



File Classification: COFAB-ATN/CF-9245-RS

June 27, 2005

Mr. Janos Bonta  
The Netherlands Development Finance Company  
Head, Latin America and the Caribbean  
P.O Box 93060  
2509 AB  
The Hague, Netherlands

**Re: Inter-American Development Bank – The Netherlands Development Finance Company’s contribution concerning the Eighth Inter-American Forum on Microenterprise: “Expanding the Frontier of Microenterprise – The Commitment to Reach Everyone”.**

Dear Mr. Bonta:

By means of this letter agreement, the Inter-American Development Bank (the “IADB”) is pleased and honored to acknowledge and accept the offer of a grant of twenty five thousand U.S. dollars (U.S.\$25,000) (the “Contribution”) from The Netherlands Development Finance Company (the “FMO”) to support the Eighth Inter-American Forum on Microenterprise: “Expanding the Frontier of Microenterprise – The Commitment to Reach Everyone” (the “Forum”) that is expected to take place in Santa Cruz de la Sierra, Bolivia, on October 5, 6 and 7, 2005, substantially on the terms described in the attachment hereto (the “Attachment”) and in the IADB Technical Cooperation RG-T1101.

The Contribution will be accounted for separately from IADB’s assets at the discretion of the IADB, and will be administered together with other contributions received by the IADB.

The utilization of the Contribution will be subject to the following terms:

1. The FMO shall make available twenty five thousand U.S. dollars (U.S.\$25,000) to cover general expenses of the Forum, unless the parties agree otherwise in writing. Any major deviations from the objectives or activities described herein (including the Attachment) will require the FMO’s written approval. The Contribution shall be made in U.S. dollars and the IADB shall have the right to exchange the funds into other currencies at its discretion, without assuming any risk in the conversion of currencies.

2. The Contribution shall be transferred to the IADB in full in a single installment, upon the IADB's written request, to the account #04404221 "Inter-American Development Bank - Cofinancing Account" opened by the IADB at Deutsche Bank America Trust, New York (swift # BKTRUS33XXX). Such account is denominated in U.S. dollars.
3. The FMO acknowledges and agrees that the Contribution shall be completely untied and that the procurement of goods and services to be financed with the Contribution shall be undertaken in accordance with the IADB's policies and procedures. The IADB may keep for its own account, as compensation for its administrative costs in relation to the Contribution, any investment income generated by the Contribution pending its disbursement for the Forum.
4. Unless otherwise agreed between the FMO and the IADB in writing, any portion of the Contribution not used for the purposes described herein shall be cancelled and returned to the FMO as soon as possible after the Forum takes place.
5. The IADB shall provide to the FMO information on the use of the Contribution and the Forum as may be maintained by the IADB in the course of its regular operations, and that the FMO may reasonably request in writing.
6. The IADB shall list the FMO as a sponsor in the Forum materials, as per the letter from the IADB to the FMO dated June 22, 2005 (a copy of which is attached herewith). The IADB may also use the FMO's name and/or logo in any other way or form in the Forum materials, including any publications and/or advertisements. The FMO agrees to obtain the IADB's written consent before using the IADB's name in any way or form, related or not to the Forum.
7. The FMO will be regarded as a sponsor of the Forum. The FMO acknowledges that no other benefits will be afforded to the FMO as a result of the Contribution.
8. The FMO further acknowledges that the IADB's commitment to use the Contribution as contemplated herein shall be subject to the IADB's formalization of all internal approval necessary for the Forum.
9. At the IADB, the Micro, Small and Medium Enterprise Division of the Sustainable Development Department (SDS/MSM) shall have technical responsibility for the Forum, including specific coordination with the FMO regarding the Forum and any reporting requirements related thereto. The contact person at SDS/MSM is Mr. Alvaro R. Ramírez, Chief (tel: (202) 623-1604, e-mail: [alvaror@iadb.org](mailto:alvaror@iadb.org)). The Cofinancing Division of the Financial Support Services Subdepartment of the Regional Operations Department 2 (RE2/FSS/CEP) will be responsible for forwarding to the FMO the transfer request mentioned in paragraph 2. The contact person at RE2/FSS/CEP is Mr. Bertus J. Meins, Chief (tel: (202) 623-2914, e-mail: [bertusm@iadb.org](mailto:bertusm@iadb.org)).
10. Any communications addressed to the FMO in connection with this letter agreement will be sent to your attention at the address mentioned above.
11. Subject to its policies and procedures with respect to the disclosure of information, the IADB may make this letter agreement publicly available.

