

University Outreach Program for
Micro and Small Entrepreneurs

(TC-95-06-48-9-RG-CO)

(TC-95-07-01-5-RG-EC)

EXECUTIVE SUMMARY

EXECUTING AGENCY: La Universidad Pontificia Javeriana, in Bogotá, Colombia, and La Pontificia Universidad Católica de Ecuador, in Quito, Ecuador.

BENEFICIARIES: Micro and small entrepreneurs of Colombia and Ecuador

OBJECTIVE: The objective of this project is to promote and improve the access of technical assistance services by micro and small entrepreneurs. The goal of the project is to strengthen the competitiveness of Colombia and Ecuadorian micro and small enterprises by elaborating a university-based delivery system for appropriate, efficient, and self-sustainable technical support. This innovative mechanism hinges on the strengths of the University (i.e. state of the art training and technical assistance methodologies) and the NGOs (i.e. expertise in field work with the micro and small entrepreneurs). Specific, firm-level technical assistance will be the project's main deliverable.

DESCRIPTION: The project has three components:

Institutional set-up. This component will aim at establishing a innovative institutional framework to deliver technical assistance services to MEs. This innovative approach will be set up with the participation of the Universidad Católica in Quito, Universidad Javeriana in Colombia, and a network of NGOs in both countries. Universidad Javeriana in Colombia and Universidad Católica in Ecuador will be the executing agencies of the proposed operation.

Promotion and Delivery of Technical Support Services. The technical assistance provided in this project will be contextual, defined by the needs of the individual micro and small enterprise client. In general, however, the project will deliver technical assistance in the following areas: (i) product

commercialization: linkage to markets with greater disposable income (market intelligence, product design, etc.), (ii) production management: (quality control, inventory control, work flow systems, shopfloor authority structures, cost accounting, etc.), (iii) strategic planning and business plan preparation, especially with NGOs offering credit; and (iv) appropriate technology transfer.

Information Systems Set-up. This component aims at providing local micro and small entrepreneurs access to international and local information systems where the content is appropriate to improving micro and small enterprise prospects. The objective of this component is to improve user access to those systems which already exist nationally in both countries not to set up a duplicate information system. The details of how the project will accomplish the task of improving micro and small enterprise use of the existing systems will be established by close collaboration between the local universities and information experts as the project moves to start-up. Emphasis will be placed on the interface between information and final user (mainly individuals or clusters of micro and small entrepreneurs).

FINANCING:

Modality:	Grant
MIF:	US\$5.285.626
Other contributions:	
Javeriana:	US\$ 377.900
Católica:	US\$ 423.100
Users:	US\$2.746.700
Total:	US\$8.833.326

**IMPLEMENTATION
SCHEDULE:**

Execution period:	36 months
Disbursement period:	42 months

**ENVIRONMENTAL
CLASSIFICATION:**

The Environmental Committee, at its meeting of September 27, 1995, classified this as a Category II operation.

**SPECIAL
CONTRACTUAL
CONDITIONS:**

In addition to the general contractual conditions to which this operation will be subject, the following special conditions will also have to be included:

1. Prior to the first disbursement of the Contribution, each Executing Agency shall submit to the Bank for its approval: (a) the names, curricula vitae, and terms of reference of the candidates for project director and for NGO coordinators of the Program; and (b) the letter

will be placed on the dissemination of the information and the interface information-user.

- d. Once the database is in place and the delivery methodology established, the project will start providing information services to the small and MEs as a complement to the technical assistance and training services offered by this project.

E. Expected Results

3.23 The expected results of this operation could be grouped as follows:

- a. The establishment and operation of an innovative and self-sustainable institutional mechanism to deliver technical support services to small and MEs. This mechanism will be formed by Universidad Javeriana in Colombia, Universidad Católica in Ecuador and a network of NGOs in both countries.
- b. The project has estimated that an average of 1500 enterprises in each country will be approached every year across the life of the project (a total of approximately 9,128 enterprises approached). In the first year of the project in each country, when there will be the inevitable start-up inertia, the budget has assumed that approximately 1,200 firms will be approached, in the second year approximately 1,500, and in the third year approximately 1,800⁶. This represents an expansion of 25% in enterprises approached each year. A 75% rejection rate for business promotional diagnosis was forecasted at the outset. The project estimates assume that the project will be able to reduce the rejection rate by 10% each year, so that in the project's second year the rejection rate will fall to 68% and then to 61% in the third year.
- c. The proposed operation is expected to increase regional trade between Ecuador and Colombia since it will support regional exchanges between Universities, NGOs and small and MEs of both countries, and therefore the development of trade and business opportunities between them. In addition, the operation will:
(i) link these two regional Universities with Georgetown University, offering U.S. market intelligence to small and MEs of both countries, and (ii) identify and develop new business opportunities and potential partnerships with US companies.

