

Table 1. Guatemala Trade Capacity Assistance for 2006 and 2007

Activity Title	Activity Description	TCB Category	FY06 Total	FY07 Total
<b>Agricultural Development</b>	The Overseas Private Investment Corporation (OPIC) is providing support to a melon farming and packing facility.	Trade-Related Agriculture	<b>44,001</b>	
		Activity Total TCB for Guatemala	<b>44,001</b>	
<b>Agriculture and Agri-business Development in Guatemala</b>	In response to the strategy of the Government of Guatemala, Vamos Guatemala, this activity will work with small-scale commercial producers, producer associations, farmers, and non-farm rural enterprises transitioning to market-oriented commercial production. It will provide technical assistance: (1) and training to improve the quantity, quality, and product safety of selected non-traditional agricultural products, including specialty coffee (2) to facilitate formation and consolidation of market-oriented farmer organizations (3) to encourage and support adoption of good agricultural practices, food safety, and norms and standards (both private and public) and, (4) to implement sustainable management practices in agricultural land and forests management, such as implementing payments for environmental services such as payments by downstream beneficiaries of watersheds to upstream communities that maintain the watershed.	Trade-Related Agriculture	<b>400,001</b>	
		Regional Trade Agreements (RTA)	<b>100,001</b>	
		Export Promotion	<b>200,001</b>	
		Environmental Trade and Standards	<b>100,001</b>	
		Business Services and Training	<b>200,001</b>	
		Activity Total TCB for Guatemala	<b>1,000,001</b>	
<b>Agriculture and Agribusiness Development in Guatemala</b>	This rural sector activity will have these technical assistance components, among others: training to producers and producer organizations to improve the quantity, quality, and product safety of selected non-traditional agricultural products, including specialty coffee facilitating the formation and consolidation of market-oriented farmer organizations encouraging adoption of good agricultural practices, food safety, and norms and standards (both private and public) and, working with municipal governments and local nongovernmental organizations (NGOs) to implement sustainable management practices in agricultural land and forests, such as payments for environmental services such as payments by downstream beneficiaries of watersheds to upstream communities that maintain the watershed. Target beneficiaries include small-scale commercial producers, producer associations, farmers, and non-farm rural enterprises.	Trade-Related Agriculture	<b>400,001</b>	
		Regional Trade Agreements (RTA)	<b>100,001</b>	
		Export Promotion	<b>200,001</b>	
		Environmental Trade and Standards	<b>100,001</b>	
		Business Services and Training	<b>200,001</b>	
		Activity Total TCB for Guatemala	<b>1,000,001</b>	

(Continued)

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Activity Title	Activity Description	TCB Category	FY06 Total	FY07 Total
<b>Competitive Enterprises in Coffee - Guatemala</b>	The activity supports the Government of Guatemala for rural development, by promoting economic development in rural areas through the modernization and competitiveness in the agribusiness sector. It also responds to the TCB priority needs identified in the National Action Plan for CAFTA-DR implementation. The project uses the value chain approach to improve competitiveness of rural SMEs in the coffee sector from production to final cup.	Trade-Related Agriculture		<b>262,501</b>
		Tourism Sector Development		<b>37,501</b>
		Export Promotion		<b>75,001</b>
		Environmental Trade and Standards		<b>75,001</b>
		Business Services and Training		<b>300,001</b>
		Activity Total TCB for Guatemala		<b>750,001</b>
<b>Customs Transit Control System</b>	This grant will fund a technical assistance project on behalf of Guatemalas Superintendencia Administracion Tributaria to streamline and modernize the country's customs transit control process through the incorporation of additional information technology infrastructure.	Customs Operation and Administration		<b>387,501</b>
		Activity Total TCB for Guatemala		<b>387,501</b>
<b>Energy Security and Natural Resources Regulatory Reform</b>	This technical assistance for Guatemalan Ministry of Energy and Mines (MEM) will develop a national Geographical Information System (GIS) for the energy and mining sectors. The national GIS project is designed to enhance the regulatory capacity of MEM and improve the investment environment for hydrocarbon and mineral and resource development.	Governance/Transparency and Inter-Agency Coordination	<b>159,055</b>	
		Financial Sector Development and Good Governance	<b>68,167</b>	
		E-commerce Development and Information Technologies	<b>68,167</b>	
		Competition Policy and Foreign Investment	<b>159,055</b>	
		Activity Total TCB for Guatemala	<b>454,441</b>	
<b>Financial Deepening: Banking and Finance Development</b>	Through the expansion of small and medium enterprise and consumer lending portfolios, this activity promotes financial deepening. Guatemala Description for 2007: This activity promotes financial deepening in Guatemala through the expansion of the low-income residential mortgage portfolio.	Financial Sector Development and Good Governance		<b>175,501</b>
		Activity Total TCB for Guatemala		<b>175,501</b>

