

REPORT TO THE CONSULTATIVE COMMITTEE OF THE ITC TRUST FUND

1 January – 30 June 2012

CONTENTS

ABBREVIATIONS	V
I. INTRODUCTION	1
II. SOURCE OF ITC FUNDS	2
Voluntary contributions received for TRTA projects as at 30 June 2012.....	2
2012 donor contributions to ITF as at 30 June 2012	3
Since 30 June 2012, the following additional contributions have been received to 31 August.....	3
III. USE OF ITF FUNDS	4
ITF W1 and W2 status of funds available as at 30 June 2012.....	4
June 2012 ITF W1 and W2 expenditure against allotment	4
ITF W1 and W2 expenditure for ITF technical cooperation activities	4
Window I: unearmarked and soft-earmarked delivery in 2012.....	5
IV. PROGRAMME SUPPORT ACCOUNT EXPENDITURE AS AT 30 JUNE 2012	7
V. REGULAR BUDGET	7
VI. ITC PROJECT DELIVERY	8
Summary of project delivery by region, 1 January – 30 June 2012	8
Delivery against target expenditure	8
Delivery against ITC Strategic Objectives	9
ANNEX I ITC PROJECT DELIVERY: ACTUAL OUTCOMES AND OUTPUTS JANUARY – JUNE 2012	11
ANNEX II WINDOW I GUIDELINES	46
INFORMATION PAPER: ITC’S STRATEGIC INVOLVEMENT IN YOUTH	49

ABBREVIATIONS

A4T	Aid for Trade
AAACP	All Africa Caribbean Pacific Agricultural Commodities Programme
ACCESS!	ACCESS! for African Businesswomen in International Trade
AFD	Agence Française de Développement
ACP	African, Caribbean and Pacific States
CBI	Centre for the Promotion of Imports from Developing Countries
CEMAC/CAEMC	Central African economic Monetary Community
CMS	content management system
COMESA	Common Market for Eastern and Southern Africa
EC	European Commission
ECCAS	Economic Community of Central African States
ECOWAS	Economic Community of West African States
EIF	Enhanced Integrated Framework
EnACT	Enhancing Arab Capacity for Trade
ERP	enterprise resource planning
EPRP	Export-led Poverty Reduction Programme
EU	European Union
FAO	Food and Agriculture Organization of the United Nations
GTF	Global Trust Fund
IF	Integrated Framework
IPSAS	Institute for International Public Sector Accounting Standards
ISO	International Organization for Standardization
ITC	International Trade Centre
ITF	International Trade Centre Trust Fund
JAG	Joint Advisory Group
LDCs	least developed countries
LLDCs	landlocked developing countries
MDGs	Millennium Development Goals
MLS – SCM	Modular Learning System– Supply Chain Management
MNS	Market News Service
NES	national export strategy
NTF	Netherlands Trust Fund
NTMs	non-tariff measures
OECD	Organisation for Economic Co-operation and Development
PSC	programme support costs
PACER	Pacific Agreement on Closer Economic Relations
PACT	Programme for building African Capacity for Trade
RB	regular budget from United Nations and WTO
RBM	results-based management
SADC	Southern African Development Community
SCLP	Supply Chain and Logistics Programme
SIDS	Small island developing States
SMEs	small and medium-sized enterprises
SPS	sanitary and phytosanitary measures
SSA	sub-Saharan Africa
T4SD	Trade for Sustainable Development
TPO	trade promotion organization
TPRP	Tourism-led Poverty Reduction Programme
TSI	trade support institution
UEMOA/WAEMU	West African Economic and Monetary Union
UNCTAD	United Nations Conference on Trade and Development
UNDP	United Nations Development Programme
UNIDO	United Nations Industrial Development Organization
W1	Window I
W2	Window II
WEDF	World Export Development Forum
WTO	World Trade Organization
XB	extrabudgetary resources

I. INTRODUCTION

The ITC is pleased to submit to the CCITF the following report of activities. This report provides critical information, principally in the form of self-explanatory tables which give an overview of the organization's activities.

Progress has been made on streamlining individual project outcomes and outputs so that project activities can be more readily aligned to ITC corporate objectives. An automated system of consolidating project outputs and outcomes, "the RBM dashboard" is being finalized for launching at the end of the year.

The present report covers the period between 1 January and 30 June 2012. It focuses on the analysis of ITC's extrabudgetary resources providing a detailed description of the source of funds, their status and use. It also provides an update on programme support and regular budget resources. Finally, the report describes the project delivery status as at 30 June 2012.

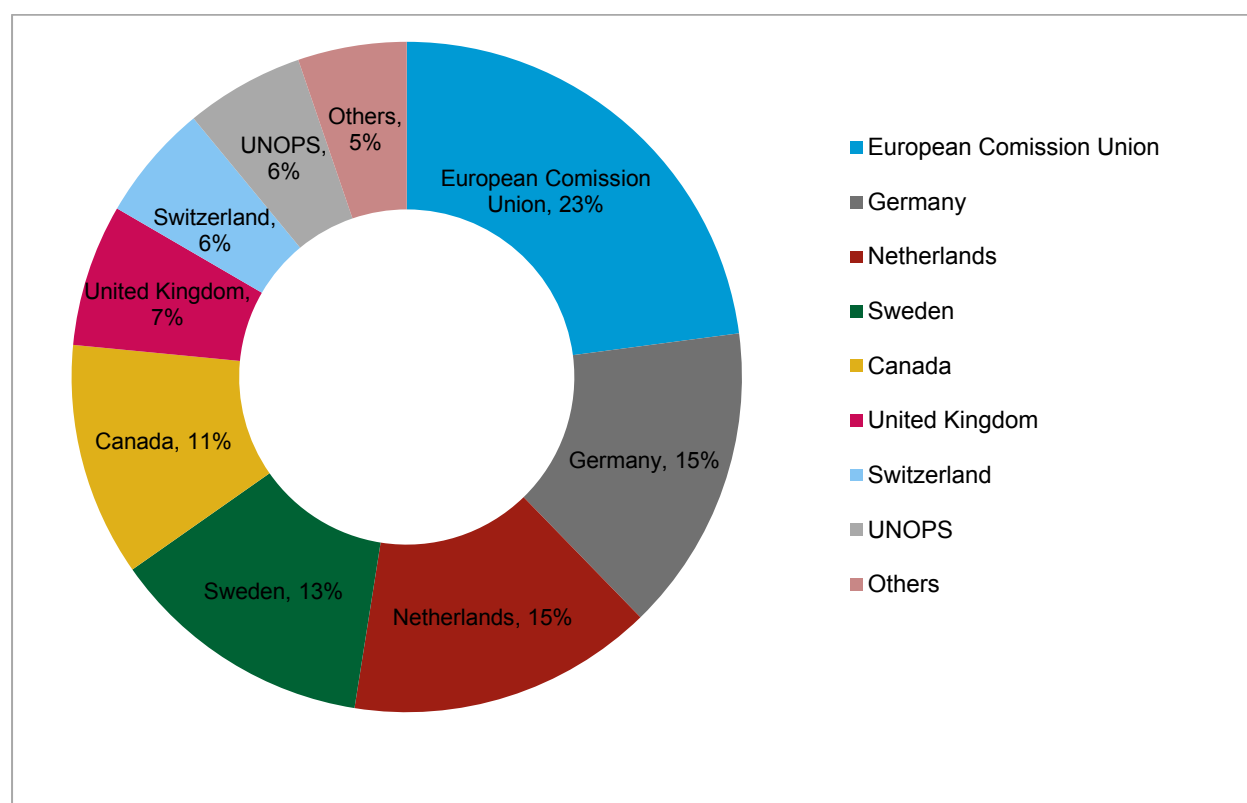
II. SOURCE OF ITC FUNDS

Voluntary contributions received for TRTA projects as at 30 June 2012 (US\$)¹

Donors	2011			January - June 2012		
	W1	W2	Total	W1	W2	Total
African Management Services Coy (ATMS/AMSCO)			-	-	200,080	200,080
Associate experts - France		210,124	210,124	-	-	-
Associate experts - Germany		498,845	498,845	-	156,405	156,405
Canada	963,694	7,005,037	7,968,731	949,235	941,713	1,890,948
China		100,000	100,000	-	277,000	277,000
Denmark	2,459,420		2,459,420	-	-	-
European Union		6,470,794	6,470,794	-	3,846,952	3,846,952
Finland	2,571,429	428,687	3,000,116	-	-	-
Germany	2,718,169		2,718,169	2,484,472	-	2,484,472
Ireland	1,283,880		1,283,880	-	-	-
Japan		106,957	106,957	-	-	-
Kuwait				-	199,175	199,175
Netherlands		1,181,533	1,181,533	-	2,479,554	2,479,554
New Zealand		391,456	391,456	-	-	-
Norway	2,753,836		2,753,836	-	-	-
OCIPED		103,952	103,952	-	-	-
Organisation Internationale de la Francophonie		85,536	85,536	-	-	-
South Africa		141,537	141,537	-	-	-
Sweden	4,543,350		4,543,350	2,143,650	-	2,143,650
Switzerland		3,880,054	3,880,054	-	946,722	946,722
Switzerland/EIF		502,340	502,340			-
UNIDO		775,211	775,211	-	-	-
United Kingdom		3,254,723	3,254,723	-	1,151,026	1,151,026
UNOPS				-	961,218	961,218
USAID		62,950	62,950	-	48,100	48,100
World Trade Organization (WTO)		32,210	32,210	-	-	-
Grand total	17,293,777	25,231,947	42,525,724	5,577,357	11,207,946	16,785,303

¹ Excludes contributions received under inter-organizational arrangements and revolving funds.

2012 donor contributions to ITF as at 30 June 2012



Since 30 June 2012, the following additional contributions have been received to 31 August

	W1	W2	Total US\$
Belgium	-	245,098	245,098
China	-	49,600	49,600
Finland	-	160,505	160,505
Ireland	1,119,403	-	1,119,403
Netherlands	-	1,047,139	1,047,139
Norway	2,012,270	-	2,012,270
Organisation Internationale de la Francophonie	-	49,751	49,751
Palestine Trade Centre (PALTRADE)	-	319,633	319,633
Switzerland	-	331,925	331,925
UNIDO	-	373,134	373,134
Total	3,131,673	2,576,786	5,708,459

III. USE OF ITF FUNDS

ITF W1 and W2 status of funds available as at 30 June 2012 (US\$ '000)

	W1	W2	Total
Add: Contributions received	5,577	11,208	16,785
Funds from inter-organization	-	1,057	1,057
Income from services rendered	-	187	187
Interest income/other misc.	-	-	-
Sub-total	5,577	12,453	18,030
Less: Expenditures	6,884	10,361	17,245
Programme support costs	890	1,217	2,107
Refund to donors	-	61	61
Transfer to operating reserves	-	123	123
Transfers to/from other funds	-	-	-
Sub-total	-2,196	690	(1,506)
Balance as at 1 January 2012	16,485	21,051	37,535
Balance available as at 30 June 2012	14,289	21,741	36,029
Add operating reserves			4,384
Grand total			40,413

June 2012 ITF W1 and W2 expenditure against allotment

Fund	Allocations (net)*	Expenditure (net)*	% of delivery
W1	19,206,505	6,883,887	36%
W2	24,045,233	10,361,071	43%
Total	43,251,738	17,244,958	40%

* Figures include implementation by other agencies.

ITF W1 and W2 expenditure for ITF technical cooperation activities (US\$ '000)

	W1	W2	Total	%
Technical assistance personnel cost	5,860	7,922	13,782	80%
Travel	154	378	532	3%
Contractual services	439	866	1,305	8%
Operating expenses	45	129	174	1%
Acquisitions	27	384	411	2%
Group training	360	683	1,042	6%
Total	6,884	10,361	17,245	100%

Window I: unearmarked and soft-earmarked delivery in 2012

ITC's work is enabled by three sources of funding: the regular budget (RB), programme support costs (PSC) and extrabudgetary funding (XB). XB funds are activated through the ITC Trust Fund (ITF).

The ITF consists of two categories of funds known as "windows". Window I consists of unearmarked and soft-earmarked contributions from donors while Window II consists of bilateral contributions for specific projects or programmes as well as income earned through Revolving Funds.