6/ These estimates and those of the number of firms who will eventually receive technical assistance or training across the life of the project were determined by an estimate of the institutional capacities of the participating NGOs and of the university going into the second year. It was thought that the first year would be slower because of the inevitable difficulties associated with start-up, even though the services themselves would be much more heavily subsidized and thus in much greater demand that year. In the second and third years, the demand for services should slacken somewhat as the subsidy is reduced. However, small and microentrepreneur perceptions of the value of these services will be changing positively as the process unfolds. The estimates represent a balancing of these factors.

- 3.24 It is estimated that each country will manage to approach roughly the same number of clients and that the rejection/acceptance rates will be roughly equal. Thus, looking at both countries, 9,128 firms should be approached in the life of the project and 3,048 will receive a preliminary diagnostic. It has been assumed that of the 3,048 who receive a preliminary diagnostic, approximately 2,286 (or 3 out of every 4) will continue on in a program of technical assistance. Most of the remainder of those who accept the program are expected to enroll in an appropriate training course indicated by the original diagnostic. Some microentrepreneurs will enroll in both technical assistance and training

F. Cost and Financing of the Project

- 3.25 The total budget of the project for three years amount to 8,833,326 US\$. The IDB/MIF is requested to contribute with 5,285,626 US\$, the local counterpart will contribute with 801,000 US\$ and the user fees will amount to 2,746,700 US\$. The budget details follow.

Consolidated Budget - Three Years Totals

Components	MIF	Universidad Javeriana & Católica	User Fees	Total
I. Institutional set up & Operation	606,600	589,200	0	1,195,800
II. Promotion and delivery of technical support services (technical assistance and training)	3,939,100	168,900	2,615,900	6,723,900
III. Information systems set up	451,126	0	0	451,126
Contingencies	288,800	42,900	130,800	462,500
Subtotals	5,285,626	801,000	2,746,700	8,833,326

- 3.26 Georgetown University will contribute to the project setting up the meeting arrangements (use of facilities, staff in charge, etc.) during the use of the satellite (tele-conferences).
- 3.27 The IDB/MIF's contribution will be disbursed to the executing agencies (Universidad Javeriana in Colombia and Universidad Católica in Ecuador) using the standard procedures of the IDB/MIF. A revolving funds of 10% will be established with each University.
- 3.28 Prior to the first disbursement of the Contribution, each Executing Agency shall submit to the Bank for its approval: (a) the names, curricula vitae, and terms of reference of the candidates for project director and for NGO coordinators of the Program; (b) the letter of understanding to be signed between the two executing agencies for the purpose of coordinating Program

UNIVERSIDAD JAVERIANA - COLOMBIA
SUMMARY OF COSTS (THREE YEAR TOTALS)
(US\$)