(Continued)

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Activity Title	Activity Description	TCB Category	FY06 Total	FY07 Total
<b>Forestry Development and Certification in Guatemala</b>	In response to Guate-Verde and Guate-Crece, the environmental and economic development components of the strategy of the Government of Guatemala, this activity will work in the Multiple Use and Buffer Zones of the Mayan Biosphere Reserve and forest areas managed in the Guatemalan highlands. The project will focus on forestry activities that incorporate sustainable natural and cultural resource use and management concepts in cluster development. The activity provides technical assistance and training to improve and increase: (1) business organization and administration (2) forest management and road planning (3) forest certification (4) access to higher-value markets for certified timber, especially lesser-known species and, (5) collaboration with commercial partners and strategic alliances.	Trade-Related Agriculture	<b>200,001</b>	
		Regional Trade Agreements (RTA)	<b>50,001</b>	
		Export Promotion	<b>50,001</b>	
		Environmental Trade and Standards	<b>50,001</b>	
		Business Services and Training	<b>150,001</b>	
		Activity Total TCB for Guatemala	<b>500,001</b>	
<b>Forestry Enterprises in Guatemala</b>	The activity supports the environmental and economic development components of the strategy of the Government of Guatemala. It works in the Multiple Use and Buffer Zones of the Mayan Biosphere Reserve and forest areas managed in the Guatemalan highlands. The project is oriented to forestry activities that incorporate sustainable natural and cultural resource use and management concepts in cluster development.	Trade-Related Agriculture		<b>362,501</b>
		Regional Trade Agreements (RTA)		<b>145,001</b>
		Export Promotion		<b>145,001</b>
		Environmental Trade and Standards		<b>362,501</b>
		Business Services and Training		<b>435,001</b>
		Activity Total TCB for Guatemala		<b>1,450,001</b>
<b>Guatemala City Program</b>	The Department of Commerce's Patent and Trademark Office held a program April 23rd, 2007 in Guatemala City, which provided training on the examination of sound and scent marks to the Guatemalan Intellectual Property Office.	Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS)		<b>761</b>
		Activity Total TCB for Guatemala		<b>761</b>
<b>Guatemala Community Tourism Alliance</b>	In support to the strategy of the Government of Guatemala for rural development and competitiveness, this activity supports niche tourism based on natural and cultural diversity of rural communities. It builds upon established alliances and creates a greater number of community-based, and small and medium tourism enterprises (SMEs) in rural destinations.	Tourism Sector Development	<b>235,001</b>	<b>475,001</b>
		Environmental Trade and Standards	<b>94,001</b>	<b>190,001</b>
		Business Services and Training	<b>141,001</b>	<b>285,001</b>
		Activity Total TCB for Guatemala	<b>470,001</b>	<b>950,001</b>

(Continued)