Factors in the Window I fund allocation process

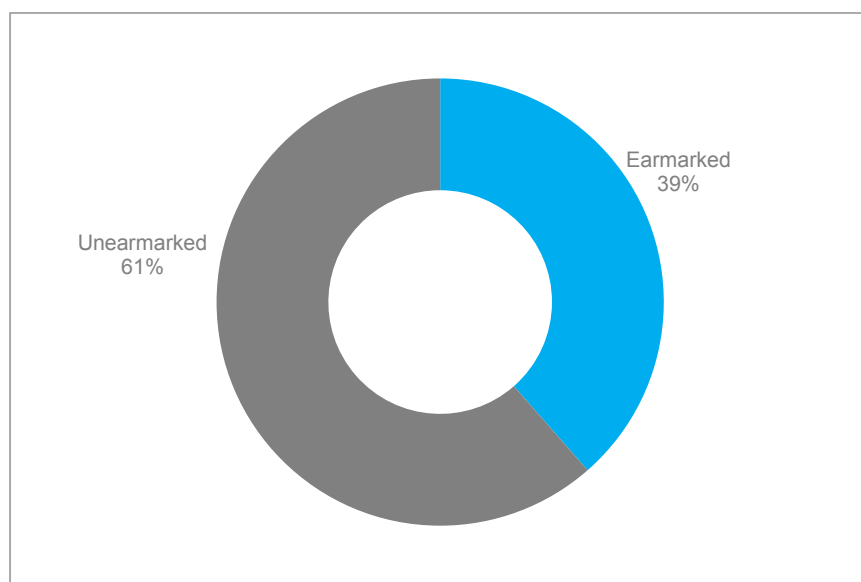
Window I funding decisions are taken by Senior Management Committee (SMC) and are intrinsic to the annual planning process. Decisions are taken during the preparation of the annual Operational Plan guided by the ITC Strategic Plan. The draft Operational Plan for 2012 was approved by SMC in February 2012 and shared with the CCITF in March.

ITC's Operational Plan is a living document that evolves with changes in the operating environment as new projects commence and mature projects end. The factors taken into account in revisions include:

- The ongoing work programme;
- Actual and forecast data on donor contributions;
- Donor earmarking preferences;
- Delivery capacity within ITC, based on current and past performance; Synergy with Window II and PSC-funded components of the overall work programme; and
- Country needs.

Split between earmarked and unearmarked allocations in 2012

In 2012 around US\$ 22 million (gross) of Window I funds have been allocated to projects and programmes. 39% of Window I allocations were earmarked by donors.

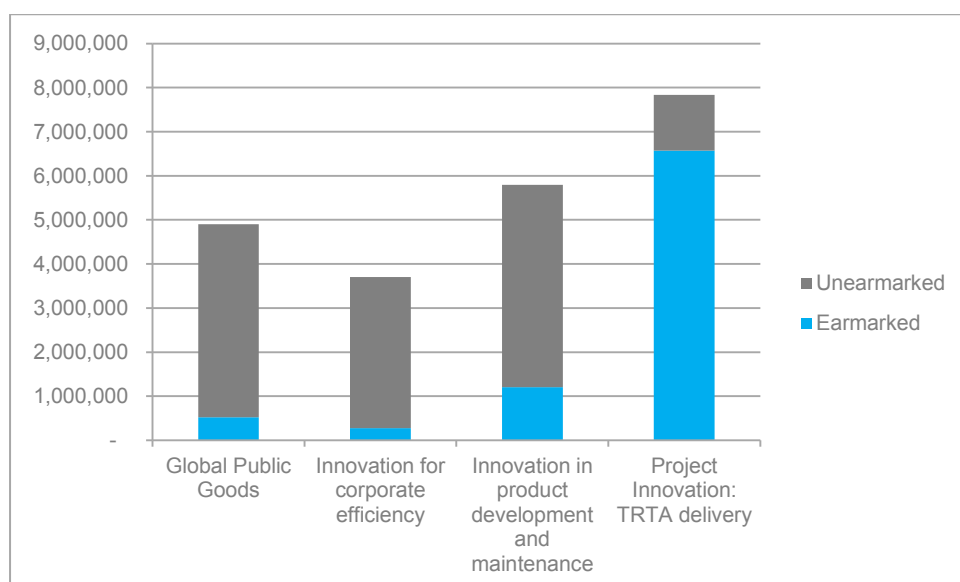


As described in the Window I Guidelines (annex 2), the purpose of Window I is to finance innovative TRTA services in the broad sense. In 2012 Window I contributions have been allocated to a range of technical assistance projects and programmes in developing countries (including large programmes), as well as innovations in ITC to ensure effective delivery.

Examples of Window I projects by category

	Category	2012 projects
Mainly unearmarked	A1. Global public goods (MDG 8)	<ul style="list-style-type: none"> • Database of private standards (trade for sustainable development) • Trade intelligence and market analysis tools • Business and trade policy
	A2. Innovation for corporate efficiency	<ul style="list-style-type: none"> • Results-based management • Modernization of information systems and infrastructure • Evaluation • Corporate events and programme visibility • HR policy and projects
	A3. Innovation for the development or maintenance of products and services	<ul style="list-style-type: none"> • Branding and intellectual property • TSI benchmarking • TSI capacity building materials • Project development fund to facilitate project design (11 projects in the design phase supported to date)
Mainly earmarked	B. Innovative services and projects	<ul style="list-style-type: none"> • Trade and Poor Communities (MDG 1) • Women and Trade (MDG 3) • Trade Climate Change and Environment (MDG 7) • LDC Accession (MDG 8) • Regional Integration and EPAs (MDG 8) • Export Strategy (MDG 8) • Trade Leaders Programme (MDG 8)

2012 Window I by category and earmarking (gross)



IV. PROGRAMME SUPPORT ACCOUNT EXPENDITURE AS AT 30 JUNE 2012

Description	Expenditure US\$
Staff cost	1,881,139
Non-staff costs under support costs	318,503
XB share of external audit (BoA)	32,130
After-Service Health Insurance (ASHI)	65,000
XB share of Joint Medical Services	60,529
GTA (maternity replacements, sick leave etc.)	112,324
Miscellaneous costs (incl. Malicious insurance and inter-organization security)	39,898
Training	2,137
Estimates for UNOG admin services*	6,485
Total	2,199,641

*Financial Services such as treasury, payroll etc./ Central Support Services such as travel, joint procurement / HR Management Services such as appeal, social and welfare, etc. / Information and Communication Services such as IMIS support, web server hosting.

V. REGULAR BUDGET

Regular budget expenditure between the biennia (US\$)

	Biennium 2008/2009	Biennium 2010/2011	June 2012 (6 months)
Technical assistance personnel costs	49,462,000	57,792,428	14,862,160
Travel	601,000	702,645	214,410
Contractual services	2,465,000	2,876,492	853,682
Operating expenses	5,474,000	6,302,723	2,870,323
Acquisitions	1,888,000	1,615,259	457,446
Other	2,134,000	2,813,919	323,947
Total	62,024,000	72,103,467	19,581,968
Appropriations for a biennium	62,186,000	72,995,500	82,675,400
% of Expenditure vs Appropriation	99.70%	98.78%	23.69%

VI. ITC PROJECT DELIVERY

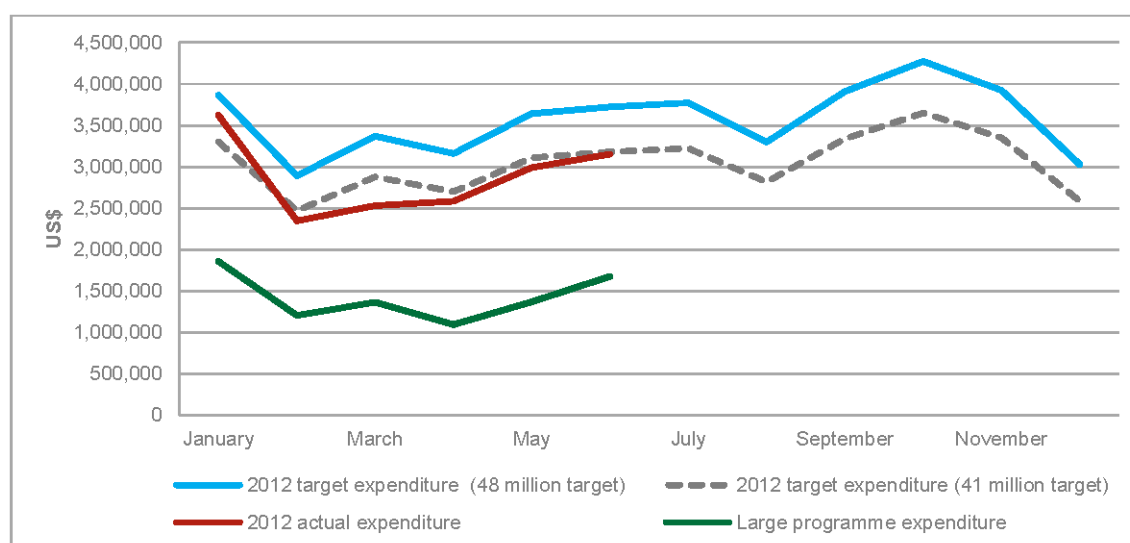
Summary of project delivery by region, 1 January – 30 June 2012 (US\$ '000)

	Window I (net)	Window II (net)	Total (net)	% of total delivery
Sub-Saharan Africa	2,286	3,965	6,251	36%
Asia-Pacific	400	1,244	1,644	10%
Arab States	138	1,729	1,867	11%
Latin America and the Caribbean	790	584	1,374	8%
Eastern Europe and Central Asia	47	829	876	5%
Global public goods	2,037	1,802	3,839	22%
Corporate efficiency	1,186	209	1,394	8%
Total	6,884	10,361	17,245	

Delivery against target expenditure

ITC's original delivery target in the 2012 Operational Plan was US\$ 48 million gross. During the Joint Advisory Group meeting in May, ITC informed member states that the organization is more likely to achieve delivery of around US\$ 41 million gross. At the end of June delivery totalled US\$ 19.3 million gross.

The graph below depicts ITC extra-budgetary delivery (W1 and W2) up to June 2012 against the two target figures.



Delivery against ITC Strategic Objectives

The period January to June 2012 is the first quarter of the new biennium 2012-2013. Project managers have inserted achievements against the corporate outcome indicators using the integrated RBM reporting tool for the first time.

Initial analysis indicates that ITC has reached the 25% benchmark for four of the eight outcome targets for the biennium. In addition, ITC has also delivered 25% of the planned outputs for the biennium. Therefore the organization is so far largely on track to deliver its planned outputs and outcomes.

The table below captures actual measurements against targets for the eight corporate outcome indicators.

Outcome Indicator/Unit of measure		Targets 2012-2013	Benchmark (based on 25% of targets)	Actual 30 June 2012	% Against benchmark 30 June 2012	Status against benchmark 30 June 2012
1. Strengthened integration of the business sector into the global economy through enhanced support to policymakers						
1.1	Number of export development strategies	40	10	4	40%	↓
1.2	Number of country networks	98	25	110	440%	↑
1.3	Number of enriched country negotiating positions	52	13	10	77%	↓
2. Increased capacity of trade support institutions to support businesses						
2.1	Number of TSIs having improved ranking	105	26	141	542%	↑
2.2	Number of policy proposals	89	22	17	77%	↓
3. Strengthened international competitiveness of enterprises through ITC training and support						
3.1	Number of enterprises enabled to formulate business strategies	2,600	650	894	136%	↑
3.2	Number of enterprises enabled to become export-ready	1,623	406	1,003	247%	↑
3.3	Number of enterprises having met potential buyers and transacted business	1,506	377	186	49%	↓

