

United States Government
2006 Trade Capacity Building Assistance (\$US)
COLOMBIA

			FY06 Total
Activity Title	Activity Description	TCB Category	
Agribusiness Program in Colombia (MIDAS)	One component of the Más Inversión para el Desarrollo Alternativo Sostenible (MIDAS) program. Aim is to help Colombian agricultural producers and others involved in illicit products shift into legal activities. The project is designed to provide responsible, larger and new Colombian agribusinesses with an effective combination of financial, training and technical support services to help them develop new or significantly expanded businesses that will increase and sustain income opportunities in or near areas where illicit crops are produced. The project will provide: (1) pre-implementation technical assistance and training needed to produce commercially viable business plans, (2) linkages with other sources of development and implementation support, (3) reimbursement of technical assistance and training to support project implementation, and (4) up-front financial assistance to facilitate project design, loan approvals and implementation. Funded and implemented by USAID/Colombia.	Business Services & Training	2,308,539
		Export Promotion	9,234,155
		Activity Total	11,542,694
Aid to Artisans in Colombia	The goal of the program is to create licit employment, enterprises, and income opportunities for Colombian artisans. Specific objectives are to: (1) strengthen the local capacity of artisans to produce marketable goods that generate increased orders, (2) strengthen business skills and organizations to enhance the ability of Colombian artisans and artisan-based enterprises to improve production capacity and quality, negotiate global markets, and establish and maintain strong business relationships with clients, (3) develop domestic and international markets and promote Colombia as a source of innovative, high-quality handmade products among buyers, (4) increase income for 2,000 artisan households, and (5) generate \$1.75 million in sales during the project and an additional \$3.8 million in the four years following the end of the project in 2007. To date, the program has benefited over 1,650 families by improving product quality and increasing sales. Funded and implemented by USAID/Colombia.	Business Services & Training	200,000
		Export Promotion	800,000
		Activity Total	1,000,000

*Source: USG Trade Capacity Building Database, USAID Data Services,
<http://qesdb.usaid.gov/tcb/index.html>.*

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Alternative Development Component (ADAM) in Colombia	This Alternative Development (ADAM) component develops viable, sustainable on-farm and off-farm income alternatives to illicit drug cultivation by linking producer groups at the local and regional levels to national and international markets, and strengthening, along the way, the links in the production chain that tie growers to buyers. The ADAM component itself is funded at a much higher level, but only the TCB-related portion is included in the funding total here for this activity. Headquarters and five regional offices (Nariño, Cauca, Huila, Norte de Anioquia, and Bolivar) are open and operating. There have been regional roll-out presentations to governors, major stakeholders, and key community leaders. Funded and implemented by USAID/Colombia.	Trade-Related Agriculture	4,368,031
		Activity Total	4,368,031
Cartagena Secure Port Initiative	The technical assistance provided by this activity will support the Port Authority of Cartagena, Sociedad Portuaria Regional de Cartagena S.A., in its efforts to improve maritime cargo security at the Port of Cartagena in Colombia. The Cartagena Secure Port Initiative would promote security enhancements at the Port of Cartagena, which ships over one-quarter of its total container volume to the United States. Funded and implemented by Trade and Development Agency.	Other Trade Facilitation	199,981
		Regional Trade Agreements (RTA)	199,981
		Activity Total	399,962
Colombia Forestry Development Program	The program will expand the production of marketable and profitable forest products and increase incomes throughout the forestry sector in Colombia, providing alternative sources of income to the rural communities where forestry activities are centered, as well as improving or creating more integrated production chains. One of the main goals of the Colombia Forestry Development Program is to assist the private commercial forestry sector to improve efficiency through better technology, utilization of raw materials, and knowledge of their markets for their products. Four main thematic areas: (1) forest policy improvement, (2) support of the forestry initiative in Plan Colombia, (3) improve production and income generation in the forestry sector and, (4) create a forestry development fund to assist in work plans, marketing and feasibility studies. In 2006, this activity contributed to having a new Colombian Forestry law approved. Funded and implemented by USAID/Colombia.	Environmental Trade & Standards	1,380,000
		Business Services & Training	460,000
		Export Promotion	460,000
		Activity Total	2,300,000