Table 1. Guatemala Trade Capacity Assistance for 2006 and 2007

Activity Title	Activity Description	TCB Category	FY06	FY07
			Total	Total
<b>Guatemala Trade and Competitiveness Expert Services Assistance</b>	This activity supports the Government of Guatemala strategy for social and economic development by promoting laws, policies, regulations, and institutional strengthening that are pro-trade and investment.	Trade-Related Agriculture	103,501	583,501
		Tourism Sector Development	34,501	194,501
		Regional Trade Agreements (RTA)	86,251	486,251
		Human Resources and Labor Standards	17,251	97,251
		Environmental Trade and Standards	34,501	194,501
		Customs Operation and Administration	69,001	389,001
		Activity Total TCB for Guatemala	345,001	1,945,001
<b>IP Workshop for Investigators and Prosecutors</b>	The Department of Justice's Criminal Division supported an intellectual property (IP) workshop Guatemala Description for 2007: The Department of Justice's Criminal Division supported an intellectual property (IP) workshop in Guatemala City for 20 investigators and prosecutors to develop handbook on how to investigate and prosecute IP crimes.	Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS)		20,001
		Activity Total TCB for Guatemala		20,001
<b>Inclusive Market alliance for Rural Entrepreneurs: Mercy Corps/WalMart</b>	The innovative market alliance (IMA) helps to expand and diversify the rural economy through growth in agriculture among underserved populations. It will help small producers to diversify into market-oriented crops. Producer will access more profitable markets through better farm management, processing and post-harvest techniques. The IMA combines development NGOs and private enterprises with marketing contacts and expertise.	Trade-Related Agriculture		337,501
		Environmental Trade and Standards		135,001
		Business Services and Training		202,501
		Activity Total TCB for Guatemala		675,001
<b>Integrated Pest Management Collaborative Research Support Program</b>	Ecuador: Technologies implemented to control vascular wilt, late blight, root knot nematode and fruit borer of naranjilla. Disease resistant varieties of cocoa were made available. Pest mites on eggplant and strawberry controlled by predaceous mites in Honduras. Eggplant was grafted on resistant rootstocks for control of bacterial wilt. Resistant varieties were introduced and host-free period increased tomato production in Mali. In Tanzania and Uganda, control of coffee pests was implemented.	Agreement on Sanitary and Phyto-Sanitary Measures (SPS)	10,176	
		Activity Total TCB for Guatemala	10,176	
<b>Quality Assurance and Small Business Development - Guatemala</b>	The goal is economic development in rural areas, in support of the Government of Guatemala strategy for rural development, by improving the competitiveness of agribusinesses. The activity supports the National Action Plan for implementing CAFTA-DR. The project helps small and medium size farms and non-farm enterprises in rural areas. Producers receive technical assistance to improve production and competition to help increase their incomes.	Trade-Related Agriculture		500,001
		Export Promotion		250,001
		Environmental Trade and Standards		250,001
		Business Services and Training		250,001
		Activity Total TCB for Guatemala		1,250,001

(Continued)

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Activity Title	Activity Description	TCB Category	FY06 Total	FY07 Total
<b>Strengthen Competitiveness of Guatemala Business and Products</b>	The activity helps the creation of supply chains alliances that link Guatemalan producers in the agribusiness, forestry, tourism and handicraft sectors directly or indirectly with national and international buyers. As result, new producers can be incorporated into the market economy and export process. Target beneficiaries include producers in rural areas most vulnerable to natural disaster.	Regional Trade Agreements (RTA)	70,001	92,501
		Export Promotion	280,001	370,001
		Environmental Trade and Standards	70,001	92,501
		Business Services and Training	280,001	370,001
		Activity Total TCB for Guatemala	700,001	925,001
<b>Support for Environmental Cooperation Agreement under DR-CAFTA Guatemala</b>	Support for the Government of Guatemala (GOG) to fulfill its commitments of Chapter 17 of CAFTA-DR on the environment by assisting in: (1) Improving environmental regulations and procedures that give guidance to business, (2) Improvement of natural resource management within and outside protected areas by promoting sustainable community-based tourism, (3) Support conservation along with economic growth and trade, promoting sustainable agriculture and forest products.	Trade-Related Agriculture		32,501
		Regional Trade Agreements (RTA)		205,001
		Customs Operation and Administration		12,501
		Activity Total TCB for Guatemala		250,001
<b>Support for Small and Medium Enterprises in Guatemala</b>	The Development Credit Authority of the U.S. Agency for International Development will help small- and medium-scale enterprises (SMEs) to gain access to credit, with target groups in the priority sectors: agro-industry, forestry and tourism. In order to reduce the emphasis on collateral guarantee, USAID will introduce a loan guarantee program, using the Development Credit Authority (DCA) mechanism through a partnership with two local banks to share the risk of lending to this segment of the market. The mechanism will be structured in the form of a portfolio guarantee in a partnership with two commercial banks in an estimated amount of around \$20 million to lend to SMEs for investment capital, as opposite to working capital. The activity will demonstrate the bankability of this sector and promote long-term lending to SMEs.	Trade-Related Agriculture	80,001	
		Tourism Sector Development	40,001	
		Financial Sector Development and Good Governance	280,001	
		Activity Total TCB for Guatemala	400,001	
<b>Support for Sustainable Forestry Management</b>	This project worked with public and private groups to better manage their resources and develop sustainable practices from an ecological and economic standpoint. The goals were to limit the degradation of forest, soil, and water resources while protecting biological diversity. The program emphasized community participation in the economic benefits of certified forest management through joint ventures between the public and private sectors.	Environmental Trade and Standards	50,001	
		Activity Total TCB for Guatemala	50,001	