ANNEX V-1
Page 1 of 6

DESCRIPTION	MIF	JAVERIANA /NGO	USERS	TOTAL
MANAGEMENT	319,300	274,500		593,800
2. <u>INDIVIDUAL CONSULTANTS</u>	<u>180,000</u>	<u>99,000</u>		<u>279,000</u>
2.1 HONORARIA				
PROJECT DIRECTOR (CITE)	108,000			108,000
COORDINATOR NGO'S (2)	72,000	72,000		144,000
DIRECTOR (CITE)		27,000		27,000
6. <u>GENERAL SUPPORT</u>	<u>139,300</u>	<u>175,500</u>		<u>314,800</u>
6.1 LOCAL		72,000		72,000
6.3 EQUIPMENT	31,300			31,300
6.4 SUPPLIES	37,500	7,500		45,000
6.6 SUPPORT PERSONNEL	40,500	36,000		76,500
6.7 COMMUNICATIONS	30,000	30,000		60,000
6.9 OTHER		30,000		30,000
PROJECT SERVICES	1,791,763	83,000	1,415,200	3,289,963
TRAINING	137,000	7,200		144,200
2. <u>INDIVIDUAL CONSULTANTS</u>	<u>84,500</u>			<u>84,500</u>
2.1 HONORARIA	84,500			84,500
6. <u>GENERAL SUPPORT</u>	<u>52,500</u>	<u>7,200</u>		<u>59,700</u>
6.1 LOCAL		7,200		7,200
6.4 SUPPLIES	4,500			4,500
6.7 COMMUNICATIONS	36,000			36,000
6.9 OTHER	12,000			12,000
PROGRAM PROMOTION & ME'S DIAGNOSTIC	169,600		165,600	335,200
2. <u>INDIVIDUAL CONSULTANTS</u>	<u>169,600</u>		<u>165,600</u>	<u>335,200</u>
2.2 FEES	169,600		165,600	335,200
PROGRAM PUBLICITY	11,300	33,800		45,100
2. <u>INDIVIDUAL CONSULTANTS</u>	<u>11,300</u>	<u>33,800</u>		<u>45,100</u>
2.2 FEES	11,300	33,800		45,100
TECHNICAL ASSISTANCE (SPECIALIZED CONSULTANTS)	734,300		979,500	1,713,800
2. <u>INDIVIDUAL CONSULTANTS</u>	<u>734,300</u>		<u>979,500</u>	<u>1,713,800</u>
2.2 FEES	734,300		979,500	1,713,800
ENTREPRENEUR TRAINING	16,300	19,000	155,100	190,400
3. <u>PARTICIPANTS</u>	<u>16,300</u>	<u>19,000</u>	<u>155,100</u>	<u>190,400</u>
3.1 FEES	16,300	19,000	155,100	190,400
INFORMATION SYSTEMS-CONSULTING FIRM	225,563			225,563
1. <u>CONSULTING FIRM</u>	<u>225,563</u>			<u>225,563</u>
1.1 FEES	192,896			192,896
1.2 EQUIPMENT	26,667			26,667
1.9 OTHER	6,000			6,000
EXPORT MARKETING - CONSULTING FIRM	183,996			183,996
1. <u>CONSULTING FIRM</u>	<u>183,996</u>			<u>183,996</u>
1.1 FEES	180,996			180,996
1.9 OTHER	3,000			3,000
TECHNOLOGY TRANSFER-CONSULTING FIRM	44,004			44,004
1. <u>CONSULTING FIRM</u>	<u>44,004</u>			<u>44,004</u>
1.1 FEES	42,504			42,504
1.9 OTHER	1,500			1,500

UNIVERSIDAD JAVERIANA - COLOMBIA
SUMMARY OF COSTS (THREE YEAR TOTALS)
(US\$)

DESCRIPTION	MIF	JAVERIANA /NGO	USERS	TOTAL
FINANCE LINKAGES-CONSULTING FIRM	18,000			18,000
1. <u>CONSULTING FIRM</u>	18,000			18,000
1.1 FEES	16,500			16,500
1.9 OTHER	1,500			1,500
EXCHANGES JAVERIANA/CATOLICA	49,600	23,000		72,600
5. <u>OTHER STAFF</u>	49,600	21,200		70,800
5.1 TRAVEL	49,600	21,200		70,800
6. <u>GENERAL SUPPORT</u>		1,800		1,800
6.1 LOCAL		1,800		1,800
ENTREPRENEUR CONTACTS	92,000		115,000	207,000
5. <u>OTHER STAFF</u>	92,000		115,000	207,000
5.1 TRAVEL	92,000		115,000	207,000
PROGRAM EVALUATION SERVICES	98,100			98,100
2. <u>INDIVIDUAL CONSULTANTS</u>	98,100			98,100
2.1 HONORARIA	49,000			49,000
2.5 BUSINESS TRAVEL	49,100			49,100
AUDITING SERVICES	12,000			12,000
1. <u>CONSULTING FIRM</u>	12,000			12,000
1.1 FEES	12,000			12,000
98. CONTINGENCIES	154,300	20,400	70,800	245,500
SUBTOTAL	2,265,363	377,900	1,486,000	4,129,263
RESERVED FUND	445,800			445,800
TOTAL	2,711,163	377,900	1,486,000	4,575,063