On behalf of the IADB, I wish to express our sincere appreciation for the important support provided by the FMO for the Forum.

Sincerely,



\_\_\_\_\_  
Bertus J. Meins  
Chief, Cofinancing Division  
Financial Support Services Subdepartment  
Regional Operations Department 2

Acknowledged and agreed  
For The Netherlands Development Finance Company (FMO)



\_\_\_\_\_  
Janos Bonta  
Head, Latin America and the Caribbean

Date: June \_\_, 2005

**Eighth Inter-American Forum on Microenterprise:  
“Expanding the Frontiers of Microenterprise: The Commitment to Reach Everyone”**

**5, 6, and 7 October 2005  
Santa Cruz de la Sierra, Bolivia**

The Micro, Small and Medium Enterprise Division of the Inter-American Development Bank is pleased to announce the Eighth Inter-American Forum on Microenterprise. This year's theme is: *“Expanding the Frontiers of Microenterprise: The Commitment to Reach Everyone”*. We expect to have over 1,000 participants from Latin America, the Caribbean, and other parts of the world, providing a meeting point where participants will have the opportunity to make contacts and share experiences.

The Eighth Forum will bring together investors, donor agencies, and microenterprise service providers, including NGOs, commercial banks, cooperatives, and community organizations.

The objectives of the Eighth Forum will be to promote the sharing of strategies and practices which are being developed and applied in both urban and rural areas, to assist microenterprises overcome new and existing challenges in an increasingly demand environment, and to expand the services to include microenterprises that are poor, marginalized, and operate in smaller local communities. The Forum will seek to spread the most successful experiences in the region, by giving the participants the necessary technical and conceptual tools, and by encouraging discussions on the provision of financial and business-development services for microenterprises and small businesses.

The 2005 Forum will include innovative workshops and panels aimed at:

1. Exploring experiences and best practices in the provision of financial services, including to underserved and marginalized groups such as women and indigenous people;
2. Analyzing strategies and practices for stimulating growth and productivity in the sector through the development of markets, the strengthening of production chains, and the improvement of competitiveness of microenterprises;
3. Encouraging debates about how to best create and maintain an environment that actively supports and fosters enterprise development;

Facilitating and promoting the discussion about lessons learned and how to apply these in future initiatives.

BANCO INTERAMERICANO DE DESARROLLO  
BANCO INTERAMERICANO DE DESENVOLVIMENTO



INTER-AMERICAN DEVELOPMENT BANK  
BANQUE INTERAMERICAINE DE DEVELOPPMENT

*Division Chief, Micro, Small and Medium Enterprise Division  
Sustainable Development Department*

Washington, D.C., 22 June, 2005

Jarl Heijstee  
Investment Officer Latin America  
FMO Netherlands Finance for Development  
P.O. Box 93060  
2509 AB The Hague  
The Netherlands

Dear Mr. Heijstee,

I would like to take this opportunity to express my gratitude to the FMO Netherlands for the generous offer to act as a sponsor to the VIII Inter-American Forum in Microenterprise, which will take place in Santa Cruz de la Sierra, Bolivia, from 5-7 October, 2005.

The contribution to the Forum will be in the amount of US\$25,000, as specified in a Letter of Agreement between FMO Netherlands, and the SDS/MSM of the IDB. The FMO contribution will be acknowledged the following way:

1. The logo of FMO Netherlands will be included in all material of the event; please send your logo in a high resolution format to [foromic@iadb.org](mailto:foromic@iadb.org) as soon as possible.
2. The logo of FMO Netherlands in all the banners of the Forum.
3. 10 registrations; registration can be done through our website [www.foromic.org](http://www.foromic.org), using a special code supplied by the IDB (available in late May).
4. 1 stand in the Exhibit Center; a stand has been reserved for FMO Netherlands.
5. A add space for FMO Netherlands of ½ page in the Forum magazine "Microenterprise Américas".
6. An FMO representative will participate as moderator or speaker at the event.

We are very happy to count on your generous contribution to this important event, and hope for other opportunities to collaborate on activities that further micro and small enterprise development.

Yours Sincerely,

  
Avaro Ramirez