(Continued)

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Activity Title	Activity Description	TCB Category	FY06 Total	FY07 Total
<b>Technical Assistance: Financial Enforcement - Guatemala</b>	The Department of the Treasury's Office of Technical Assistance (OTA) has worked primarily with the Guatemalan Income Tax Bureau's Tax Investigation Unit to help strengthen laws applicable to tax free zones and to establish controls on the import and distribution of petroleum products. The project has also involved the establishment of a Criminal Investigation Unit within the Superintendencia de Administracion Tributaria (SAT) and development of a criminal tax enforcement program.	Governance/Transparency and Inter-Agency Coordination		<b>87,746</b>
		Activity Total TCB for Guatemala		<b>87,746</b>
<b>Technical Assistance: Tax Policy and Administration - Guatemala</b>	This activity provides specialized assistance to the tax administration (SAT) in oil and gas import audits, which increased Petroleum Distribution Tax (IDP) collection by 11 percent from 2006 to 2007. The Department of the Treasury's Office of Technical Assistance is providing additional assistance in human resources, where recruitment and promotion process is being revamped, and internal controls are being reviewed to improve organizational transparency.	Governance/Transparency and Inter-Agency Coordination		<b>157,124</b>
		Activity Total TCB for Guatemala		<b>157,124</b>
<b>Technical Consultations Good Agricultural Practices</b>	The U.S. Food and Drug Administration and the Joint Institute for Food Safety and Applied Nutrition (JIFSAN) provided Good Agricultural Practices (GAPs) Training to industry in Peru.	Agreement on Sanitary and Phyto-Sanitary Measures (SPS)		<b>13,401</b>
		Activity Total TCB for Guatemala		<b>13,401</b>
<b>Trade Capacity Building</b>	The program will help to strengthen the ability of the government to develop, monitor, and regulate agricultural and food safety. The program will also help to reduce institutional weaknesses that are barriers to trade. The program will provide training and may also provide equipment, improvements in infrastructure, laboratory capacity building, and technical assistance.	Trade-Related Agriculture	<b>2,454,001</b>	
		Activity Total TCB for Guatemala	<b>2,454,001</b>	
<b>U.S. Global IP Academy Enforcement</b>	U.S. Global Intellectual Property Academy Enforcement Program focused on recent trends in border enforcement of intellectual property rights and featured presentations on risk analysis and targeting methods, infringement trends, intelligence sharing, government/industry partnerships and outreach, technical solutions, goods in transit, and export. The event emphasized to intellectual property rights enforcement teams the importance of enforcing IPR.	Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS)		<b>4,786</b>
		Activity Total TCB for Guatemala		<b>4,786</b>