UNIVERSIDAD CATOLICA - ECUADOR
SUMMARY OF COSTS (THREE YEAR TOTALS)
(US\$)

DESCRITION	MIF	CATOLICA /NGO	USERS	TOTAL
MANAGEMENT	287,300	314,700		602,000
2. <u>INDIVIDUAL CONSULTANTS</u>	<u>168,000</u>	<u>93,000</u>		<u>261,000</u>
2.1 HONORARIA				
PROJECT DIRECTOR (CEDEPEM)	96,000			96,000
COORDINATOR NGO'S (2)	72,000	66,000		138,000
DIRECTOR (CEDEPEM)		27,000		27,000
6. <u>GENERAL SUPPORT</u>	<u>119,300</u>	<u>221,700</u>		<u>341,000</u>
6.1 LOCAL		108,000		108,000
6.3 EQUIPMENT	29,000			29,000
6.4 SUPPLIES	42,000			42,000
6.6 SUPPORT PERSONNEL	10,800	48,600		59,400
6.7 COMMUNICATIONS	37,500	37,500		75,000
6.9 OTHER		27,600		27,600
PROJECT SERVICES	1,774,463	85,900	1,200,700	3,061,063
TRAINING	137,000	7,200		144,200
2. <u>INDIVIDUAL CONSULTANTS</u>	<u>84,500</u>			<u>84,500</u>
2.1 HONORARIA	84,500			84,500
6. <u>GENERAL SUPPORT</u>	<u>52,500</u>	<u>7,200</u>		<u>59,700</u>
6.1 LOCAL		7,200		7,200
6.4 SUPPLIES	4,500			4,500
6.7 COMMUNICATIONS	36,000			36,000
6.9 OTHER	12,000			12,000
PROGRAM PROMOTION & ME'S DIAGNOSTIC	128,900		168,200	297,100
2. <u>INDIVIDUAL CONSULTANTS</u>	<u>128,900</u>		<u>168,200</u>	<u>297,100</u>
2.2 FEES	128,900		168,200	297,100
PROGRAM PUBLICITY	11,300	33,800		45,100
2. <u>INDIVIDUAL CONSULTANTS</u>	<u>11,300</u>	<u>33,800</u>		<u>45,100</u>
2.2 FEES	11,300	33,800		45,100
TECHNICAL ASSISTANCE (SPECIALIZED CONSULTANTS)	771,200		771,200	1,542,400
2. <u>INDIVIDUAL CONSULTANTS</u>	<u>771,200</u>		<u>771,200</u>	<u>1,542,400</u>
2.2 FEES	771,200		771,200	1,542,400
ENTREPRENEUR TRAINING	16,300	19,000	155,100	190,400
3. <u>PARTICIPANTS</u>	<u>16,300</u>	<u>19,000</u>	<u>155,100</u>	<u>190,400</u>
3.1 FEES	16,300	19,000	155,100	190,400
INFORMATION SYSTEMS-CONSULTING FIRM	225,563			225,563
1. <u>CONSULTING FIRM</u>	<u>225,563</u>			<u>225,563</u>
1.1 FEES	192,896			192,896
1.2 EQUIPMENT	26,667			26,667
1.9 OTHER	6,000			6,000
EXPORT MARKETING - CONSULTING FIRM	183,996			183,996
1. <u>CONSULTING FIRM</u>	<u>183,996</u>			<u>183,996</u>
1.1 FEES	180,996			180,996
1.9 OTHER	3,000			3,000
TECHNOLOGY TRANSFER-CONSULTING FIRM	44,004			44,004
1. <u>CONSULTING FIRM</u>	<u>44,004</u>			<u>44,004</u>
1.1 FEES	42,504			42,504
1.9 OTHER	1,500			1,500

UNIVERSIDAD CATOLICA - ECUADOR
SUMMARY OF COSTS (THREE YEAR TOTALS)
(US\$)