**ANNEX I ITC PROJECT DELIVERY: ACTUAL OUTCOMES AND
OUTPUTS JANUARY – JUNE 2012**

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
ITC Division of Business and Institutional Support (DBIS); Director: Aicha Pouye						
Business Environment Section; Chief: Angela Strachan						
RAF/20/123C Jean-François Bourque DBIS/Business Environment	PACT II - ECCAS Appui juridique pour les entreprises de l'Afrique occidentale et centrale (01/10/2009 – 30/12/2013) Canada	76,829	66,942	<ul style="list-style-type: none"> OHADA guide for entrepreneurs adapted for RCA entrepreneurs with national TSI counterpart One Training workshop for RCA entrepreneurs (32 participants, of which 20% are businesswomen) organized on setting up and running companies under OHADA laws (training by ITC, OHADA and national TSIs) 	32 SMEs in the Republic of Central Africa (RCA) received assistance and improved their understanding on the advantages and implications of the OHADA regional trade law – OHADA is the Organization for the Harmonization of Business Law in Africa applicable in 16 African Countries.	Policy TSI
INT/U1/91A Jean-François Bourque DBIS/Business Environment	Commercial contracts models and training material for SMEs through trade support institutions (28/03/2012 – 31/12/2012) ITF Window I	60,000	23,774	<ul style="list-style-type: none"> A Trainer's Guide on ITC International Commercial Model Contracts for Exporting Small Firms developed, but not yet published Two pilot training sessions organized on ITC commercial model contracts and business practices for 64 SMEs in Cambodia and in the Lao People's Democratic Republic in May (64 participants, of which 12% were business women) 	Through training sessions participants have enhanced their legal skills and capacities for the negotiation and completion of successful international and domestic commercial transactions.	Awareness TSI
INT/U1/92A Jean-François Bourque DBIS/Business Environment	Project development: Building organizational and contractual capabilities for market-oriented smallholder producer's organizations and cooperatives in the agribusiness sector (28/03/2012 – 31/12/2012) ITF Window I	47,000	1,809	<ul style="list-style-type: none"> Two pilot producer groups of cooperatives in West Africa (Senegal) identified to provide specific assistance on the setting-up of corporate cooperative according to the new OHADA regulation and on agricultural contracts (more particularly in consignment sale contracts) 	No actual outcomes to report to date.	Awareness TSI
ZAM/1B/01A Yaya Ouattara DBIS/Business Environment	Zambia - Access to finance for agribusiness SMEs (29/09/2010 – 29/06/2012) African Management Services Company (ATMS/AMSCO)	162,000	89,793	<ul style="list-style-type: none"> 75 MSMEs benefitted from financial management advisory services and business diagnostics Zambia Development Agency (ZDA) equipped with training material (financial management self-assessment tools) for MSMEs Zanaco and Investrust trained on SME credit risk management Investrust equipped with LOANCOM (Credit scoring tool) for better assessment of MSMEs 17 financial management counsellors (Business Development Services Providers) trained, of whom 10 were certified 	44 MSMEs successfully obtained loans from Zanaco and Investrust as of 29 June 2012.	TSI
INT/R9/01A Angela Strachan DBIS/Business Environment	Revolving fund for Business Environment (12/05/2011 – 31/12/2012) Revolving Fund	30,000	20	<ul style="list-style-type: none"> Proposal for LegaCarta licenses developed and submitted to Qatar, following their request 	No actual outcomes to report to date.	Awareness
INT/U1/74A Angela Strachan DBIS/Business Environment	Trade facilitation - Facilitating exports by East African Community and South Sudan women informal cross border traders and MSMEs (01/01/2012 – 31/12/2012) ITF Window I	94,000	22,127	<ul style="list-style-type: none"> Project Document approved (SMC endorsement 20 June) Implementation modalities and Phase II inception work plan endorsed and validated by lead regional partner, EAC Secretariat and selected TSIs in EAC member states 	No actual outcomes to report to date.	Sustainability

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
Enterprise Competitiveness Section; Chief: Jacky Charbonneau						
INT/R4/01A Jacky Charbonneau DBIS/Enterprise Competitiveness	ECS Revolving Fund (18/03/2000 – 31/12/2013) Revolving Fund	239,623	42,897	<ul style="list-style-type: none"> – Strategy paper designed for Management Action Group (MAG) – Networks' databases maintained – Project documents, work plans, and budgets for new projects of prepared – Monitoring reports completed – Research for technical officers realized 	SMEs from developing countries and economies in transition have access to ITC's programmes and services aiming at strengthening their capacities.	Awareness Enterprises
INT/61/105A	Supply chain management training and professional certification (MLS-SCM) (21/04/2008 – 21/04/2013) Switzerland	531,000	220,268	<ul style="list-style-type: none"> – Draft report on MLS-SCM Market Value Analysis presented to ITC's management and SECO for validation. – New shortand long-term strategy prepared, awaits confirmation – De-bugging of LearningNet almost completed – New draft ToRs for advisory board developed, presented to board for discussions in July 2012; new board members identified 	Institutions in more than 50 countries are better positioned to offer MLS-SCM training successfully in terms of having access to trained trainers; having defined their target groups and course offer; having been capacitated to develop effective course designs and to develop strategies to offer and market the programme; having the option of offering exams online, etc. Yearly results and statistics in terms of number courses offered by the network, number of people trained, evaluation ratings, etc. are compiled only on a yearly basis.	Enterprises
INT/R1/01A Jacky Charbonneau DBIS/Enterprise Competitiveness	MLS-SCM Revolving Fund (18/03/2000 – 31/12/2015) Revolving Fund	300,000	118,792	<ul style="list-style-type: none"> – New draft learning scheme including new pricing part of draft strategy doc. awaiting validation – Proposed reciprocity agreement with Ism developed; with Legal for approval – E-learning strategy part of new programme strategy which will be presented to management for validation – Jan-Jun 2012: 2,500 exams prepared, dispatched and taken; exam scripts received, marked and results posted; all related management of MLS-SCM exam documents and paper trail checked and on file; all related database management operations completed; network support and guidance provided 		
INT/U1/54A Raphaël Dard DBIS/Enterprise Competitiveness	Strengthening the pineapple export value chain in selected West African countries (07/01/2011 – 31/08/2012) ITF Window I	177,000	121,745	<ul style="list-style-type: none"> – Capacity building workshop for cooperative managers (from Benin and Togo) provided in Lomé in March – Two cooperative strategy designs supported through the project – Two sector associations created, now able to support their members – Communication material designed and printed (posters, t-shirts) to market newly available mobile solution – 21% additional subscribers enlisted in 2nd semester 2012, following implementation of mobile solution (TV documentary to be aired in Q3) 	SMEs in selected countries have seized new business opportunities for exporting pineapples. Sector TSIs from Benin (ABePEC) and Togo (BN-CRA) have strengthened their capacity to support pineapple sector actors.	TSI Enterprises
SAF/17/05A Ludovica Ghizzoni DBIS/Enterprise Competitiveness	SADC Supply chain and logistics programme - South Africa (07/01/2010 – 30/12/2012) Flemish Government	87,634	29,736	<ul style="list-style-type: none"> – Second NAMC's project brochure published and distributed – Training and technical assistance to 15 farmers in the Western Cape ongoing in line with plans for marketing, food safety and optimization of the orchard production by improving quality and quantity – Diagnostic analysis of selected citrus farmers in the Eastern cape conducted and report available 	The actual outcome will be reported by the end of the project (for details see RBM reporting).	TSI Enterprises
NIR/98/02A Ludovica Ghizzoni DBIS/Enterprise Competitiveness	Standards and trade development facility, Nigeria - SPS capacity building for sesame seeds and Shea nut butter exports (12/10/2010 – 31/03/2013) WTO	40,000	22,255	<ul style="list-style-type: none"> – STDF Project 172 overseen in accordance with NEPC-WTO terms of reference and timetable – Problems identified related to the delivery of machine and steps recommended to NEPC to resolve them (e.g. purchasing from Benin) – Changes in project design suggested and WTO approval obtained (extension of project duration till March 2013 approved by WTO) – Project's reports and financial statements reviewed, submitted and recommended for WTO approval 	The SPS capabilities of Nigerian TSIS are strengthened to better support companies in the sesame seed and Shea nut butter sectors.	TSI
CPR/22/08A Ozaltinordu Gultekin DBIS/Enterprise Competitiveness	Certified Trade Advisers Programme (CTAP) Expansion (20/03/2012 – 01/05/2013) People's Republic of China	124,000	98,864	<ul style="list-style-type: none"> – 9 SMEs participating in the programme received diagnostic reports and advisory assistance 	There is no outcome yet to report at this stage of the project.	Enterprises

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
INT/U1/71A Leonardo lebra DBIS/Enterprise Competitiveness	Project development: Exploratory project on deepening and broadening ITC/CDE relationship - Inception phase (20/09/2011 – 30/06/2012) ITF Window I	20,400	0	– Decision made to close the project before the outputs were finalized due to restructuring of CDE	n/a	Enterprises
INT/U1/84A Leonardo lebra DBIS/Enterprise Competitiveness	Support EAC's Regional Trade Integration (01/02/2012 – 30/06/2013) ITF Window I	775,000	32,101	– No outputs to report to date	n/a	TSI Enterprises
INT/61/128A Leonardo lebra DBIS/Enterprise Competitiveness	Fairtrade Labelling Organizations (FLO) partnership (13/09/2010 – 31/12/2012) Switzerland	20,766	7,818	– Project on hold during Q12, no outputs to report	n/a	Sustainability
BGD/47/114A Martin Labbé DBIS/Enterprise Competitiveness	Netherlands Trust Fund (NTF II) – Bangladesh (01/01/2010 – 31/03/2013) Netherlands	795,662	542,421	– Several new contracts signed with repeat business reported by NTF II companies further to SOFTEXPO 2012 and CEBIT 2012 – Deployment of service initiated with DCCI; examples of successful provision of sustainable matchmaking services such as NASSCOM's Trade Development package used to document its relevance – Branding efforts of Bangladesh as a global sourcing destination intensified, with KPMG report launched in January; key findings presented at the World Summit on the Information Society (WSIS) Forum in Geneva, May 2012; roundtable in Dhaka gathered industry representatives to define roadmap for design of Bangladesh's business brand, on which the IT industry's brand should build	Viable commercial relationships between Bangladeshi suppliers and EU buyers are being established, with repeat business reported by beneficiary companies. TSIs in the sector still do not apply a demand-driven and sustainable business model to provide services to exporters that result in business-to-business (B2B) linkages in the IT and ITES sectors. Stakeholders have been brought together to conceptualize how Bangladesh should be better branded and marketed within specific segments in three European key markets. At the same time, branding efforts (on- and offline media, KPMG report, social networks) give Bangladesh more visibility.	TSI Enterprises
RAF/20/133B Christian Planchette DBIS/Enterprise Competitiveness	ACCESS! II - Business Counselling for women entrepreneurs (22/10/2010 – 31/12/2012) Canada	53,634	48,151	– 26 export competitiveness potential diagnostics conducted and 25 export strategy counselling services under way for selected women entrepreneurs in Ghana – Critical action for 9 women entrepreneurs identified and corresponding support services provided in Ethiopia – Export resource implementation planning provided to 8 women entrepreneurs in Ethiopia – Services provided to 4 TSIs in Uganda, Ethiopia and Ghana on the provision of business counselling services to women entrepreneurs	40 participating women entrepreneurs (14 in Ethiopia, 26 in Ghana) are better prepared for exporting. Two ACCESS! Focal Point institutions in Uganda and Ethiopia can replicate and run the business counselling component on their own using locally available human resources.	TSI Sustainability
RAF/20/134A Christian Planchette DBIS/Enterprise Competitiveness	PACT II – Design of ECOWAS- TEN network of trade experts (27/06/2012 – 31/12/2012) Canada	112,000	0	– No outputs to report to date	n/a (project started end of June 2012 only).	TSI
TSI Strengthening Section, Officer-in-Charge: Aicha Pouye						
INT/71/04A Vanessa Erogbogbo DBIS/TSI Strengthening	Women and Trade: Improving Gender Mainstreaming at ITC (22/04/2010 – 31/12/2012) United Kingdom	250,000	18,999	– Two gender mainstreaming workshops delivered on 31 January and 6 February 2012, with 45 staff participating – Approx. 60% of eligible staff participated in GM training to date, in excess of the 2012 target of 50% – Development Marker Women finalized to be uploaded to portal – Assignment on gender parity in staffing completed and initial findings presented – Report under preparation for submission to ITC Executive Director – Training of staff on gender mainstreaming on target – Systematic gender mainstreaming of projects and activities on track – Establishment of results measurement frameworks and methodologies on	Strategic frameworks and indicators are gender responsive.	Awareness Corporate