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United States Government
2006 Trade Capacity Building Assistance (\$US)
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Colombian Agribusiness Partnership Program (CAPP)	The Colombian Agricultural Partnership Program (CAPP) assists agribusinesses primarily by identifying qualified private sector partners, the careful evaluation of proposed projects, and the application of mechanisms for assistance tailored specifically to requirements of the project. Each activity must have a technical assistance package managed by the CAPP enterprise at the producer level and every other level to ensure products are handled properly. While all CAPP activities must be market driven, technical assistance must be provided to ensure that the most efficient, and therefore profitable, business operations are established. A total of 34 agribusiness projects totaling \$204 million have been approved for implementation, with a total U.S. Agency for International Development (USAID) contribution of only \$24 million. The number of hectares of licit crops supported is 24,000, and the number of rural families impacted is 8,620. Funded and implemented by USAID/Colombia.	Business Services & Training	877,600
		Export Promotion	3,510,400
		Activity Total	4,388,000
Colombian Enterprise Development (CED) Program	The Colombian Enterprise Develop (CED) program rapidly and effectively provides integrated assistance to small- and medium-sized enterprises (SMEs) in secondary cities. It organizes SMEs through market-enhancing interventions based on international best practices, identifies markets, creates integrated business development services, and is establishing a financial services clearinghouse. CED has established a national network of operators who have evaluated over 1,100 projects and is currently assisting 993 SMEs at a cost of roughly \$3 million. Investments to date will generate 7,000 new jobs in secondary cities. CED has closely coordinated with commercial banks to promote its program and to encourage bank customers to actively participate in SME expansion. CED has trained local consulting firms to increase their capacity to perform business expansion plans. The SMEs provide 50 percent of the cost of preparing the business expansion plans. Funded and implemented by USAID/Colombia.	Financial Sector Dev. & Good Governance	18,600
		Business Services & Training	46,500
		Export Promotion	27,900
		Activity Total	93,000

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United States Government
2006 Trade Capacity Building Assistance (\$US)
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Establishment of an SME Risk Capital Fund in Colombia	The purpose of the financial and technical support is the establishment of a small- and medium-sized enterprise (SME) risk capital fund in Colombia and the utilization of the fund to channel medium and long-term financial capital and management and technology transfer expertise to high-potential Colombian SMEs. The fund would thus be expected play a critical role in providing an ample source of equity and subordinated debt investments in high-potential SMEs that would otherwise lack access to sustainable market-based financing. The activity successfully established the first SME Risk Capital Fund in Colombia, which was capitalized at approx. \$17 million with majority funding from private Colombian pension and insurance companies. In addition, the activity supported critical regulatory reforms required to facilitate private pension / insurance fund investment in private equity funds. Funded and implemented by USAID/Colombia.	Competition Policy & Foreign Investment	600,000
		Financial Sector Dev. & Good Governance	600,000
		Business Services & Training	200,000
		Export Promotion	600,000
		Activity Total	2,000,000
Improving Sanitary and Phytosanitary Standards - Colombia	With the technical assistance of the Animal and Plant Health Inspection Service (APHIS) of the U.S. Department of Agriculture (USDA), the overall purpose of the grant is to organize, equip and staff a phytosanitary center of excellence (CEF) in Bogotá to: (1) carry out pest risk analyses (PRA) and operate a global positioning system (GPS) for pest control and monitoring of a broad number of Colombian exotic and common fruits, and (2) carry out quarantine research and treatments to complement PRA and complete phytosanitary protocols for pest mitigation (CEMIP). To date, the CEF is fully operational, with highly specialized staff and equipment. Pest risk analyses for Uchuva, Pitahaya, Aradano and Agraz conducted by CEF have been reviewed and approved by USDA/APHIS. Pest risk analyses for another seventeen fruits and vegetables are currently being conducted by CEF. Funded and implemented by USAID/Colombia.	Agreement on SPS	400,000
		Activity Total	400,000
Licensing and Tender Capacity - National Hydrocarbons Agency of Columbia	The activity will provide technical assistance for the National Hydrocarbons Agency (ANH) of Columbia to improve its capacity to carry out its upstream licensing and tender responsibilities. The technical assistance would contribute to developing the hydrocarbon resources of Columbia and would help attract new investment. Funded and implemented by Trade and Development Agency.	Competition Policy & Foreign Investment	125,000
		Regional Trade Agreements (RTA)	125,000
		Activity Total	250,000