DESCRITION	MIF	CATOLICA /NGO	USERS	TOTAL
FINANCE LINKAGES-CONSULTING FIRM	18,000			18,000
1. <u>CONSULTING FIRM</u>	<u>18,000</u>			<u>18,000</u>
1.1 FEES	16,500			16,500
1.9 OTHER	1,500			1,500
EXCHANGES JAVERIANA/CATOLICA	56,300	25,900		82,200
5. <u>OTHER STAFF</u>	<u>56,300</u>	<u>24,100</u>		<u>80,400</u>
5.1 TRAVEL	56,300	24,100		80,400
6. <u>GENERAL SUPPORT</u>		<u>1,800</u>		<u>1,800</u>
6.1 LOCAL		1,800		1,800
ENTREPRENEUR CONTACTS	82,600		106,200	188,800
5. <u>OTHER STAFF</u>	<u>82,600</u>		<u>106,200</u>	<u>188,800</u>
5.1 TRAVEL	82,600		106,200	188,800
PROGRAM EVALUATION SERVICES	87,300			87,300
2. <u>INDIVIDUAL CONSULTANTS</u>	<u>87,300</u>			<u>87,300</u>
2.1 HONORARIA	49,000			49,000
2.5 BUSINESS TRAVEL	38,300			38,300
AUDITING SERVICES	12,000			12,000
1. <u>CONSULTING FIRM</u>	<u>12,000</u>			<u>12,000</u>
1.1 FEES	12,000			12,000
98. CONTINGENCIES	134,500	22,500	60,000	217,000
SUBTOTAL	2,196,263	423,100	1,260,700	3,880,063
RESERVED FUND	378,200			378,200
TOTAL	2,574,463	423,100	1,260,700	4,258,263

**CONSOLIDATED BUDGET
SUMMARY OF COSTS (THREE YEAR TOTALS)
(US\$)**

DESCRIPTION	MIF	JAV/CAT/ NGO	USERS	TOTAL
MANAGEMENT	606,600	589,200		1,195,800
2. <u>INDIVIDUAL CONSULTANTS</u>	<u>348,000</u>	<u>192,000</u>		<u>540,000</u>
2.1 HONORARIA				
PROJECT DIRECTOR (CEDEPEM + CITE)	204,000			204,000
COORDINATOR NGO'S (4)	144,000	138,000		282,000
DIRECTOR (CEDEPEM+CITE)		54,000		
6. <u>GENERAL SUPPORT</u>	<u>258,600</u>	<u>397,200</u>		<u>655,800</u>
6.1 LOCAL	0	180,000		180,000
6.3 EQUIPMENT	60,300			60,300
6.4 SUPPLIES	79,500	7,500		87,000
6.6 SUPPORT PERSONNEL	51,300	84,600		135,900
6.7 COMMUNICATIONS	67,500	67,500		135,000
6.9 OTHER		57,600		57,600
PROJECT SERVICES	3,566,226	168,900	2,615,900	6,351,026
TRAINING	274,000	14,400		288,400
<u>INDIVIDUAL CONSULTANTS</u>	<u>169,000</u>			<u>169,000</u>
2.1 HONORARIA	169,000			169,000
6. <u>GENERAL SUPPORT</u>	<u>105,000</u>	<u>14,400</u>		<u>119,400</u>
6.1 LOCAL		14,400		
6.4 SUPPLIES	9,000			9,000
6.7 COMMUNICATIONS	72,000			72,000
6.9 OTHER	24,000			24,000
PROGRAM PROMOTION & ME'S DIAGNOSTIC	298,500		333,800	632,300
2. <u>INDIVIDUAL CONSULTANTS</u>	<u>298,500</u>		<u>333,800</u>	<u>632,300</u>
2.2 FEES	298,500		333,800	632,300
PROGRAM PUBLICITY	22,600	67,600		90,200
2. <u>INDIVIDUAL CONSULTANTS</u>	<u>22,600</u>	<u>67,600</u>		<u>90,200</u>
2.2 FEES	22,600	67,600		90,200
TECHNICAL ASSISTANCE (SPECIALIZED CONSULTANTS)	1,505,500		1,750,700	3,256,200
2. <u>INDIVIDUAL CONSULTANTS</u>	<u>1,505,500</u>		<u>1,750,700</u>	<u>3,256,200</u>
2.2 FEES	1,505,500		1,750,700	3,256,200
ENTREPRENEUR TRAINING	32,600	38,000	310,200	380,800
3. <u>PARTICIPANTS</u>	<u>32,600</u>	<u>38,000</u>	<u>310,200</u>	<u>380,800</u>
3.1 FEES	32,600	38,000	310,200	380,800
INFORMATION SYSTEMS-CONSULTING FIRM	453,792			453,792
1. <u>CONSULTING FIRM</u>	<u>453,792</u>			<u>453,792</u>
1.1 FEES	385,792			385,792
1.2 EQUIPMENT	56,000			56,000
1.9 OTHER	12,000			12,000
EXPORT MARKETING - CONSULTING FIRM	367,992			367,992
1. <u>CONSULTING FIRM</u>	<u>367,992</u>			<u>367,992</u>
1.1 FEES	361,992			361,992
1.9 OTHER	6,000			6,000
TECHNOLOGY TRANSFER-CONSULTING FIRM	88,008			88,008
1. <u>CONSULTING FIRM</u>	<u>88,008</u>			<u>88,008</u>
1.1 FEES	85,008			85,008
1.9 OTHER	3,000			3,000

