation & Certification of ISO 14001 Environmental Management System	ANTEAG	IIIa	5-Jan-04	In execution	89,850	52.23
38	MIF/GN-62-2	BR-M1008	ATN/ME-8645-BR	Implementation & Certification of ISO 14001 Environmental Management System	SENAI/DR-BA	IIIa	5-Jan-04	In execution	60,150	30.00
39	MIF/GN-62-2	BR-M1010	ATN/ME-8648-BR	Implementation & Certification of ISO 14001 Environmental Management System	SENAI/DR-BA	IIIa	5-Jan-04	In execution	68,000	33.79
40	MIF/GN-62-2	BR-M1002	ATN/ME-8631-BR	Implementation & Certification of ISO 14001 Environmental Management System	EEPI	IIIa	19-Feb-04	In execution	60,000	98.33
41	MIF/GN-62-2	BR-M1005	ATN/ME-8698-BR	Implementation & Certification of ISO 14001 Environmental Management System	APROCOCO	IIIa	12-Apr-04	In execution	92,750	30.00
42	MIF/GN-62-2	BR-M1009	ATN/ME-8699-BR	Implementation & Certification of ISO 14001 Environmental Management System	SEBRAE/SC	IIIa	12-Apr-04	In execution	89,500	27.88
43	MIF/GN-62-2	BR-M1011	ATN/ME-8677-BR	Implementation & Certification of ISO 14001 Environmental Management System	FEAPI	IIIa	13-Apr-04	In execution	65,000	30.00
44	MIF/AT-594	BR-M1001	ATN/MT-8724-BR	Public-Private-Association (PPA) Minas Gerais	SEDE	I	19-May-04	In execution	675,000	6.22
45	MIF/GN-62-2	BR-M1016	ATN/ME-8745-BR	Implementation & Certification of ISO 14001 Environmental Management System	SICREDI	IIIa	1-Jun-04	In execution	95,000	30.00
46	MIF/GN-62-2	BR-M1019	ATN/ME-8835-BR	Implementation & Certification of ISO 14001 Environmental Management System	IFV	IIIa	13-Aug-04	In execution	46,870	30.00
47	MIF/GN-62-2	BR-M1018	ATN/ME-8836-BR	Implementation & Certification of ISO 14001 Environmental Management System	PFB	IIIa	16-Aug-04	In execution	45,000	57.72

No.	Memo #	Project #	ATN #	Name	Exec. Agency	FAC	Approval	Status	MIF Amount	% Disb
48	MIF/AT-609	BR-M1013	ATN/ME-8866-BR	CRP Venture	CRPCP	IIIb	22-Sep-04	Approved	75,000	0.00
49	MIF/AT-620	BR-M1014	ATN/ME-8948-BR	Investment Fund for Technology Companies, DVC II	DYNAMO	IIIa	17-Nov-04	Approved	75,000	0.00
50	MIF/AT-634	BR-M1022	ATN/ME-9001-BR	Women's World Banking	BDF	IIIa	8-Dec-04	Approved	90,000	0.00
51	MIF/AT-643	BR-M1021	ATN/ME-9119-BR	Dekassegui Entrepreneur	SEBRAE-BR	IIIa	9-Mar-05	Approved	1,550,000	0.00
52	MIF/AT-649	BR-M1015	ATN/ME-9183-BR	Support Program for the International Competitiveness of Software SMEs	SOFTEX	IIIa	27-Apr-05	Approved	1,300,000	0.00
53	MIF/AT-651	BR-M1024	ATN/ME-9211-BR	Branding & Joint Commercialization Tourism SMEs	IER	IIIa	25-May-05	Approved	1,701,740	0.00
Total MIF Amount									46,054,042	