Table 2. Multi Country Activities with Presence in Guatemala

Activity Title	Country	Activity Total for 2006	Percent of 2006 Total	Activity Total for 2007	Percent of 2007 Total
<b>Agricultural Development</b>		<b>44,000</b>			
	Guatemala	44,000	100.0%		
<b>Agriculture and Agri-business Development in Guatemala</b>		<b>1,000,000</b>			
	Guatemala	1,000,000	100.0%		
<b>Agriculture and Agribusiness Development in Guatemala</b>		<b>1,000,000</b>			
	Guatemala	1,000,000	100.0%		
<b>Competitive Enterprises in Coffee - Guatemala</b>				<b>750,000</b>	
	Guatemala			750,000	100.0%
<b>Customs Transit Control System</b>				<b>387,500</b>	
	Guatemala			387,500	100.0%
<b>Energy Security and Natural Resources Regulatory Reform</b>		<b>454,440</b>			
	Guatemala	454,440	100.0%		
<b>Financial Deepening: Banking and Finance Development</b>				<b>5,371,900</b>	
	Armenia			382,500	7.1%
	Georgia			444,600	8.3%
	Guatemala			175,500	3.3%
	Honduras			1,518,000	28.3%
	Lebanon			2,824,000	52.6%
	Turkey			27,300	0.5%
<b>Forestry Development and Certification in Guatemala</b>		<b>500,000</b>			
	Guatemala	500,000	100.0%		
<b>Forestry Enterprises in Guatemala</b>				<b>1,450,000</b>	
	Guatemala			1,450,000	100.0%
<b>Guatemala City Program</b>				<b>760</b>	
	Guatemala			760	100.0%
<b>Guatemala Community Tourism Alliance</b>		<b>470,000</b>		<b>950,000</b>	
	Guatemala	470,000	100.0%	950,000	100.0%
<b>Guatemala Trade and Competitiveness Expert Services Assistance</b>		<b>345,000</b>		<b>1,945,000</b>	
	Guatemala	345,000	100.0%	1,945,000	100.0%
<b>IP Workshop for Investigators and Prosecutors</b>				<b>90,000</b>	
	Argentina			30,000	33.3%
	Dominican Republic			20,000	22.2%
	Guatemala			20,000	22.2%
	Honduras			20,000	22.2%
<b>Inclusive Market alliance for Rural Entrepreneurs:Mercy Corps/WalMart</b>				<b>675,000</b>	
	Guatemala			675,000	100.0%
<b>Integrated Pest Management Collaborative Research Support Program</b>		<b>49,662</b>		<b>33,250</b>	

Table 2. Multi Country Activities with Presence in Guatemala

Activity Title	Country	Activity Total for 2006	Percent of 2006 Total	Activity Total for 2007	Percent of 2007 Total
	Guatemala	10,175	20.5%		
	Jamaica	39,487	79.5%		
	Mali			33,250	100.0%
<b>Quality Assurance and Small Business Development - Guatemala</b>				<b>1,250,000</b>	
	Guatemala			1,250,000	100.0%
<b>Strengthen Competitiveness of Guatemala Business and Products</b>		<b>700,000</b>		<b>925,000</b>	
	Guatemala	700,000	100.0%	925,000	100.0%
<b>Support for Environmental Cooperation Agreement under DR-CAFTA Guatemala</b>				<b>250,000</b>	
	Guatemala			250,000	100.0%
<b>Support for Small and Medium Enterprises in Guatemala</b>		<b>400,000</b>			
	Guatemala	400,000	100.0%		
<b>Support for Sustainable Forestry Management</b>		<b>140,000</b>			
	Guatemala	50,000	35.7%		
	Guyana	90,000	64.3%		
<b>Technical Assistance: Financial Enforcement - Guatemala</b>				<b>87,745</b>	
	Guatemala			87,745	100.0%
<b>Technical Assistance: Tax Policy and Administration - Guatemala</b>				<b>157,123</b>	
	Guatemala			157,123	100.0%
<b>Technical Consultations Good Agricultural Practices</b>				<b>43,500</b>	
	El Salvador			5,000	11.5%
	Guatemala			13,400	30.8%
	Nicaragua			2,500	5.7%
	Peru			22,600	52.0%
<b>Trade Capacity Building</b>		<b>12,319,000</b>			
	El Salvador	3,525,000	28.6%		
	Guatemala	2,454,000	19.9%		
	Honduras	2,840,000	23.1%		
	Peru	3,500,000	28.4%		
<b>U.S. Global IP Academy Enforcement</b>				<b>1,140,749</b>	
	Global ns			752,804	66.0%
	Guatemala			4,785	0.4%
	Middle East ns			233,640	20.5%
	South America ns			1,800	0.2%
	Vietnam			147,720	12.9%