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
				track		
INT/71/06A Vanessa Erogbogbo DBIS/TSI Strengthening	Women and trade – Building the capacity to address gender-based trade constraints (22/06/2010 – 31/12/2012) United Kingdom	594,000	61,291	<ul style="list-style-type: none"> – International Women's Day jointly organized with the United States Mission in Geneva and OWIT Lake Geneva with 100 participants (98 women) – OWIT Lake Geneva received advisory services on linking OWIT global network to trade opportunities resulting from the Global Platform for Action on Sourcing from Women Vendors – (Global Platform for Action on Sourcing from Women Vendors) Advisory services to APEC – Updated coffee sector strategy for Uganda now gender mainstreamed – Advisory services to ITC's Export Strategy team and International Women's Coffee Alliance (IWCA) Uganda chapter – Sex-disaggregated data collected for Madagascar NTM survey – Advisory services provided to BPW International and Built Environment sector leads (Global Platform for Action on Sourcing from Women Vendors) on the development of a women's association for construction/design and related activities – Advisory services provided to ProMéxico and AMMJE (Mexican association of women entrepreneurs) on linking women to market opportunities 	IWCA members report sales of 5,000 kg of coffee to Walmart. Accenture commits to sourcing coffee from women business enterprises in the Philippines.	Sustainability
INT/U1/97A Vanessa Erogbogbo DBIS/TSI Strengthening	Women and Trade – Building the capacity to address gender-based trade constraints W1 (25/06/2012 – 31/12/2012) ITF Window I	300,617	0	n/a Project has just commenced. Planned outputs will be delivered in Q4	n/a	
INT/U1/44A John Gillies DBIS/TSI Strengthening	Trade support institutions capacity building modules (02/08/2010 – 30/04/2012) ITF Window I	114,000	21,629	<ul style="list-style-type: none"> – Institutional assessment module (Module 1) completed in English and French – Drafts produced for Modules 2 and 3 – Pilot programme roll-out of Modules, 1, 2 and 3 completed in the Occupied Palestinian Territory and Uganda – Strategic plan for NUCAFE under NTF II endorsed by stakeholders during validation workshop in May 2012 – Strategic planning workshop held with Paltrade 	The strategic plan development process at NUCAFE led to enhanced abilities of management to identify and prioritize strategic issues. The strategic planning workshop for PALTRADE provided a platform for discussion on strategic issues which resulted in: 1) Enhanced management capabilities to improve organizational performance; 2) Greater cooperation between board and staff; 3) Improved understanding on importance of strategic choices in order to deliver valued services to SMEs.	TSI
BRA/65/02A John Gillies DBIS/TSI Strengthening	APEX Brasil - Foreign trade training (19/03/2009 – 31/08/2012) Brazil	22,000	10,429	– No activities in Q1 and Q2. Actual outputs to be added in Q3/Q4	Actual outcomes to be added in Q3/Q4.	TSI
INT/U1/30A Ben Mohammed Imamo DBIS/TSI Strengthening	World trade promotion organizations conference and awards (01/02/2012 – 31/12/2013) ITF Window I	500,000	55,170	– Preparations for the TPO Network World Conference to be held in Q4 undertaken and ongoing, including application and evaluation processes	Actual outcomes will be reported in Q4 of 2012.	Awareness TSI
RAF/20/110D Ben Mohammed Imamo DBIS/TSI Strengthening	PACT II - ECOWAS Improved technical capacities and RBM operations (01/05/2009 – 31/12/2012) Canada	38,279	-326	– No activities (pending signature of MOU)	n/a	TSI
RAF/20/118C Ben Mohammed Imamo DBIS/TSI Strengthening	PACT II - ECCAS Networks of national and regional TSIs (01/06/2009 – 31/12/2012) Canada	85,803	6,477	– No activities (pending signature of MOU)	n/a	TSI

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
RAF/20/109C Ben Mohammed Imamo DBIS/TSI Strengthening	PACT II - ECCAS Improved technical capacities and RBM operations (01/03/2009 – 31/12/2012) Canada	133,091	16,683	– No activities (pending signature of MOU)	n/a	TSI
RAF/20/119D Ben Mohammed Imamo DBIS/TSI Strengthening	PACT II - ECOWAS Networks of national and regional TSIs (01/06/2009 – 31/12/2012) Canada	129,940	22,794	– No activities (pending signature of MOU)	n/a	TSI
RAF/20/117B Ben Mohammed Imamo DBIS/TSI Strengthening	PACT II - COMESA Networks of national and regional TSIs (01/06/2009 – 31/12/2012) Canada	74,695	16,885	– No activities (pending signature of MOU)	n/a	TSI
RAF/20/108B Ben Mohammed Imamo DBIS/TSI Strengthening	PACT II - COMESA Improved technical capacities and RBM operations (01/03/2009 – 31/12/2012) Canada	45,491	0	– No activities (pending signature of MOU)	n/a	TSI
INT/28/09A	Expansion du commerce intra et interrégional pour les pays francophones du Mékong, de l'Océan Indien, de la CEMAC et de l'UEMOA (06/10/2010 – 31/01/2012) OIF	3,000	-7,465	– 14 export quality management advisers from Senegal acquired skills and knowledge in ISO 22000 – 3 Food and agro-processed food exporting SMEs assessed as pilot SMEs on ISO 22000 requirements – 4 TSIs advised on organizing buyers/sellers meeting	Business partnerships were established with potential business transactions of US\$ 35 million on wood and wood products (including building materials, cashew nuts, and mine products). Four TSIs enhanced their knowledge and skills and organized together a buyers/sellers meeting on wood and wood products in Pointe-Noire, Congo, on 7-9 May 2012. Business transactions worth US\$ 4 million were concluded during that meeting. 25 SMEs and 12 TSIs in Cambodia and the Lao People's Democratic Republic enhanced their capacity in formulating international contractual agreements. One TSI strengthened its capacity in offering export quality management services and organized a training workshop for 23 SMEs with limited technical support of ITC.	TSI Enterprises
INT/28/10A	Expansion du commerce intra et interrégional entre les États membres de la CEMAC, de l'UEMOA et les pays francophones du Mékong (01/11/2011 – 30/09/2012) OIF	41,248	70,711	– 25 SMEs and 12 TSIs in Cambodia and the Lao People's Democratic Republic enhanced their capacity in drafting international contractual agreements – 23 SMEs acquired knowledge and skills on export quality management during national training workshop organized by partner TSI (Chambre de commerce et d'industrie de Pointe-Noire, République du Congo) – 36 TSI staff and consultants (6 women) acquired skills to be resource persons for training and implementation of ISO 22000 in Benin (16) and Togo (19)		
INT/U1/75A Ben Mohammed Imamo DBIS/TSI Strengthening	OIF/ITC Project: Expansion du commerce intra et interrégional entre les États membres de la CEMAC, de l'UEMOA et les pays francophones du Mékong 2011 (01/11/2011 – 30/09/2012) ITF Window I	100,000	61,420	– 10 food and agro-processed food exporting SMEs have been audited in Benin (5) and Togo (5) by these 36 trainers to assess gap between actual practices and ISO 22000 requirements		
INT/R6/01A Saskia Marx DBIS/TSI Strengthening	TSI Revolving Fund (03/05/2004 – 31/12/2012) Revolving Fund	5,185	0	– No outputs to report to date.	n/a	TSI

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
PER/71/10A	Empowering Peruvian Women Business Enterprises (WBEs) in Alpaca to enter the U.S. Market (27/06/2011 – 31/12/2012) United Kingdom	83,000	60,792	<ul style="list-style-type: none"> – Design consultancies held in Arequipa and Puno January April resulted in 20 trained WBEs: training enabled participation in 2 fashion shows (in Puno in March and Foro Textil in April) – 9 WBEs participated in Magic Sourcing trade show in Las Vegas where they met with 42 potential future United States buyers – 3 fashion shows successfully organized by Promperú with support of ITC during Foro Textil – 11 WBEs participated at Peru Moda under ITC – 40 foreigners met with 140 Peruvian enterprises and realized US\$ 40 million in agro and textile products including alpaca during SUREXPORTA – 59 WBEs participated in evening courses in Arequipa 	The design consultancies enabled WBEs to become export-ready and improve their collection. The Magic Show enabled WBEs to better understand the requirements to export to the U.S. market resulted in potential orders estimated at US\$ 225,000. The evening courses facilitated the involvement and support of the main institutional counterpart in Peru to support WBEs in alpaca to adapt to United States market requirements.	TSI Enterprises
INT/U1/61A Bertrand Monrozier DBIS/TSI Strengthening	Empowering Peruvian Women Business Enterprises (WBEs) in Alpaca to enter the U.S. Market - ITF/W1 (27/06/2011 – 31/12/2012) ITF Window I	200,000	156,820	<ul style="list-style-type: none"> – No actual outputs to report to date as project only commenced mid June 2012. 	n/a	TSI
INT/U1/89A Bertrand Monrozier DBIS/TSI Strengthening	Foreign Trade Representation (FTR) roll out (11/06/2012 – 31/12/2012) ITF Window I	89,000	0	<ul style="list-style-type: none"> – U.S. Market Access Guidebook specific to silver jewellery developed explaining U.S. market requirements as well as market opportunities to all beneficiaries – 2 workshops delivered to over 75 WBEs (5-7 March; 21-23 May) on United States market requirements, export readiness, jewellery export procedures, design techniques and branding, including feedback by United States expert – 8 Mexican WBEs participated at JCK show (1-4 June, Las Vegas) 	All of the WBEs attending the JCK show struck business deals or got orders for samples during the event.	Sustainability
MEX/71/11A	Empowering Mexican Women Business Enterprises (WBEs) in the silver jewellery and beads industry to enter the U.S. market (14/06/2011 – 30/05/2013) United Kingdom	154,000	122,758	<ul style="list-style-type: none"> – U.S. Market Access Guidebook specific to silver jewellery developed explaining U.S. market requirements as well as market opportunities to all beneficiaries – 2 workshops delivered to over 75 WBEs (5-7 March; 21-23 May) on United States market requirements, export readiness, jewellery export procedures, design techniques and branding, including feedback by United States expert – 8 Mexican WBEs participated at JCK show (1-4 June, Las Vegas) 	All of the WBEs attending the JCK show struck business deals or got orders for samples during the event.	Sustainability
INT/U1/62A Leonel Rodas DBIS/TSI Strengthening	Empowering Mexican Women Business Enterprises (WBEs) in the silver jewellery and beads industry to enter the U.S. market (01/06/2011 – 31/05/2013) ITF Window I	200,000	111,138			

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
INT/U1/42A Andrea Santoni DBIS/TSI Strengthening	Trade support institutions benchmarking scheme (01/07/2010 – 31/12/2012) ITF Window I	567,750	130,578	<ul style="list-style-type: none"> – Three additional TPOs benefited from TSI Assessment and Benchmarking programme (PROESA from El Salvador, Enterprise Mauritius from Mauritius and KAZNEX from Kazakhstan) and received Benchmarking report; one additional TPO (TDAP from Pakistan) scheduled for July – Programme Team presented internally proposal of establishing system of responses to requests for assistance; prepared matrix plotting different responses that ITC could provide to different areas of weaknesses that assessments could find – Three official requests (BEDIA, PROESA and UEPB) for follow-up actions forwarded to ITC as result of Benchmarking assisted assessment – Benchmarking RFP and tender for development of benchmarking web platform formulated, submitted and awarded – Development of self-assessment version of Benchmarking model of analysis initiated – Potential topics of interest to develop case studies identified and collaboration with New Zealand trade and Enterprise to develop the first case on Result Measurement System initiated – Contacts initiated with Asia Development Bank to plan workshop centred on result measurement systems in November 2012 in Manila – Full training package on TSI Assessment and Benchmarking tools and methodologies developed – Five regional experts identified, hired and trained to undertake benchmarking assisted assessment – Subsequent on job training completed with one expert and a second one underway – New mode of delivery implemented through the development of semi-automated report generation software – Benchmarking programme presented to World Bank and Inter-American Development Bank; areas of collaboration identified – Request from World Bank received to support them in Sierra Leone with initial assessment and benchmark of the country's TPO 	100% of the TPOs having received the Benchmarking assisted assessment in 2012 declare having actually initiated a process of performance improvement and/or recognizing the programme potential to make a considerable contribution to the TPO's performance improvement process. The recent visit to the World Bank and the Inter-American Development Bank indicates that ITC is well placed to confirm its leadership in this area.	TSI
ITC Division of Market Development (DMD); Director: Anders Aeroe						
Market Analysis Section; Officer-in-Charge: Mondher Mimouni						
RAF/20/112C Helen Lassen DMD/Market Analysis and Research	PACT II – ECCAS Market analysis and sector prioritization (01/05/2009 – 31/12/2012) Canada	22,000	-3,608	– ECCAS Secretariat takes lead role in 2012 in coordinating trade statistical reporting from member states, with technical support of ITC	No actual outcomes to report to date.	Awareness TSI
RAF/20/113D Helen Lassen DMD/Market Analysis and Research	PACT II – ECOWAS Market analysis and sector prioritization (01/05/2009 – 31/12/2012) Canada	14,029	0	– No actual outputs to report to date	No actual outcomes to report to date.	Awareness TSI