Portafolio FOMIN en Paraguay

MULTILATERAL INVESTMENT FUND										
PARAGUAY MIF PORTFOLIO										
No.	Memo #	Project #	ATN #	Name	Exec. Agency	FAC	Approval	Status	MIF Amount	% Disb
1	MIF/AT-38	TC9501281	ATN/MT-4865-PR	Regulatory Framework for the Water and Sanitation Sector	MH	I	22-Mar-95	Completed	940,026	100.00
2	MIF/AT-47	TC9501398	ATN/MT-4983-PR	Private Sector Participation in Energy	VMME	I	9-Aug-95	Completed	955,820	100.00
3	MIF/AT-92-1	TC9503310	ATN/MH-5355-PR	Middle Management Training Program	CIRD	II	25-Sep-96	Completed	1,446,822	100.00
4	MIF/AT-112	TC9601354	ATN/MT-5479-PR	Financial Sector Modernization	BCP	I	15-Jan-97	Completed	1,144,132	100.00
5	MIF/AT-138	TC9603160	ATN/MH-5646-PR	Program for Youth Training and Entrepreneurship	RED RURAL	II	30-Jul-97	Completed	1,260,000	100.00
6	MIF/AT-228	TC9805021	ATN/MT-6357-PR	Insurance Industry Reform	SIDES	I	13-Jan-99	In execution	915,000	59.66
7	MIF/AT-236	TC9503328	ATN/ME-6399-PR	Support to the Enterprises	UIP	IIIa	24-Feb-99	Completed	1,110,798	100.00

No.	Memo #	Project #	ATN #	Name	Exec. Agency	FAC	Approval	Status	MIF Amount	% Disb
8	MIF/AT-257	TC9805211	ATN/MT-6539-PR	Strengthen Conciliation and Arbitration Center	CBCA	I	2-Jun-99	Completed	486,097	100.00
9	MIF/AT-353	TC0005024	ATN/ME-7127-PR	Institutional Strengthening Interfisa	INTERFISA	IIla	6-Sep-00	Completed	271,746	100.00
10	MIF/AT-362	TC0006011	ATN/ME-7168-PR	Institutional Strengthening Vision	VISION	IIla	12-Oct-00	Completed	246,765	100.00
11	MIF/AT-378	TC9910057	ATN/MT-7244-PR	Support Development of Public Procurement Policies	SNRE	I	29-Nov-00	In execution	1,260,000	44.24
12	MIF/AT-399	TC9906033	ATN/MH-7358-PR	Competitiveness in the Construction Sector	CAPACO	II	7-Mar-01	In execution	840,000	96.44
13	MIF/AT-403	TC0104034	ATN/MH-7405-PR	Training for Young Entrepreneurs	FUPACODE	II	25-Apr-01	In execution	204,707	97.27
14	MIF/AT-430	TC0103034	ATN/ME-7550-PR	Sustainable Rural Microenterprise	COFI	IIla	10-Aug-01	Completed	300,000	100.00
15	MIF/AT-442	TC0007055	ATN/MT-7674-PR	Strengthening of Consumer Protection	SSEC	I	13-Nov-01	In execution	500,000	69.57
16	MIF/AT-480	TC0203033	ATN/MT-7926-PR	Strengthening the Transparency & the Formalization of the Financial System	SB	I	26-Jun-02	In execution	641,000	12.10
17	MIF/AT-508	TC0110003	ATN/MT-8083-PR	One Stop Shop for Export Facilitation	MIC	I	30-Oct-02	In execution	640,000	53.21
18	MIF/AT-540	TC0205017	ATN/MT-8422-PR	Airport Security	DNAC	I	5-Sep-03	In execution	500,000	40.00
19	MIF/AT-655	PR-M1001	ATN/ME-9230-PR	Cleaner Production in Value Chains	CPL	IIla	9-Jun-05	Approved	460,000	0.00
							Total MIF Amount		14,122,914	