Table 3. Totals for Activities with Presence in Guatemala by Funder

Activity Title	Agency	Worldwide Funding Total for 2006	Percent of 2006 Total	Worldwide Funding Total for 2007	Percent of 2007 Total
<b>Agricultural Development</b>		<b>44,000</b>			
	Overseas Private Investment Corporation	44,000	100.0%		
<b>Agriculture and Agri-business Development in Guatemala</b>		<b>1,000,000</b>			
	US Agency for International Development	1,000,000	100.0%		
<b>Agriculture and Agribusiness Development in Guatemala</b>		<b>1,000,000</b>			
	US Agency for International Development	1,000,000	100.0%		
<b>Competitive Enterprises in Coffee - Guatemala</b>				<b>750,000</b>	
	US Agency for International Development			750,000	100.0%
<b>Customs Transit Control System</b>				<b>387,500</b>	
	Trade and Development Agency			387,500	100.0%
<b>Energy Security and Natural Resources Regulatory Reform</b>		<b>454,440</b>			
	Trade and Development Agency	454,440	100.0%		
<b>Financial Deepening: Banking and Finance Development</b>				<b>5,371,900</b>	
	Overseas Private Investment Corporation			5,371,900	100.0%
<b>Forestry Development and Certification in Guatemala</b>		<b>500,000</b>			
	US Agency for International Development	500,000	100.0%		
<b>Forestry Enterprises in Guatemala</b>				<b>1,450,000</b>	
	US Agency for International Development			1,450,000	100.0%
<b>Guatemala City Program</b>				<b>760</b>	
	Department of Commerce			760	100.0%
<b>Guatemala Community Tourism Alliance</b>		<b>470,000</b>		<b>950,000</b>	
	US Agency for International Development	470,000	100.0%	950,000	100.0%
<b>Guatemala Trade and Competitiveness Expert Services Assistance</b>		<b>345,000</b>		<b>1,945,000</b>	
	US Agency for International Development	345,000	100.0%	1,945,000	100.0%
<b>IP Workshop for Investigators and Prosecutors</b>				<b>90,000</b>	
	Department of State			90,000	100.0%
<b>Inclusive Market alliance for Rural Entrepreneurs: Mercy Corps/WalMart</b>				<b>675,000</b>	

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Activity Title	Agency	Worldwide Funding Total for 2006	Percent of 2006 Total	Worldwide Funding Total for 2007	Percent of 2007 Total
	US Agency for International Development			675,000	100.0%
<b>Integrated Pest Management Collaborative Research Support Program</b>		<b>49,662</b>		<b>33,250</b>	
	US Agency for International Development	49,662	100.0%	33,250	100.0%
<b>Quality Assurance and Small Business Development - Guatemala</b>				<b>1,250,000</b>	
	US Agency for International Development			1,250,000	100.0%
<b>Strengthen Competitiveness of Guatemala Business and Products</b>		<b>700,000</b>		<b>925,000</b>	
	US Agency for International Development	700,000	100.0%	925,000	100.0%
<b>Support for Environmental Cooperation Agreement under DR-CAFTA Guatemala</b>				<b>250,000</b>	
	US Agency for International Development			250,000	100.0%
<b>Support for Small and Medium Enterprises in Guatemala</b>		<b>400,000</b>			
	US Agency for International Development	400,000	100.0%		
<b>Support for Sustainable Forestry Management</b>		<b>140,000</b>			
	Department of State	140,000	100.0%		
<b>Technical Assistance: Financial Enforcement - Guatemala</b>				<b>87,745</b>	
	Department of Treasury			87,745	100.0%
<b>Technical Assistance: Tax Policy and Administration - Guatemala</b>				<b>157,123</b>	
	Department of Treasury			157,123	100.0%
<b>Technical Consultations Good Agricultural Practices</b>				<b>43,500</b>	
	Department of Health and Human Services			43,500	100.0%
<b>Trade Capacity Building</b>		<b>12,319,000</b>			
	Department of Agriculture	12,319,000	100.0%		
<b>U.S. Global IP Academy Enforcement</b>				<b>1,140,749</b>	
	Department of Commerce			1,140,749	100.0%