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
RAF/20/111B Helen Lassen DMD/Market Analysis and Research	PACT II – COMESA Market analysis and sector prioritization (01/05/2009 – 31/12/2012) Canada	174,000	-6,329	– COMESA regional trade report completed with input from 14 COMESA countries	Eighteen trained participants from public and private sector institutions across the COMESA region (working alone or in teams of two or three) produced trade profiles of their country, thus demonstrating their acquired knowledge and ability to apply it in a practical work related environment. They used Trade Map and the analysis skills acquired in training workshops in 2011 and were also supported by remote coaching via email provided after the workshop. The reports produced cover 14 of the 19 COMESA countries and include: Comoros; Djibouti; Eritrea; Kenya; Malawi; Ethiopia; Madagascar; Mauritius; Seychelles; Sudan; Swaziland; Uganda; Zambia; and Zimbabwe. The report writers included 9 women and 9 men. “PACT II enabled us here at Zambia’s Development Agency to have the trade analysis skills built of a number of key staff – at management and at the technical level. Here in the Export Promotion and Market Development Division of ZDA as a result of ITC’s training we are now using the market analysis tools to inform Zambia’s bilateral negotiations, negotiations with SADC and COMESA and the tripartite process, to find key products of interest and to check on commitments versus actual implementation. One of the problem’s Zambia faces is that we’re dependent on a few products and markets for export revenues. We need to diversify our trade. So we are using ITC’s composite index methodology to select products and markets where Zambia has export potential. In addition, the three of ZDA’s staff that ITC trained under PACT II have since gone on to train an additional 12 other officers, so PACT II has had had a multiplier effect for us here at ZDA.” Miyoba Lubemba, Manager Export Market Development, Zambia Development Agency, 29 June 2012	Awareness TSI
INT/75/29A Helen Lassen DMD/Market Analysis and Research	Data and market analysis tools for low income countries – Phase I (01/01/2012 – 30/06/2012) European Union	391,580	324,945	– Announcement of launch of new Market Access Map application made to global Aid for Trade community recognizing contribution of EU in December 2011 – Market Access Map presented to group of stakeholders 19 March with representation and active participation from WTO, World Bank, UNCTAD as well as permanent missions of South Africa and Kenya (representing trade policy / negotiation side of user community) as well as two representatives of private sector both from developing countries (an importer / distributor of aromatic gums and one female representative of Swiss Import Association SIPPO, charged with supporting developing countries in accessing the Swiss and EU markets) – Relevant remarks from stakeholders incorporated into application leading to re-developed MAcMap application launch online at www.macmap.org 29 June	No outcomes to report to date.	Awareness

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
INT/R2/01A Helen Lassen DMD/Market Analysis and Research	Revolving fund for market analysis and research (18/03/2000 – 31/12/2013) Revolving Fund	696,760	323,822	<ul style="list-style-type: none"> – Network of data providers contacted to collect most recent trade and market access data (26 June: 221,639 users of ITC's Market Analysis Tools) – Global Trade indicators for 2011 included in Trade Map, based on data reported by 107 countries at 6 digit level – 164 countries reported trade data at the tariff line level for one or more years – Monthly trade data updated; trade data for Q1 2012 available for 47 countries and April 2012 data for 20 countries – New Market Access Map launched 29 June containing 2012 tariff data for 46 countries and data for 2011 or earlier for additional 145 countries (191 countries in total); new NTM module; new user guide and introductory training video completed – Investment Map updated: end June aggregate FDI data for 200 countries and data broken down at sector level for 115 countries; new/more simplified Selection Menu developed – Contributed trade and market access indicators to World Tariff Profile report of ITC and WTO and contributed market access data to WEF's Global Enabling Trade Report 2012 published March 2012; provided data to WEF for inclusion in "Global Competitiveness Index" – Three face-to-face in-country capacity-building workshops funded, two in Mauritius and one in South Africa – MAR delivered nine customized market analysis /advisory services: (a) New research paper produced by ITC for presentation by ITC DED at UNCTAD XIII on liberalizing trade for League of Arab States Members; MAR reviewed Pascal Lamy's draft key note speech for UNCTAD XIII; (b) Article prepared for WEF's Global Enabling Trade Report "Business Perspectives on obstacles to trade - evidence from new survey data"; (c) Customized research prepared for presentation by ITC ED in Spain at IESE 20 April on Corporate growth: New business opportunities in the global economy; (d) Research for ITC DED presentation during seminar in Paris 4 June organized by MEDEF in partnership with Sciences Po on "les accords bilatéraux et régionaux de libre-échange dans le monde": partial equilibrium simulation of a full removal of tariffs among 9 transpacific countries produced to estimate potential for trade creation for included countries and the potential for trade diversion for excluded countries; (e) Customized research prepared for Director DMD for interview in China on China's trade prospects, the future outlook for trade protection given current sovereign debt crisis in Europe and weak economic performance in other OECD countries and future of FTAs vs. multilateralism; (f) Customized research prepared for ITC ED for interview on how Gulf Cooperation Council could boost intraregional trade and diversify away from oil; (g) Two presentations (Director DMD and Chief MAR) prepared for GTAP conference in June and short background paper; (h) Study updated for ITC ED on export performance of Commonwealth states – Two webinars held with Sudan and China – 12 pro bono introductions provided on market analysis and tools for 259 beneficiaries from developed and developing countries: two coordinated by UNCTAD's Virtual Institute – All training videos and e-learning content migrated to corporate e-learning platform 	No outcomes to report to date.	Awareness

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
INT/U1/73A Mondher Mimouni DMD/Market Analysis and Research	ITC Seminar Series (3 February 2012) ITF Window I	15,200	15,007	<ul style="list-style-type: none"> ITC hosted seminar entitled "Non-Tariff Measures: New Challenges and the Road Ahead" which brought together key experts on non-tariff measures, with wider Geneva trade and development community to take stock of NTM issues and challenges and discuss first results of ITC's three-year programme to survey enterprises in developing countries 	The seminar enabled the work of the NTM programme to reach a wider audience and the main findings of the programme to be discussed with partner institutions, academia and the wider TRTA community. The discussions and positive feedback of the event, contributed towards a subsequent seminar on a similar topic and the same panellists, at UNCTAD XIII in Doha.	Awareness
INT/71/02A Poonam Mohun DMD/Market Analysis and Research	Non-tariff measures (NTMs) – increasing transparency and understanding (01/01/2010 – 31/03/2013) United Kingdom	964,000	539,927	<ul style="list-style-type: none"> NTM surveys launched successfully in Cambodia, Côte d'Ivoire, Guinea-Conakry and Kazakhstan Streamlined business registry with current contact details of exporters and importers made available for additional four countries Local survey specialists and interviewers (approximately 50) trained in four new countries on NTM classification and NTM survey methodology Cleaned and processed data made available for large-scale company surveys implemented in 16 countries Draft report with survey results discussed and validated by key national stakeholders during awareness-raising workshop in Morocco and Peru Final NTM country reports published for Burkina Faso and Morocco (available free of charge on ITC's website) Web module that disseminates official NTM data integrated into new Market Access Map application, providing data on NTMs Hong Kong SAR, China, Mauritius, Russian Federation, Rwanda, United Republic of Tanzania, and Burkina Faso 11 short reports on gender-related questions made available 	Following the release of the survey report, the Sri Lankan Government requested detailed data / information on each area where action is required in order to consult with domestic stakeholders (e.g. customs authority, technical agencies) and to improve the efficiency of its institutions. In addition, representatives of the Permanent Mission of Sri Lanka in Geneva met with ITC's Business Environment section to seek suggestions for a pragmatic programme of advisory and technical assistance support. In Burkina Faso, based on the NTM survey results, the Ministry of Trade has identified three priority actions together with ITC, including the reparation of proposal to the Standards and Trade Development Facility for assistance in SPS related procedure streamlining. Due to the great interest of the local authorities, ITC and its local partner survey company were invited to present preliminary findings of the NTM survey at the Private Sector Session of the Review and Revision of Jamaica's Trade Policy Validation Workshop, held in Kingston, on 21 February.	Awareness Policy
INT/61/127A	Trade for sustainable development (T4SD) (20/08/2010 – 31/12/2015) Switzerland	480,115	122,390	<ul style="list-style-type: none"> 75 standards loaded on Standards Map website; work in progress to update data of 75 standards and additional 15 standards; nine standards full up-dated and reviewed by standard initiatives against version 5 of Data Entry tool; 39 standards translated into French and Spanish; translating standards into Portuguese in progress; standards cover more than 60 product groups and are applicable in over 200 countries worldwide 254 papers searchable in research database Progress made on new Standards Map website (50,000 unique visitors) Trainings on private standards conducted in Brazil, Colombia, Peru, Bolivia, Ivory Coast and India T4SD central website integrating different front-ends: German/Swiss SME and public procurement front-ends link ongoing Fifth version of standards and research data entry tool allows uploading different types of standards and provides more detailed information, now fully operational and bug-free; over 250 criteria edited and revised Contribution of one chapter to UNCTAD, ILO, OECD book on CSR in global value chains; document available on Standards Map publication section Feedback collected on second COSA mock-up Two UN Volunteers trained in Colombia and Côte d'Ivoire to carry out workshops on Standards Map Initial discussion with MAR colleagues initiated: Standards Map place holder created for e-learning platform for private standards Migration of T4SD CMS completed 	Standards Map has become widely recognized as the global central platform providing neutral, high-quality, detailed and actionable information on voluntary sustainability standards. T4SD research activities and publications have made ITC a thought-leader in the field of voluntary sustainability standards and provide concrete advice for exporters when dealing with these standards. Small-scale producers and exporters are improving their capacity to understand and implement voluntary standards, thereby accessing more stable and higher value markets.	Awareness Sustainability
INT/75/28A	Trade for sustainable development (T4SD) (04/08/2011 – 30/09/2015) European Union	228,222	188,421			
INT/U1/09A Joseph Wozniak DMD/Market Analysis and Research	Trade for sustainable development (T4SD) (01/06/2009 – 31/12/2013) ITF Window I	1,000,000	480,516			
Office of the Director; Director: Anders Aeroe						
INT/U1/87A Anders Aeroe DMD/Market Analysis and Research	DMD Coordination and Innovation 2012 (02/01/2012 – 31/12/2012) ITF Window I	156,333	18,622	<ul style="list-style-type: none"> One-day DMD divisional retreat held 1 May to enhance internal communication within DMD; next steps agreed upon Ongoing activities in four focus areas of DMD (Innovation, Integration, communication and Partnership) 	No actual outcomes to report to date.	Corporate

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
Sector Competitiveness Section; Chief: Robert Skidmore						
SEN/47/109A Mehdi Chaker DMD/Sector Competitiveness	Netherlands Trust Fund (NTF II) – Senegal (01/01/2010 – 31/03/2013) Netherlands	533,698	225,935	<ul style="list-style-type: none"> Model exports contract between importer and exporter elaborated and endorsed by stakeholders Customized contract along value chain, from producer to exporter finalized and approved Guide on how to legally set-up and run a “Cooperative Company” according to new OHADA treaty on cooperatives completed 100 producers and exporters participated at four two-days sessions on good agricultural practices and methods against fruit fly Delegation of Senegalese mango exporters participated in FruitLogistica Trade Fair in Berlin 8-10 February Senegalese delegation, CFAHS, and ASEPEX trained on technics of participation in trade fairs 	“Development” partnerships between Senegalese exporters and European importers were established. ASEPEX is providing customized services to the mango sector and improved its knowledge and support to help exporters overcome current challenges.	TSI Enterprises
SAF/47/112A Mehdi Chaker DMD/Sector Competitiveness	Netherlands Trust Fund (NTF II) – South Africa (01/01/2010 – 31/03/2013) Netherlands	300,000	102,029	<ul style="list-style-type: none"> Rooibos analytical work completed during the inception phase, presented and endorsed by key stakeholders Steps undertaken to develop industry-wide strategic plan and to prospect two new markets 14 companies signed up and paid nominal fee to receive coaching services to improve their export readiness Next steps agreed upon to expand gap analysis work to companies based in Eastern Cape 	No actual outcomes to report to date.	TSI Enterprises
RAF/39/05A Simone Cipriani DMD/Sector Competitiveness	Setting up a Product Development Centre for Ethical Fashion in Nairobi (26/09/2011 – 25/04/2012) Japan	21,332	93	<ul style="list-style-type: none"> Market linkages successfully established introducing a number of new luxury buyers in the Japanese market Product development centre established Framework for product development centre operationalized Videoclips produced by Australian company Crane TV on Ethical Fashion Africa community artisans showcasing products, skills and capacities (material also part of awareness work of new buyer Sass Bide in Australian market) 	Consumer awareness was achieved through extensive multimedia and press coverage on Ethical Fashion, with coverage by notable Japanese journalists on TV and magazines. The product development centre is supported by a global network for product development to facilitate micro-producers’ use and application of sustainable materials to be integrated in the ongoing work with luxury fashion brands. The network includes Instituto-e (Brazil) and Carmina Campus (Italy) along with the Ethical Fashion Africa team and others. Ethical Fashion Africa provided 210 jobs, producing 2500 items with Carmina Campus sold at Takashimaya Japan. All items were immediately sold out.	Sustainability
INT/U1/19A Simone Cipriani DMD/Sector Competitiveness	Poor Communities and Trade Programme (24/12/2009 – 28/11/2015) ITF Window I	1,872,792	716,932	<ul style="list-style-type: none"> Seminar at Rio+20 conference organized with 250 participants discussing business model of programme to validate degree of inclusiveness Consolidated impact assessment system of programme developed with Fair Labour Association under new umbrella FAIR-ART (Artisans for Responsible Trade): methodology for baseline data with related tools focusing on informal sector Capacity building activities with 30 targeted micro-producers through EFAL ITC technical assistance through mentoring and coaching to EFAL on management and product development on going Haiti component launched through pilot (inception) intervention Eight workshops completed covering issues on capacity building in product development, impact assessments, product quality control systems, with over 600 participants (separate to Rio+20 conference) and over 240 women, with overall representation from 220 microenterprises New market linkages established in Japan where premier buyer launched Ethical Fashion products; work progressing with strong interest from additional buyers to expand sales from the programme 	Following Rio+20 formal commitments of partners with ITC have been registered to establish a global network for product development and international advisory services which will be provided to prospective social enterprises through the work of an International Advisory Committee. Rio+20 has also produced two formal commitments for the programme and has reconfigured the way in which the latter will work in the future. Market linkages for MSMEs are being consolidated through the work of the Ethical Fashion Africa Limited. Preliminary work is underway to open new markets for products from Ghana. ITC’s technical assistance is resulting in the consolidation of 360 jobs.	Sustainability