Portafolio FOMIN en Uruguay

No.	Memo #	Project #	ATN #	Name	Exec. Agency	FCL	Approval	Status	MIF Amount	% Disb
1	MIF/AT-9	TC9307382	ATN/MH-4525-UR	Youth Training and Business Development Program	INJU	II	18-May-94	Completed	1,594,000	100.00
2	MIF/AT-9	TC9405029	ATN/ME-4526-UR	Youth Training and Business Development Program	ACDE	IIla	18-May-94	Completed	905,999	100.00
3	MIF/AT-14	TC9405376	ATN/MH-4628-UR	Central Administration Modernization	OPP	II	10-Aug-94	Completed	3,083,289	100.00
4	MIF/AT-14	TC9405384	ATN/MT-4629-UR	Central Administration Modernization	OPP	I	10-Aug-94	Completed	588,697	100.00
5	MIF/AT-18	TC9405491	ATN/MH-4707-UR	Labor Relations Modernization Program	UCUDAL	II	09-Nov-94	Completed	849,703	100.00
6	MIF/AT-61	TC9505217	ATN/MT-5061-UR	Mediation and Arbitration Centers	CCABC	I	15-Nov-95	Completed	678,456	100.00
7	MIF/AT-73-1	TC9505374	ATN/MH-5196-UR	Human Resources and Training Program for the Forestry Sector	UCUDAL	II	24-Apr-96	Completed	530,574	100.00
8	MIF/AT-73-1	TC9603491	ATN/MH-5197-UR	Human Resources and Training Program for the Forestry Sector	OISCA-UR	II	24-Apr-96	Completed	826,982	100.00
9	MIF/AT-81	TC9601213	ATN/MT-5232-UR	Gas Pipeline: Buenos Aires-Montevideo	DNE	I	28-May-96	Completed	185,000	100.00
10	MIF/AT-86	TC9509392	ATN/MT-5276-UR	Energy Legal and Regulatory Framework	DNE	I	10-Jul-96	Completed	578,500	100.00
11	MIF/AT-93	TC9503336	ATN/ME-5356-UR	Strengthening Cooperatives/Restructuring of MANOS	MANOS DEL URUGUAY	IIla	25-Sep-96	Completed	970,000	100.00
12	MIF/AT-123	TC9607196	ATN/MT-5533-UR	Transport Concessions	OPP	I	23-Apr-97	Completed	1,011,805	100.00
13	MIF/AT-129	TC9603152	ATN/MH-5614-UR	Program for Strengthening the Training Market	MTSS	II	25-Jun-97	Completed	590,354	100.00
14	MIF/AT-129	TC9705312	ATN/MH-5615-UR	Program for Strengthening the Training Market	TDB	II	25-Jun-97	Completed	800,000	100.00
15	MIF/AT-129	TC9705320	ATN/MH-5616-UR	Program for Strengthening the Training Market	ACT	II	25-Jun-97	Completed	800,000	100.00
16	MIF/AT-133	TC9602039	ATN/ME-5764-UR	Program to Improve the Competitiveness of Small Farming Enterprises	CEAD	IIla	19-Nov-97	Completed	1,325,000	100.00
17	MIF/AT-172	TC9801293	ATN/ME-5950-UR	Strengthening Small Retailers	CAMBADU	IIla	06-May-98	In execution	1,950,000	99.99

No.	Memo #	Project #	ATN #	Name	Exec. Agency	FCL	Approval	Status	MIF Amount	% Disb
18	MIF/AT-185	TC9804304	ATN/ME-6049-UR	Pilot Program for New Exporters (NEX)	EMPRETEC	IIIa	15-Jul-98	Completed	610,000	100.00
19	MIF/AT-194	TC9601346	ATN/MT-6098-UR	Support for Capital Market Development	BCUR	I	12-Aug-98	Completed	1,328,310	100.00
20	MIF/AT-210	UR0127	10/MS-UR	Quasi-Equity Investment in FUCAC	FUCAC	IIIb	11-Nov-98	Completed	1,250,000	100.00
21	MIF/AT-210	TC9804362	ATN/ME-6243-UR	Quasi-Equity Investment in FUCAC	FUCAC	IIIa	11-Nov-98	Completed	237,622	100.00
22	MIF/AT-214	TC9805469	ATN/ME-6262-UR	Marketing Support Program for Microenterprise	ANPE	IIIa	24-Nov-98	Completed	253,843	100.00
23	MIF/AT-271	TC9806251	ATN/ME-6604-UR	Formation of center for business development	CIU	IIIa	04-Aug-99	Completed	1,266,000	100.00
24	MIF/AT-302	TC9904021	ATN/ME-6741-UR	Institutional Strengthening of the Fundación Uruguay de Ayuda y Asistencia a la Mujer (FUAAM)	FUAAM	IIIa	09-Nov-99	Completed	247,867	100.00
25	MIF/AT-314	TC0005004	ATN/MH-6960-UR	Regional Employment Program for the Blind	FBU	II	26-Apr-00	In execution	272,400	99.64
26	MIF/AT-381	TC0009005	ATN/MH-7254-UR	Improvement of Enterprise: Application of International ISO Standards	UNIT	II	06-Dec-00	In execution	602,440	99.48
27	MIF/AT-381	TC0012003	ATN/ME-7255-UR	Improvement of Enterprise: Application of International ISO Standards	UEU	IIIa	06-Dec-00	In execution	850,000	86.17
28	MIF/AT-392	TC0008012	ATN/ME-7312-UR	Institutional Strengthening COFAC	COFAC	IIIa	25-Jan-01	In execution	300,000	81.42
29	MIF/AT-409	TC9910056	ATN/ME-7424-UR	Business Development Program for the Software Industry	CUS	IIIa	16-May-01	In execution	891,000	99.94
30	MIF/AT-408	TC0012072	ATN/ME-7423-UR	Information Technology Company Startup Program	LATU	IIIa	16-May-01	In execution	946,000	54.09
31	MIF/AT-427	TC0103000	ATN/MT-7536-UR	Public Sector Cost Reduction Program for the Private Sector	OPP	I	01-Aug-01	In execution	1,300,000	73.56
32	MIF/AT-472	TC0202031	EQU/MS-7885-UR	Risk Capital Fund for Small Enterprises	CND	IIIb	29-May-02	Approved	5,000,000	0.00
33	MIF/AT-477	TC0010036	ATN/MT-7909-UR	Regulatory Framework for Telecommunications	OPP	I	13-Jun-02	In execution	371,000	21.61
34	MIF/AT-493	TC0204026	ATN/MT-8029-UR	Institutional Strengthening and Regulatory Framework for Telecom	OPP	I	20-Sep-02	In execution	420,000	10.00
35	MIF/AT-503	TC0204013	ATN/MT-8058-UR	Strengthening Airport Security in Uruguay	DINACIA	I	10-Oct-02	In execution	500,000	40.00