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Mentor for International Plant Protection Convention - Colombia	Activity supports a mentor for the International Plant Protection Convention (IPPC) in the Inter-American Institute for Cooperation on Agriculture (IICA)-sponsored Executive Leadership in Food Safety (ELFS) Program. Funded and implemented by Department of Agriculture.	Trade-Related Agriculture	3,659
		Activity Total	3,659
Policy Environment for Trade: Transparency and Accountability in Colombia	The program has two principal objectives: (1) improve the transparency and efficiency in the use of public resources, and (2) increase the level and quality of citizen participation and their capacity to oversee public entity use of public resources. To date, this program has strengthened public administrations of 22 departmental and municipal levels and 80 national entities, provided training and funded 400 local projects for citizen oversight, and advanced in improving budgeting practices at the national level and in the cities of Pasto and Medellín. A total of 1,145 public officials from 35 government regional and local entities and 277 public officials from the 80 national entities were trained in internal control, public ethics, public communications, quality control, management tracking systems, and technology skills. In addition, more than 1,000 people have been trained in citizen oversight. Funded and implemented by USAID/Colombia.	Gov/Transparency & Inter-Agency Coord.	1,700,000
		Activity Total	1,700,000
Risk Analysis Training - Colombia	Risk analysis mentoring program - advance pest risk analysis training. Funded and implemented by Department of Agriculture.	Trade-Related Agriculture	1,844
		Activity Total	1,844
Risk Analysis Workshop - Colombia	Support for international plant health risk analysis workshop. Funded and implemented by Department of Agriculture.	Trade-Related Agriculture	37,174
		Activity Total	37,174

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United States Government
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COLOMBIA

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SME Development (MIDAS) in Colombia	This is one component of the Más Inversión para el Desarrollo Alternativo Sostenible (MIDAS) activity. This program will focus on providing consultancy, training and business coaching to existing small- and medium-sized enterprises (SMEs) that will invest in viable expansion projects increasing sales and creating more jobs. This coaching support will transfer knowledge on management, technology, research, training, promotion and all other technical assistance activities that enhance SME business development, market access productivity, cost efficiency, financial management, innovation, and all other aspects of their business. Promoting competitiveness along value chains through managerial development of SMEs that are linked to large industries as providers and/or distributors (anchor companies) will be the program emphasis, with an aim at sustainable long-term growth of the SME itself. Funded and implemented by USAID/Colombia.	Business Services & Training	11,405,764
		Activity Total	11,405,764
Sanitary and Phytosanitary Workshop - Colombia	Support for travel to Colombia to make presentation at senior review group meeting on foot-and-mouth disease risk analysis. Funded and implemented by Department of Agriculture.	Agreement on SPS	7,883
		Activity Total	7,883
Sanitary and Phytosanitary Workshop II - Colombia	Support for a workshop in Santa Monica, Colombia on plant product export regulations. Funded and implemented by Department of Agriculture.	Agreement on SPS	12,268
		Activity Total	12,268
Sanitary and Phytosanitary Workshop III - Colombia	Fruit fly identification and control workshop in Manisales, Colombia. Funded and implemented by Department of Agriculture.	Agreement on SPS	14,705
		Activity Total	14,705
Sanitary and Phytosanitary Workshop IV - Colombia	Support for fruit fly identification, monitoring and control workshops in Santa Marta, Colombia. Funded and implemented by Department of Agriculture.	Agreement on SPS	4,081
		Activity Total	4,081
Short Term Advisory Programs	The Short Term Advisory Program covers assistance on aspects of the World Trade Organization (WTO) agreement including customs post importation, audit, valuation, infrastructure, and customs commercial operations and procedures. Funded by USAID/Peru and implemented by Department of Homeland Security/Customs.	Regional Trade Agreements (RTA)	2,700
		Customs Operation & Administration	8,100
		Agreement on Customs Valuation Methods	2,700
		Activity Total	13,500

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United States Government
2006 Trade Capacity Building Assistance (\$US)
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Social Infrastructure for Internally Displaced Persons (ADAM)	This Areas for Municipal-level Alternative Development (ADAM) activity component targets the displaced populations by providing stand-alone social infrastructure such as the building or improvement of water and sanitation systems, roads, schools, and health centers. Only a portion of these activities is related to trade capacity building, and only that portion is included in the funding reported here. Accomplishments: (1) Approval of first annual work plan, (2) Headquarters and five regional offices (Nariño, Cauca, Huila, Norte de Anioquia, and Bolivar) are open and operating, (3) Regional roll-out presentations to governors, majors and key community leaders and, (4) Currently in the process of rolling-out 12 ADAM quick-start projects. Funded and implemented by USAID/Colombia.	Physical Infrastructure Development	615,670
		Activity Total	615,670
Support for Commercial Forestry (MIDAS) in Colombia	One of the main goals of the Más Inversión para el Desarrollo Alternativo Sostenible (MIDAS) activity is significant job creation and increased licit incomes, including through the development of sustainable forest products businesses. The overall strategy is to improve the legal, regulatory, and institutional environment. The activity will stimulate proposals from potentially viable customer groups in high potential sub-sectors and geographic areas, developing the best into business plans and providing technical and financial support necessary to make the businesses successful and sustainable. Strategic pillars of this approach: (1) strengthen local capacity to offer long-term loans to private forestry companies, (2) encourage social responsibility principles and environmentally responsible practices in production and, (3) concentrate efforts on business creation leading to value-added products, including product branding. Funded and implemented by USAID/Colombia.	Gov/Transparency & Inter-Agency Coord.	736,214
		Competition Policy & Foreign Investment	736,214
		Environmental Trade & Standards	1,472,428
		Physical Infrastructure Development	736,214
		Financial Sector Dev. & Good Governance	1,472,428
		Human Resources & Labor Standards	736,214
		Business Services & Training	736,214
		Export Promotion	736,214
		Activity Total	7,362,140
Support for Mocoa-Puerto Asis Road in Colombia	The benefits of building the road from Mocoa to Puerto Asis in Colombia include savings in operational costs of vehicles which translates into lower transportation costs for goods produced in the region, facilitating access to local and international markets. Additionally there will be social and economic benefits for local producers derived from the strengthening of regional productive activities. Funded and implemented by USAID/Colombia.	Physical Infrastructure Development	2,500,000
		Activity Total	2,500,000

