

*United States Government*  
*FY 02 Trade Capacity Building Assistance (\$US)*

## MACEDONIA

Activity Title	Activity Description	TCB Category	FY 02 Total
Macedonia Business Resource Center	The Macedonia Business Resource Center focuses on ways to increase trade and investment opportunities for Macedonian companies interested in doing business with U.S. companies and other regional partners. It has been designed to improve business management capacity and efficiency, enhance business management consultant skills, define an e-commerce strategy for Macedonia and assist the Government of Macedonia by identifying opportunities, determining expert needs and providing advisory services for developing infrastructure in an ethnically diverse business setting. There is a special focus on promoting ethnic diversity among beneficiaries as well as assisting women owned and operated businesses. Results to date include the creation of privately owned and operated consulting firms, an increase in trade deals and greater exposure to regional markets of competitive Macedonian products. Funded and implemented by USAID/E&E.	WTO Awareness	39,000
		E-Commerce & IT	78,000
		Export Promotion	117,000
		Business Services & Training	468,000
		Other Trade Facilitation	78,000
		<b>Activity Total</b>	<b>780,000</b>
Southeast European Cooperative Initiative (SECI) Trade & Transportation Facilitation in Southeast Europe (TTFSE)	The primary focus of the Southeast European Cooperative Initiative (SECI) is the improvement of commercial processing and the reduction of delays at the borders. This includes such areas as cargo selectivity, valuation fraud, and anti-smuggling. Funded by Department of State and implemented by Customs, Office of International Affairs.	Customs Operation & Administration	<b>653,000</b>

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TA for International Food Safety	<p>In April 2002, the U.S. Food &amp; Drug Administration (FDA) and the US Department of Health and Human Services provided a 2 day training session on food safety to a WTO Accession team from Macedonia. The training focused on the US food safety system and how it has been responsive to US obligations under the WTO SPS Agreement. Discussions also dealt with possible food safety approaches Macedonia might take in positioning the country for accession to WTO. FDA has a long history of working with foreign government organizations to strengthen the scientific, technical or regulatory expertise in other countries. These activities have usually been initiated by foreign governments, but they have also been initiated by FDA to respond to particular issues. FDA's intent in these activities has been to strengthen the overall regulatory and enforcement infrastructure in these countries in order to enhance public health worldwide and to help ensure the viability of the regulatory systems that govern and oversee FDA-regulated products produced in foreign countries and exported to the United States. The activities have the net effect of enhancing the developing countries' abilities to meet U.S. food safety standards, thereby improving market access opportunities in the United States for their food and agricultural products. Funded and implemented by Food and Drug Administration.</p>	Agreement on SPS	<b>1,200</b>

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TA for Stability Pact Countries: Macedonia	<p>The U.S. Federal Trade Commission (FTC) and the Antitrust Division of the U.S. Department of Justice (DOJ) are providing technical assistance to enhance the ability of the competition authorities in the Stability Pact region including Macedonia to apply their competition laws in ways that encourages a more competitive marketplace. The program shares the experience of the FTC and DOJ in detecting, investigating, and appropriately remedying anti-competitive conduct. Subjects addressed have included cartels, abuse of dominance, competition in regulated industries, mergers, and consumer protection in electronic commerce. This assistance has taken the form of regional seminars in which FTC and DOJ career staff transfer their practical skills through interactive hypothetical cases, and has also included short-term visits to competition authorities in the region. The program enhances these authorities' ability to take action against anti-competitive practices that inhibit trade and investment as well as harm domestic consumer welfare. Also in the stability pact nations, FTC recently conducted a seminar about consumer protection and electronic commerce in Budapest, Hungary. Attendees included officials from Macedonia. At this seminar, FTC experts provided assistance on basic consumer protection issues, as well as those fundamental to the growth of electronic commerce, such as development of payment systems and redress mechanisms. Funded by USAID and implemented by Federal Trade Commission.</p>	E-Commerce & IT	7,500
		Competition Policy & Foreign Investment	42,500
		<b>Activity Total</b>	<b>50,000</b>
TCB-related Competitiveness Clusters	<p>The funding shown is a preliminary estimate. The Competitiveness activity will be demand-driven and involve clusters that include trade facilitation and services trade development. The total funding planned for FY02 is \$3,600,000. It is expected that at least \$200,000 will be TCB-related. The comprehensive activity will be designed to address the competitiveness of the private sector, targeting three or more Macedonian "industry clusters" and their key stakeholders. The activity will focus on a coordinated strategy of association development, advocacy, implementing policy change, export promotion and other elements to create a holistic approach to private sector growth. Funded and implemented by USAID/Macedonia.</p>	Export Promotion	70,000
		Business Services & Training	80,000
		Other Services Development	50,000
		<b>Activity Total</b>	<b>200,000</b>

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The Global Trade and Technology Network (GTN)	GTN is an international trade lead matching and technology transfer network that helps small and medium-sized enterprises build trade and business linkages, identify investment opportunities and access new technologies. GTN firms are connected by an Internet-based trade lead matching platform that facilitates trade through on-line matching of technology needs with firms that can provide the product or service requested. GTN builds the capacity of firms to engage in international trade by increasing SME access to commercial information and global markets through an all horizons trade initiative that promotes trade in any GTN country in any sector. GTN also facilitates bilateral trade and technology transfer with the United States. GTN's electronic commerce platform enables firms to establish international trade linkages such as joint ventures, direct sales and purchases, and agent or distributorships. GTN operated in 32 countries, along with a regional program for Sub-Saharan Africa, in FY 2002. In all those countries, GTN had disseminated 545 trade leads and completed 57 deals worth \$35.7 million through May 2002. For more information please see: <a href="http://www.usgtn.net">www.usgtn.net</a> Funded and implemented by USAID/EGAT/BD.	Export Promotion	62,500
		Business Services & Training	62,500
		<b>Activity Total</b>	<b>125,000</b>
U.S. Treasury Office of Tax Assistance Project: Macedonia	The U.S. Internal Revenue Service (IRS) within the Department of the Treasury is providing Treasury OTA with one Resident Advisor to assist the Macedonian tax authorities to improve their Audit and Collection functions and provide guidance on training issues. An efficient tax administration supports sound fiscal policies, improves the climate for business activities, and provides an enabling environment for international trade. Funded by USAID and implemented by Internal Revenue Service.	Financial Sector Dev. & Good Governance	<b>142,585</b>
WTO Accession	WTO Accession activity in Macedonia provides technical assistance to the GOM on the process of accession which includes preparation for WTO negotiations, answers to WTO-members' questions; and harmonizing GOM laws and practices to be consistent with WTO commitments, preparation of offers in the liberalization of trade in goods and initial commitments in services. The implementing contractor is Booz-Allen & Hamilton. Funded and implemented by USAID/Macedonia.	Agreements on Trade in Goods	135,000
		Agreement on Agriculture	135,000
		Agreement on SPS	67,500
		Agreement on TBTs	52,500
		Agreement on Anti-Dumping	15,000
		Agreement on Customs Valuation Methods	60,000
		Agreement on Rules of Origin	7,500
		Agreement on CVMs	15,000
		Agreement on Safeguards	15,000
		General Agreement on Trade in Services	150,000
		Agreement on TRIPS	37,500
		Other WTO Agreements	60,000
		<b>Activity Total</b>	<b>750,000</b>
<b>FY02 Total USG Trade Capacity Building Assistance to MACEDONIA</b>			<b>2,701,785</b>