**CONSOLIDATED BUDGET
SUMMARY OF COSTS (THREE YEAR TOTALS)
(US\$)**

DESCRIPTION	MIF	JAV/CAT/ NGO	USERS	TOTAL
FINANCE LINKAGES-CONSULTING FIRM	36,000			36,000
1. <u>CONSULTING FIRM</u>	<u>36,000</u>			<u>36,000</u>
1.1 FEES	33,000			33,000
1.9 OTHER	3,000			3,000
EXCHANGES JAVERIANA/CATOLICA	105,900	48,900		154,800
5. <u>OTHER STAFF</u>	<u>105,900</u>	<u>45,300</u>		<u>151,200</u>
5.1 TRAVEL	105,900	45,300		151,200
6. <u>GENERAL SUPPORT</u>		<u>3,600</u>		
6.1 LOCAL		3,600		
ENTREPRENEUR CONTACTS	174,600		221,200	395,800
5. <u>OTHER STAFF</u>	<u>174,600</u>		<u>221,200</u>	<u>395,800</u>
5.1 TRAVEL	174,600		221,200	395,800
PROGRAM EVALUATION SERVICES	185,400			185,400
2. <u>INDIVIDUAL CONSULTANTS</u>	<u>185,400</u>			<u>185,400</u>
2.1 HONORARIA	98,000			98,000
2.5 BUSINESS TRAVEL	87,400			87,400
AUDITING SERVICES	24,000			24,000
1. <u>CONSULTING FIRM</u>	<u>24,000</u>			<u>24,000</u>
1.1 FEES	24,000			24,000
98. CONTINGENCIES	288,800	42,900	130,800	462,500
SUBTOTAL	4,461,626	801,000	2,746,700	8,009,326
RESERVED FUND	824,000	0	0	824,000
TOTAL	5,285,626	801,000	2,746,700	8,833,326

PROPOSED RESOLUTION

REGIONAL. NONREIMBURSABLE TECHNICAL COOPERATION FOR
THE UNIVERSITY MICROENTERPRISE OUTREACH PROGRAM

The Donors Committee of the Multilateral Investment Fund

RESOLVES:

1. That the President of the Bank, or such representative as he shall designate, is authorized, in the name and on behalf of the Multilateral Investment Fund, to enter into such agreements as may be necessary and to adopt such other measures as may be pertinent for the execution of the Proposal Memorandum referred to in Document MIF/AT-_____ with respect to a technical cooperation with the Universidad Pontificia Javeriana de Colombia for the University Microenterprise Outreach Program.

2. That up to the sum of US\$2,711,163 is authorized for the purposes of this resolution, chargeable to the Small Enterprise Development Facility of the Multilateral Investment Fund.

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

PROPOSED RESOLUTION

REGIONAL. NONREIMBURSABLE TECHNICAL COOPERATION FOR
THE UNIVERSITY MICROENTERPRISE OUTREACH PROGRAM

The Donors Committee of the Multilateral Investment Fund

RESOLVES:

1. That the President of the Bank, or such representative as he shall designate, is authorized, in the name and on behalf of the Multilateral Investment Fund, to enter into such agreements as may be necessary and to adopt such other measures as may be pertinent for the execution of the Proposal Memorandum referred to in Document MIF/AT-_____ with respect to a technical cooperation with the Pontificia Universidad Católica de Ecuador for the University Microenterprise Outreach Program.

2. That up to the sum of US\$2,574,463 is authorized for the purposes of this resolution, chargeable to the Small Enterprise Development Facility of the Multilateral Investment Fund.

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