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Support for Specialty Coffee Exports in Colombia	The Specialty Coffee Program works with small coffee producers in Colombia to reduce coca and poppy cultivation by increasing the production of exportable specialty coffees and, as a result, increasing their incomes. Through technical assistance, training, improved processing at the farm level, and marketing, the program helps small coffee growers produce specialty coffees that generate premium revenues. This partnership project has leveraged more than US\$8 million in private investment for coffee activities. Over 6,600 families have benefited, over 12,500 hectares of licit crops have been supported, and over 700 hectares of illicit crops (coca and poppy) have been manually eradicated. In addition, over 17,000 full-time jobs and over \$28 million in sales have been generated. Funded and implemented by USAID/Colombia.	Trade-Related Agriculture	200,000
		Export Promotion	800,000
		Activity Total	1,000,000
Trade / Investment Policy and Institutional Reform (MIDAS) in Colombia	The role of the Más Inversión para el Desarrollo Alternativo Sostenible (MIDAS) Policy Component (MPC) will be to promote critical economic policy/institutional reforms which enhance the sustainability and expansion of progress made under Plan Colombia by helping place the Colombian economy on a strong medium term income and employment growth trajectory. This will in turn entail enhancing the competitive position of the Colombian economy and working to improve the policy environment across all sectors in Colombia and in conjunction with the other main components of MIDAS. Areas of focus: (1) sanitary and phytosanitary (SPS) standards, (2) technical norms (TBT), (3) customs reform, (4) labor market intermediation reform, (5) fiscal reform, (6) financial and securities market reform, (7) agriculture and forestry policy, (8) land market access reform and, (9) competitiveness regulatory reform. Funded and implemented by USAID/Colombia.	Trade-Related Agriculture	601,666
		Environmental Trade & Standards	133,704
		Financial Sector Dev. & Good Governance	3,743,702
		Human Resources & Labor Standards	467,963
		Customs Operation & Administration	267,407
		Agreement on TBT	1,470,740
		Activity Total	6,685,182

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United States Government
2006 Trade Capacity Building Assistance (\$US)
COLOMBIA

SUMMARY PAGE	FY06 Total
Activity Title	
Agribusiness Program in Colombia (MIDAS)	11,542,694
Aid to Artisans in Colombia	1,000,000
Alternative Development Component (ADAM) in Colombia	4,368,031
Cartagena Secure Port Initiative	399,962
Colombia Forestry Development Program	2,300,000
Colombian Agribusiness Partnership Program (CAPP)	4,388,000
Colombian Enterprise Development (CED) Program	93,000
Establishment of an SME Risk Capital Fund in Colombia	2,000,000
Improving Sanitary and Phytosanitary Standards - Colombia	400,000
Licensing and Tender Capacity - National Hydrocarbons Agency of Columbia	250,000
Mentor for International Plant Protection Convention - Colombia	3,659
Policy Environment for Trade: Transparency and Accountability in Colombia	1,700,000
Risk Analysis Training - Colombia	1,844
Risk Analysis Workshop - Colombia	37,174
SME Development (MIDAS) in Colombia	11,405,764
Sanitary and Phytosanitary Workshop - Colombia	7,883
Sanitary and Phytosanitary Workshop II - Colombia	12,268
Sanitary and Phytosanitary Workshop III - Colombia	14,705
Sanitary and Phytosanitary Workshop IV - Colombia	4,081
Short Term Advisory Programs	13,500
Social Infrastructure for Internally Displaced Persons (ADAM)	615,670
Support for Commercial Forestry (MIDAS) in Colombia	7,362,140
Support for Mocoa-Puerto Asis Road in Colombia	2,500,000
Support for Specialty Coffee Exports in Colombia	1,000,000
Trade / Investment Policy and Institutional Reform (MIDAS) in Colombia	6,685,182
Total FY06 TCB Funding	58,105,557

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