No.	Memo #	Project #	ATN #	Name	Exec. Agency	FCL	Approval	Status	MIF Amount	% Disb
36	MIF/AT-543	TC0110019	ATN/ME-8425-UR	Development of Independent Credit Rating for SME's	LIDECO	IIIa	09-Sep-03	In execution	350,000	22.61
37	MIF/AT-552	TC0112012	ATN/MT-8453-UR	Strengthening Competition and Consumer Protection	DGC	I	01-Oct-03	In execution	490,000	30.66
38	MIF/AT-553	TC0304013	ATN/MT-8476-UR	Accounting and Auditing International Standards	CCEAU	I	10-Oct-03	In execution	395,000	10.63
39	MIF/AT-566	TC0304031	ATN/ME-8541-UR	Development of Enterprise Network for the Wine Industry	ABE	IIIa	10-Dec-03	In execution	470,000	34.22
40	MIF/AT-576	TC0306029	ATN/ME-8601-UR	Strengthening the Nandu Production Chain	AUCRINA	IIIa	08-Jan-04	In execution	463,000	16.71
41	MIF/AT-593	UR-M1001	ATN/ME-8723-UR	Promoting Ecoefficient Production in SMEs	AIEEM	IIIa	19-May-04	In execution	505,000	9.90
42	MIF/AT-622	UR-M1003	ATN/ME-8950-UR	Internationalization of Groups of Agricultural Producers	EMPRETEC	IIIa	17-Nov-04	In execution	890,000	10.00
43	MIF/AT-654	UR-M1004	ATN/ME-9219-UR	Institutional Strengthening of FUCAC	FUCAC	IIIa	31-May-05	Approved	200,000	0.00
								MIF Total	37,677,841	

DOCUMENT OF THE INTER-AMERICAN DEVELOPMENT BANK
MULTILATERAL INVESTMENT FUND

PROPOSED RESOLUTION MIF/DE-___/05

Regional. Nonreimbursable Technical Cooperation ATN/ME-____-RG
Support for International Trade Liberalization and Integration Processes

The Donors Committee of the Multilateral Investment Fund

RESOLVES:

1. That the President of the Inter-American Development Bank or such representative as he shall designate is authorized, in the name and on behalf of the Bank, as Administrator of the Multilateral Investment Fund, to enter into such agreements as may be necessary with the Sociedad Rural Argentina (SRA), the Instituto de Comercio y Negociaciones Externas (ICONE) of Brasil, the Asociación Rural del Paraguay (ARP), and the Asociación Rural del Uruguay (ARU), and to take such additional measures as may be pertinent for the execution of the project proposal contained in document MIF/AT-____ with respect to technical cooperation for the support for the international trade liberalization and integration processes.

2. That up to the amount of US\$3,235,937 or its equivalent in other convertible currencies, shall be authorized for the purpose of this resolution, chargeable to the technical cooperation resources of the Small Enterprise Development Facility of the Multilateral Investment Fund.

3. That the above-mentioned sum is to be provided on a nonreimbursable basis.

LEGIII/RG-614269-05
RG-M1015