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
INT/U1/19A Simone Cipriani DMD/Sector Competitiveness	Poor Communities and Trade: Haiti component (17/06/2012 – 30/08/2012) ITF Window I	182,000	0	– No actual output to report to date as project was recently launched.	n/a	Sustainability
GHA/61/131A Simone Cipriani DMD/Sector Competitiveness	Ethical Fashion – Ghana (08/12/2011 – 08/12/2015) Switzerland	1,192,000	470,238	<ul style="list-style-type: none"> – New designers' association representing emerging Ghanaian designers launched with over 60 members including approximately 35 women: facilitated so far formal registration of several designers and provides technical assistance to improve business management skills – Draft grant reviewed to be executed with design association, supporting work of association at Product Development Centre – Draft grant reviewed to be executed with Ministry of Trade and Industry focusing on technical coordination – Workshop held with 64 participants including 23 women, and representation from SECO and MOTI, providing platform to verify stakeholder concerns and expose participants to supply chain management and overall business development for micro enterprises in ethical fashion – Agreement with Alta Roma, Italy in progress to launch promotional event on ethical fashions from Ghana (with inputs from the region) in January 2013 – Baseline assessment in first weaving communities and with designers completed with revisions underway for final report, using PCTP methodology – Preliminary work in progress with SECO partners preparing draft proposal for web design and opportunities for social networking 	The project hub has been established in Accra, and is now awaiting installation of equipment for training on weaving and other ethical fashion production. This equips trainees to complete prototypes which will be showcased internationally. Work on other outcomes is proceeding however it is too early to report.	Sustainability
RAF/20/129A Frederine Copy DMD/Sector Competitiveness	PACT II – Mango Sector Development in ECOWAS (01/01/2011 – 31/12/2013) Canada	120,000	802	– Number of non-recurrent books and studies produced or updated on sector and market intelligence; three in total, one per Côte d'Ivoire, Mali, Ghana	Exports were generated by assisted companies as a direct or indirect result of ITC's assistance. US\$ 87,000 sales were generated from Mango ECOWAS region to the European Market. ECOWAS TEN is using the market, sector and supply chain intelligence provided by ITC.	TSI Enterprises
INT/17/01A Marie-Claude Frauenrath DMD/Sector Competitiveness	INATUR Strengthening: Training in grading for tourism officers, community tour development and guide training (01/07/2008– 30/06/2013) Flemish Government	60,560	0	– No actual outputs to report to date (MoU signed July 2012)	n/a	Sustainability

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
INT/U1/16A Alexander Kasterine DMD/Sector Competitiveness	Trade, Climate Change and Environment Programme (01/01/2010 – 30/04/2013) ITF Window I	836,000	403,653	<ul style="list-style-type: none"> – Trainings delivered on Organic production, processing and marketing, Organic honey and Internal Control Systems (ICS) to 250 farmers in Zambia; individual tailored support provided to two companies – Two trainings on market access requirement and linkages; two trade fair participations; one competitiveness study workshop held by ITC at UNCTAD's Biotrade Congress – Training programme in Kenya with COLEACP-PIP on mitigation of GHG emissions in the tea, fruits, roses supply chains; workshop session organized in partnership with Swedish Institute of Standards in Rio+20 18 June – Reporting on GHG inventory to UNEP – During Rio+20 the role of trade in sustainable development outcomes presented at four side events (two side events on Green Economy, one on biodiversity with UNCTAD, and one on carbon labelling with ICTSD) – Draft study developed on Green Economy Market Opportunities in partnership with UNEP and ICTSD; and presented during workshop at Rio+2015 and 18 June – In partnership with UNEP and ICTSD 10 briefing papers published on Trade and Environment and one publication on Opportunities for Developing Countries in the Green Economy – Four technical papers published 	No outcomes to report to date.	Sustainability
INT/61/106A Alexander Kasterine DMD/Sector Competitiveness	Global Information System for organic market and production data (30/10/2008 – 29/02/2012) Switzerland	59,925	4	<p>All Outputs completed on schedule:</p> <ul style="list-style-type: none"> – Data network established and expanded – Data for all possible variables collected – Data classification system tested and improved – Website maintained; contents expanded; concept for advertising reviewed – Dynamic tables implemented (database extracts) with key data (organic agricultural land and crops by country since) to run online – All data made available to ITC and SECO World of Organic Agriculture (WOA) 2012 published – Data disseminated via Internet – Annual yearbook published – Annual presentation of results graphs and pictures distributed 	Knowledge was acquired and greater understanding of the following achieved: organic market relating to production, yields, import, export, and number of producers, different crops, policy and other technical developments in the market.	Awareness Sustainability
INT/U1/68A Alexander Kasterine DMD/Sector Competitiveness	Wildlife Trade (14/09/2011 – 30/06/2012) ITF Window I	55,600	51,133	<ul style="list-style-type: none"> – Study on trade in Python skins complete as of mid-July – Report's findings presented to CITES Standing Committee at side event in July, Geneva 	Positive feedback was received from CITES Working Committee on Snakes who recommended the report to parties at CITES COP in March 2013.	Sustainability
INT/U1/96A Matthias Knappe DMD/Sector Competitiveness	Project development: Nepal – Pashmina enhancement and trade support (PETS) (02/07/2012 – 31/10/2012) ITF Window I	17,628	18,621	<ul style="list-style-type: none"> – Project document for EIF Tier 2 financing finalized and agreed upon 	The project document submitted by Nepal was approved for funding.	Sustainability

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
INT/47/108A Lilia Naas DMD/Sector Competitiveness	Netherlands Trust Fund (NTF II) – Management (01/04/2009 – 31/03/2013) Netherlands	700,000	363,091	<ul style="list-style-type: none"> – Governance structure updated and endorsed during SG meeting of March – Monitoring and reporting undertaken regularly and efficiently with inputs from project teams, partners in the field and ITC technical sections – ME capacity at field level continuously strengthened – Two working sessions organized with Quality Assurance Adviser in January and February to review NTF II RBM Framework, the links between projects' outputs and programme outcomes; focus as well on managing project risks and updating risk matrices 	<p>TSIs in Bangladesh, Kenya, Senegal, South Africa and Uganda improved the effectiveness of their support services. In Bangladesh the two partner institutions acquired new skills in managing matchmaking services in the IT and ITES sector and organizing business linkage meetings. This drives enhanced advisory and coaching services offered by BASIS and DCCI to the SMEs in the selected sector. In Senegal, ASEPEX is providing customized services to the mango sector and improved its knowledge and support to help exporters overcome current challenges. In Kenya, FPEAK established the fruit team which is the structure that will drive the implementation of the commodity business plans and coordinate the industry efforts to meet the requirements of the export markets. In South Africa, the Durban Automotive Cluster is building a robust enterprise coaching service that helps companies become more export fit, and ready to approach export markets. In Uganda, the three partner institutions (NUCAFE, UCDA and NUCAFE) built a strong partnership to provide coordinated support to farmers and farmer associations along the whole value chain. At institutional level, the update of the Coffee Export strategy will serve as a foundation for this coordinated effort. UCDA created field offices to ensure proximity and better responsiveness to the needs of farmers. NUCAFE strengthened its support services enabling farmers to improve harvesting methods, processing and quality of coffee and obtain a better market price. NUCAFE enhanced its portfolio of training and advisory services.</p> <p>Target beneficiaries (farmers, exporters and SMEs) in Bangladesh, Senegal, and Uganda improved their awareness and knowledge of export markets requirements and successfully generated new export business. In Bangladesh, through business linkage Bangladesh SMEs obtained pilot contracts and new export contracts in Denmark, and the Netherlands. In Senegal, new business relationships have been established with new trading companies, through participation in FruitLogistica and direct contact with international buyers. In Uganda, NUCAFE generated new export contracts with at least 5 new buyers increasing its export volume and value.</p> <p>The implementation of the communication plan resulted in substantive visibility and promotion of the NTF II in all five countries.</p>	TSI Enterprises

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
UGA/47/110A Olivier Naray DMD/Sector Competitiveness	Netherlands Trust Fund (NTF II) – Uganda (01/01/2010 – 31/03/2013) Netherlands	862,123	374,821	<ul style="list-style-type: none"> – TSIs UEPB, UCDA and NUCAFE discussed action plans developed; senior management sensitized to necessity of enhanced ME – Measures taken to enhance ME function without extra funding from NTF II – UEPB internalized methodology and set up core team to drive process – NES coffee sector update 2012-2017 officially launched by Minister of Trade in Uganda attracting 102 people including officials from ITC and CBI, as well as coffee players across Coffee Value Chain – Video interviews with NTF II Steering Group prepared on location to be made accessible on website – Efforts continued to ensure that outputs from two consultancies of Institutional development and that of service portfolio are finalized and information utilized in building sustainable NUCAFE regarding strategy and operations – NUCAFE fully and productively participated in consultancy exercise and "learned by doing" strategic and operational planning – NUCAFE and Farmer Associations (FAs) trained to be 4C verified by end of 2012 – 17 FAs learned and started applying criteria in three key dimensions of the 4C (economic, social and environmental good practices in coffee farming) – Marketing Promotion NUCAFE identified four new coffee buyers, bringing current number of buyers to five – NUCAFE's coffee FAs improved financial management capabilities and access to finance: counsellors trained to provide better coaching to coffee FAs 	The three TSIs have been sensitized regarding the enhancement of their ME systems, in particular UCDA. NUCAFE's strategic plan 2012-2015 found multi-stakeholder buy-in along the coffee value chain. Stakeholders have been satisfied with the process and the export strategy update. The launch event helped to increase NTF II visibility and communication in Uganda, including media presence. The replication to other sectors is under consideration at UEPB. The TSIs (NUCAFE and financial institutions) are now partnered with and if relevant empowered to better support coffee for an improved access to finance. NUCAFE is better equipped to support its FAs. FAs are improving their accounting and financial management. Financial institutions (FIs) and/or other value chain finance actors are partnered with and if relevant empowered to provide tailor-made access to finance solutions to FAs.	TSI Enterprises
KEN/47/111A Olivier Naray DMD/Sector Competitiveness	Netherlands Trust Fund (NTF II) – Kenya (01/01/2010 – 31/03/2013) Netherlands	500,000	160,351	<ul style="list-style-type: none"> – Analysis work completed, reviewed and discussed by commodity working groups for each commodity: avocado, mango and passion fruits, including: international market analysis, review of supply capacity and challenges, production, standards, logistics and marketing – The commodity business plans (CBPs) in the three commodities have taken shape and moved into the final drafting phase in collaboration with Kenyan partners 	Fruit teams and important exporters have contributed to the commodity working groups' deliberations, thus building capacity in FPEAK. FPEAK has now clear local leadership in project implementation.	TSI Enterprises
INT/R8/02A Ian Sayers DMD/Sector Competitiveness	Sector Competitiveness Revolving Fund (01/11/2006 – 31/12/2012) Revolving Fund	37,870	41,461	<ul style="list-style-type: none"> – Revisions and refinements to 10th EDF-funded cotton proposal and ITC future Handlooms development components – Refinements to Coffee guide on paper and on-line versions – Refinements and updates to Leather-line web site 	The quality to ITC's global goods and cotton programme proposals has improved.	BA
INT/U1/95A Ian Sayers DMD/Sector Competitiveness	Project development: Capitalizing on results from the AAACP Programme (01/05/2012 – 31/12/2012) ITF Window I	45,087	12,056	<ul style="list-style-type: none"> – Missions to EC and ACP Secretariat Brussels undertaken – Programme Donor day held showcasing ITC accomplishments under the ALL ACP Programme to donors, country representatives and EC officials 	No actual outcomes to report to date.	TSI Enterprises
FIJ/75/30A Ian Sayers DMD/Sector Competitiveness	Fiji – Improvement of key services to agriculture (18/06/2012 – 31/12/2015) European Union	500,000	15,532	– No actual outputs to report to date	n/a	TSI Enterprises
INT/S1/01A Ian Sayers DMD/Sector Competitiveness	Meet in Africa (01/02/2004 – 31/12/2012) Special Fund	19,400	10,130	– Guide under final review	No actual outcomes to report to date.	TSI

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
RAF/20/128A Morten Scholer DMD/Sector Competitiveness	PACT II – ECCAS – Coffee: Product and Market Development (01/02/2011 – 30/06/2013) Canada	88,120	-7,389	– Draft ECCAS/Coffee booklet (around 60 pages) with information on region and four-page country chapters developed but it seems as ECCAS lost interest in the booklet	No actual outcomes to report to date.	TSI Enterprises
INT/71/03A Morten Scholer DMD/Sector Competitiveness	Women and trade - Empowering women in the coffee sector (01/04/2010 – 31/12/2012) United Kingdom	300,000	77,306	– Rwanda and Uganda completed all documentation necessary for establishment of IWCA Chapter – Women-branded coffee from Latin America sold through Walmart – Accenture entered into agreement on purchase of 'women-coffee' from the Philippines	Gender has entered the agenda in AFCA (preparing a gender policy) and in ICO in London (willing to host IWCA signings and presentations in September).	Sustainability
RAF/20/127B Lisa Barratt DMD/Sector Competitiveness/Nairobi	PACT II – COMESA: Leather sector regional export development (20/06/2009 – 30/06/2013) Canada	151,836	116,616	– Technical advisory services provided to EFAL and community micro-producers to develop organically tanned leather production processes – Workshop held in Thika, Kenya with two exporting enterprises, including ten participants (40% women) to introduce new skills on organic tanning, design and finishing using relevant local technologies – Enterprises initiated pilot production of sandals collection for an international buyer (Bata) in the Kenya domestic market – Several investors from India, Italy, Indonesia, Pakistan and Brazil agreed to participate in meeting with leather goods manufacturers from COMESA region	A framework has been agreed upon to hold an international event on leather manufacturing as part of the South-South strategy to attract foreign direct investment in the COMESA leather sector.	TSI Enterprises
Trade Information Services Section; Chief: Stephan Blanc						
INT/R3/01A David Cordobes DMD/Trade Information Services	Trade information services revolving fund (22/03/2000 – 31/12/2012) Revolving Fund	50,000	9,923	– TIS RF supported mission to Tunisia to attend launching of Tunisian network of Competitive Intelligence to better assist Tunisian exporters in their decision-making processes – TIS RF further developed collaboration with ACFCI (Assemblée des Chambres Françaises de Commerce et d'Industrie) in Competitive Intelligence – TIS RF partially supported mission to UEMOA to investigate jointly with ES needs in this area in view of programme development with EU funds	TIS RF contributed to better understand issues and challenges related to the current evolution of trade information techniques and needs' expressed from partners and beneficiaries - particularly in current investigations made in the field of Competitive Intelligence (CI). The development of CI orientations in the TIS strategy was endorsed by OpsCom.	Awareness
ALB/1A/01A David Cordobes DMD/Trade Information Services	Albania: One UN Coherence Fund (27/06/2012 – 31/12/2013) One UN	30,000	0	– No actual outputs to report to date as project launched in July	n/a	Awareness
RAF/20/125A Paul Kelly DMD/Trade Information Services	PACT II – ECCAS Regional trade information networks (01/04/2010 – 31/12/2013) Canada	77,877	52,130	– No actual outputs to report	n/a	Awareness TSI
RAF/20/124B Paul Kelly DMD/Trade Information Services	PACT II – COMESA Regional trade information networks (10/06/2009 – 31/12/2013) Canada	40,000	-8,800	– No actual outputs to report	n/a	Awareness TSI
INT/20/126A Paul Kelly DMD/Trade Information Services	PACT II – ECOWAS Regional trade information networks (01/03/2010 – 31/12/2013) Canada	112,517	1,019	– No actual outputs to report	n/a	Awareness TSI

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
INT/U1/93A Martin Lopez DMD/Trade Information Services	Project development: Upgrading of Trade Information Services for exporters in Saint Lucia (08/06/2012 – 31/12/2013) ITF Window I	24,491	21,716	<ul style="list-style-type: none"> Needs assessment mission effectively conducted Results and work plan proposal delivered to client (TIS awaiting feedback before proceeding with elaboration of project plan) 	No actual outcomes to report to date.	Awareness
ITC Division of Country Programmes (DCP); Director: Friedrich von Kirchbach						
Business and Trade Policy Section; Chief: Rajesh Aggarwal						
INT/U1/85A Rajesh Aggarwal DCP/Business and Trade Policy	Trade Leaders Programme (01/03/2012 – 31/12/2013) ITF Window I	225,000	137,321	<ul style="list-style-type: none"> All three future trade leaders selected on a competitive basis Two out of three received two-week induction programme, introducing strategic framework, technical work and networks of ITC as well as to trade Customized learning by doing programme designed for each of the leaders 	Two out of three trade leaders are gradually improving their understanding of international trade issues impacting on SME competitiveness	Policy TSI
RAF/20/122D Jean-Sébastien Roure DCP/Business and Trade Policy	PACT II – ECOWAS Regional and private sector apex bodies for public-private dialogue (01/07/2009 – 31/12/2013) Canada	65,828	27,755	<ul style="list-style-type: none"> 1 regional public private dialogue co-hosted by ITC (alongside ECOWAS) Palm Oil Value Chain Stakeholders Meeting on regional integration in ECOWAS held in Abijan on 30 May and 1 June ITC provided technical assistance and advisory services for preparation of action/advocacy plan by ECOWAS TEN (regional TSI supported by ITC), which builds on earlier position paper for palm oil value chain 	An action plan for the ECOWAS Secretariat, national governments and the private sector was endorsed at the PPD. Based on an ITC survey the participants (15 policymakers and 3 private sector associations) showed an increased knowledge in key areas discussed in the dialogue, including the ECOWAS trade liberalization scheme, the preferred trader scheme and rules of origin.	Policy TSI
INT/U1/20E Jean-Sébastien Roure DCP/Business and Trade Policy	Regional Integration and EPA (03/01/2011 – 31/12/2014) ITF Window I	480,851	150,679	<ul style="list-style-type: none"> Impact assessment study on tripartite FTA between EAC, SADC and COMESA commissioned and some draft chapters submitted Training session on BMO advocacy techniques Hosted for 22 representatives of TSIs in East Africa 	18 representatives of TSIs in East Africa showed an improved understanding of advocacy techniques and their importance for influencing the formulation of trade policy.	Policy

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
PAK/70/02A Jean-Sébastien Roure DCP/Business and Trade Policy	Pakistan Trade-related Technical Assistance (TRTA II) – Trade policy capacity building (06/06/2011 – 31/12/2014) UNIDO	526,000	56,015	<ul style="list-style-type: none"> – Second assessment of PITAD's equipment and books conducted; book items procured; needs in PITADs courses identified – Six modules developed in 2011 jointly certified by WTI and PITAD for joint WTI-PITAD certificate course – Collaboration between mentors and 7 master trainers established for development of seven more modules – Monitoring and reporting mechanism established for module development process – Policies, procedures and respective responsibilities of the participating agencies (WTI, PITAD and ITC) in module development process defined and agreed upon – Mentor and master trainers collaboration resulted in finalization of outlines for seven modules and four draft completed modules – PITAD-WTI jointly developed modules delivered to 35 STP trainees and joint certificate on "International Trade Law and Commercial Diplomacy" awarded to successful trainee officers – Agenda for three-week training for seven master trainers along with housing arrangements, travel itineraries and travel health insurance completed. (participating institutions include PITAD and TDAP) – Two-day training on trade in agriculture conducted (attended by 31 officers - 12 different policymaking institutions - and researchers from all four provinces including Kashmir) – Five more research studies selected to be conducted during 2012; TORs including scope, methodology and objectives of the research studies drafted in consultation with the PPDS members and other stakeholders – Second PPDS meeting held: Three supervisory committees, each consisting of three members, selected to supervise three PPDs during 2012 Policy recommendations stemming from the two 2011 PPD consultative processes, formally approved and submitted to the Government of Pakistan for consideration for potential implementation – Three topic areas selected for holding three separate PPDs during 2012 	<p>Local technical expertise on trade policy has been strengthened: PITAD training capacity has been strengthened through the upgrading of its Specialized Training Programme (STP). The 9-months continuous mentorship programme between WTI world class mentors and Pakistani master trainers has led to the approval by the WTI Executive Board to certify six of the modules developed by the master trainers under the supervision of their mentors. Public-private interaction for informing policy recommendations has been strengthened. Two separate public-private dialogue processes, one on enhancing Pakistan's exports in Professional, Computer Related and Transport Services and the other on Enhancing Exports of Textile Made-ups and Light Engineering to the ECO countries, progressed over a period of 6-8 months, resulted in stakeholder-derived policy recommendations presented in two separate papers which were endorsed by the members of the PPDS, among them six business organizations.</p> <p>Following the approval of the papers by a steering committee established under the programme, the policy recommendation papers were widely circulated to the policymaking ministries and departments. Research commissioned under the programme, which was undertaken by local researchers and guided by internal experts, not only ensured that the public-private dialogue process was better informed, but upgraded the skills of local researchers.</p> <p>A participant evaluation test indicated that 30 of the participants attending the two-day training attained increased awareness and improved understanding of Trade in Agriculture.</p>	Policy TSI
INT/U1/20B Jean-Sébastien Roure DCP/Business and Trade Policy	WTO accession - Pacific LDCs (01/01/2010 – 31/12/2014) ITF Window I	155,092	41,004	<ul style="list-style-type: none"> – Draft Analysis conducted – Preparing private-public dialogue to be held July 	No outcomes to report to date.	Policy
INT/U1/20F ETH/58/08A Jean-Sébastien Roure DCP/Business and Trade Policy	WTO accession – Ethiopia II (17/01/2011 – 31/12/2014) ITF Window I WTO accession – Ethiopia (01/01/2010 – 31/12/2012) Spain	190,568	61,759	<ul style="list-style-type: none"> – Two-day workshop aimed at increasing capacity of ECCSA staff, to serve the business community with relevant services in the process towards WTO Accession, including: trade information services, and advocacy services; workshop held for 32 staff members of ECCSA, including from nine regional Chambers of Commerce and four sectoral associations – Advisory services were undertaken to assess the existing ECCSA skill-level and services provided on trade information and advocacy to the Ethiopian business community; further advice provided on establishment and monitoring of Private Sector Reference Centre within ECCSA, serving business community with WTO Accession relevant services 	<p>Increased capacity of ECCSA staff and members to serve the business community with relevant services in the process towards WTO Accession, including trade information services, and advocacy services. As a result of the two-day workshop, 16 private sector representatives showed an increased awareness and improved understanding of business implications of relevant trade policy issue. 17 out of 19 respondents indicated positive appraisals.</p>	Policy
		4,200	3,959	<ul style="list-style-type: none"> – Project has come to an end with Spain (see Ethiopia II for future outputs and outcomes of this project) 	n/a	

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
INT/U1/20C Jean-Sébastien Roure DCP/Business and Trade Policy	WTO accession – Lao People's Democratic Republic (01/01/2010 – 31/12/2014) ITF Window I	163,836	74,943	<ul style="list-style-type: none"> – Public-private dialogue held “Making the most of WTO Accession: Regulating and Opening Trade in Distribution and Health Services” 16-17 May 2012 with 58 participants from both public and private sectors attended – Support development of WTO reference centres – Advisory services provided to LNCCI and Ministry of Trade 	<p>The programme has improved the awareness and understanding, especially in the private sector, on business implications of WTO Accession and related reforms. In particular, there is much greater awareness in the private sector that the WTO membership is inevitable in order to underpin ongoing domestic reforms as well as to provide stability and direction to the regional integration process. The private sector seems visibly keen to learn more about the implications of WTO membership so that it can position itself to tackle the post-accession phase and ensure that benefits are actually realized in terms of new trading opportunities, joint ventures, investment flows, and technology transfers. The programme has strengthened the technical (institutional) capacity of the private sector to provide relevant services to their membership in the process to WTO Accession.</p> <p>In particular, the WTO Reference Centre, established in 2011 at the Lao National Chamber of Commerce and Industry (LNCCI) with ITC support and guidance, has been maintained and is an integral service of the LNCCI. Through the programme, the personnel required to run the Centre now have the skills and competencies to provide advocacy and information services relevant to trade policy. In the mid-term implementation report, the LNCCI indicated increased awareness and understanding of the business implications of trade policy issues and advocacy. The programme has contributed to strengthening the dialogue and coordination (mechanisms) between public and private sector for informed decision-making on WTO Accession and related trade policy issues. Specifically within the reporting period, 1 public-private dialogue functional platform, “Making the most of WTO Accession: Regulating and Opening Trade in Distribution and Health Services” has stimulated dialogue on trade policy issues and generated trade related activities. The LNCCI has seen the value in PPD, and has indicated that it would like to have a further dialogue events to create greater awareness and rectify some common fears - possibly based on misunderstandings on the implications of WTO Accession. 15 out of the 16 participants who responded to the questionnaire indicated knowledge improvement, 13 indicated satisfaction in the programme.</p>	Policy
INT/U1/20D Jean-Sébastien Roure DCP/Business and Trade Policy	WTO accession – LDCs in early phase of accession (01/01/2010 – 31/12/2014) ITF Window I	232,574	114,449	<ul style="list-style-type: none"> – Structured public-private dialogue on specific business-oriented issues – At request of Government of Sudan, a public-private stakeholder conference held in Khartoum, 17-18 April 2012 with 100 registered participants (approx. 60-70 actual participants) – Advisory services provided to government by giving information on how to prepare for next steps of accession process 	<p>Strengthened dialogue and coordination (mechanisms) between the public and private sector for informed decision making on WTO Accession process in the Sudan was achieved through public-private dialogue: It resulted in the formal endorsement and submission by the Sudanese Businessmen and Employers Federation and National Secretariat for WTO Affairs (Sudan Ministry of International Cooperation) and further stakeholders of policy recommendations on the on Sudan WTO Accession negotiations. This proved the worthiness of the public-private dialogue as a functional platform for generating further trade-related activities. Improved awareness and understanding was obtained, especially in the private sector, on business implications of WTO Accession and related reforms. In an evaluation test 13 participants (policymakers) and three private sector associations indicated improved awareness and understanding. 17 out of the 18 participants who completed the evaluation indicated a positive appraisal. (18 out of 60 participants completed the evaluation).</p>	Policy

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
INT/20/105A Jean-Sébastien Roure DCP/Business and Trade Policy	PACT II – Pan Africa Inter REC exchange on regional trade development and export promotion (01/07/2010 – 31/12/2013) Canada	74,762	49	– No actual outputs to report to date	n/a Rephrasing from 2011 to 2012 was instructed by PCU, pending the final adoption of the recommendations of the evaluation report. The latter suggested that this Pan African component should be discontinued as the remaining time and scarce resources still available should concentrate on the intra REC component.	Policy TSI
RAF/20/121C Jean-Sébastien Roure DCP/Business and Trade Policy	PACT II - ECCAS Regional Private Sector apex bodies for public-private dialogue 01/07/2009 – 31/12/2013) Canada	80,731	2	– No actual outputs to report to date (following the request of the ECCAS Secretariat, the workshop on techniques of business advocacy planned for Q2 postponed to Q3)	n/a	Policy TSI
RAF/20/120B Jean-Sébastien Roure DCP/Business and Trade Policy	PACT II - COMESA Regional private sector apex bodies for public-private dialogue (01/07/2009 – 31/12/2013) Canada	195,114	28,976	– Study finalized on potential ways to improve the movement of people within COMESA, including through the elimination of visa fees	A new policy position on the elimination of visa fees was validated by the private sector in COMESA and was used by the COMESA Business Council (CBC – a regional TSI) to advocate reform at the regional level.	Policy TSI
INT/U1/20A Jean-Sébastien Roure DCP/Business and Trade Policy	Business and trade policy (01/01/2010 – 31/12/2014) ITF Window I	315,331	110,932	Viet Nam: – Two-day training course hosted by Vietnam Chamber of Commerce and Industry covering the themes of Coherent Trade Policy for Export Competitiveness and Challenges in change management to the new economy held 8-9 March 2012 in Ho Chi Minh; 146 participants (mainly private sector) attended, including 100 from different enterprises Kazakhstan: – Public-private dialogue “Business Implications of WTO Accession of Kazakhstan” held in Almaty 25-26 March Russian Federation: – Public-private dialogue “Making the Most of Russia’s WTO Membership” held in Cheboksary, 21-22 June; event hosted by the Export Promotion Centre of Cheboksary and gathered 50 participants Publications: – Completion of publication Combating Anti-Competitive Practices – A Guide for Developing Economy Exporters – Further refinement of these publications material for teaching material (PPTs; class activities) undertaken – All publications dealing with key aspects of the business implications of trade policy utilized to develop a tailor modular learning programme on trade policy for business managers; course well received; material was further utilized in other BTP programmes, such as WTO Accession – Study on the commitments made by Russia during its WTO Accession process produced – Total of 40 BTP “Business briefing” produced; 3,866 copies disseminated	Viet Nam: The technical competence of the private sector in Vietnam was strengthened on the business implications of trade policy issues. The training evaluation reflected a good transfer of knowledge to the private sector participants with 34 private sector representatives (out of 36 that completed the evaluation) indicated an increased knowledge of business advocacy and trade policy issues. 35 out of 36 positive appraisals were recorded. Kazakhstan: The public-private dialogue improved participant awareness and understanding on business implications and potential benefits of WTO accession for Kazakhstan (unfortunately this is not able to be reflected due to the low participant completion of evaluation forms, but this has been indicated verbally). The participants expressed their strong appreciation of this initiative. The workshop enabled them to gain insights into matters related to Kazakhstan WTO Accession negotiations. In that sense, this event provided the much sought after information to businesses, academia and other stakeholders. 40 participants indicated an increased knowledge of business advocacy and trade policy issues. Russian Federation: The public-private dialogue resulted in the improved understanding on the business implications of Russia WTO Accession commitments, enhanced appreciation of government negotiation strategy and representation of business interests during the negotiations. The event engaged participants in business implication of Russia’s trade policy implications of Russia’s commitments to the WTO. 40 participants indicated an increased knowledge of business advocacy and trade policy issues.	Awareness Policy
Export Strategy Section; Chief: Anton Said						
RAF/20/115C Hernan Manson DCP/Export Strategy	PACT II - ECCAS Sector strategy (01/07/2009 – 31/12/2012) Canada	95,746	18,058	– No outputs to report to date as no activities have started yet (expected start in Oct. 2012 when MOU is signed)	n/a	Policy TSI

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
RAF/20/114B Hernan Manson DCP/Export Strategy	PACT II - COMESA Sector strategy (01/07/2009 – 31/12/2012) Canada	143,134	62,631	<ul style="list-style-type: none"> – National strategy (policy documents) co-facilitated by COMESA and endorsed by national public and private actors in COMESA (or COMESA countries subject to COMESA's confirmation) – Increased regional policy implication awareness, stakeholder ownership and mobilization of private sector actors – Private and public sector priorities effectively translated into strategy documents which will inform COMESA policy and programming – Focus on private-public sector governance through core team mechanisms – Capacity-building and transfer of know-how for strategy development in COMESA 	Zimbabwe sector stakeholders effectively develop their own sector strategy using a private sector inclusive approach. Multi-stakeholder platform set and approved by Government for the management of implementation. COMESA staff as well as Local Government effectively leading the facilitation of the process with ITC support.	Policy TSI
RAF/20/116D Hernan Manson DCP/Export Strategy	PACT II - ECOWAS Sector strategy (01/07/2009 – 31/12/2012) Canada	11,505	7,756	<ul style="list-style-type: none"> – No actual outputs to report to date (PCU and ECOWAS have not confirmed available resources. Performance Agreement not signed yet and no actual resource allocation as of July 2012) 	n/a	Policy TSI
INT/U1/26A Anton Said DCP/Export Strategy	Export strategy design and management (01/01/2010 – 31/12/2012) ITF Window I	1,373,000	679,736	<ul style="list-style-type: none"> – First phase of development of world export strategy database achieved – Workshops delivered to public and private stakeholders on export strategy design in the Occupied Palestinian Territory, Ghana, Liberia and St. Lucia – Research and analysis provided in the formulation and publication of strategy documents in Liberia and Ghana – Workshops provided to public and private stakeholders on strategic planning, prioritization and implementation of action plans held in Liberia – Advisory services provided to public and private stakeholders on strategic planning, prioritization and implementation of action plans held in Dominica – Advisory services provided to establish and organize the NES Secretariat and the National Export Council held in Dominica and St. Lucia – Sensitization, awareness creating, information dissemination, and business development conducted in the Caribbean via OECS Secretariat, Caribbean Export, Inter-American Development Bank and Caribbean Development Bank – Sensitization, awareness creating, information dissemination, and business development conducted in Kenya 	Public and private stakeholders are enabled to formulate a strategic vision and priorities to support export development and competitiveness in Liberia and Ghana. Public and private stakeholders are organized to conduct a dialogue supporting the mainstreaming of trade in Liberia, Ghana and Dominica. Public and private stakeholders are enabled to jointly manage and implement export strategies and plans of action in Dominica.	Policy TSI
Office for Africa; Acting Chief: Constantine Bartel						
CVI/1A/01A Ekutu Bonzamba DCP/Office for Africa	Cape Verde – One UN trade and productive capacities development (01/09/2009 – 31/12/2012) UNDP - Spain/MDGF Achievement Fund	11,781	0	<ul style="list-style-type: none"> – No actual outputs to report to date 	n/a	TSI Enterprises
GAM/4B/01A Aïssatou Diallo DCP/Office for Africa	Sector Competitiveness and Export Diversification in the Gambia (01/05/2012 – 30/04/2015) EIF	400,000	152,428	<ul style="list-style-type: none"> – Staff from Ministry of Trade trained on trade information collection and dissemination – Three linkages with other TRTA agencies (FAO, UNDP and UNIDO) established 	The two users MOTIE and The Chamber of Commerce benefited from ITC's trade information training. Linkages lead to more synergies.	TSI Enterprises

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
IVC/75/25A Aissatou Diallo DCP/Office for Africa	Côte d'Ivoire - Appui institutionnel et opérationnel pour l'amélioration du cadre des affaires et le renforcement de la compétitivité des exportations (22/04/2010 – 30/04/2014) European Union	1,000,000	596,434	<ul style="list-style-type: none"> – Comparison conducted between national and regional legal framework to improve regional integration – Monitoring of the public-private status of the regional integration process established through meetings between the public and private sectors – Web platform and database on legal regulations and rates initiated – Mapping of IACs performed and training plans prepared, authenticated and issued – Training workshop on mediation and arbitration organized – Market research conducted on commercial mediation (first version) – RDT training modules developed including case studies on the business implications of WTO agreements and EPAs – Inquiry, investigation report and training on non-tariff measures (NTMs) which the Côte d'Ivoire faces – Business profile developed for the elaboration of a National Export Strategy (NES) – Opportunities for diversification of product / market combinations identified – Training in the methodology of scanning of exports from Côte d'Ivoire – Recommendations formulated for the establishment of national network for trade information – Performance indicators introduced into revised logical framework – Synergies with UNIDO established (working SC / DMD on the valuation of food channels) 	Two strategic priorities for export development and competitiveness have been successfully identified by national stakeholders (Ministry of Trade APEX-CI, cereals cassava and textile). Two TSIs (APEX-CI and CGECI) have improved the quality or increased the quantity of information on products and services. Also, APEX-CI has improved services to their clients as a result of training in market analysis. Thirty policymakers show awareness and improved understanding of business implications of relevant trade policy issues. Five private sector associations show increased awareness and improved understanding of business implications of relevant trade policy issues. Positive feedback was received from PACIR stakeholders including ITC technical sections.	Policy TSI Enterprises
MLW/17/03A Ramin Granfar DCP/Office for Africa	SADC Supply chain and logistics programme – Malawi (01/01/2010 – 31/12/2012) Flemish Government	93,000	70,471	– No actual outputs to report to date	Positive feedback was received from the cooperatives/farmer organizations (yet to be confirmed by written communication and in the final report from the MIT).	TSI Enterprises
INT/U1/94A Ramin Granfar DCP/Office for Africa	Project development: Development of project proposal for the Comoros aimed at improving the competitiveness of the spice and essential oil sectors (01/05/2012 – 31/12/2012) ITF Window I	52,296	8,442	<ul style="list-style-type: none"> – The "Comité national de lecture et de validation du projet du CIR" (private sector and government) endorsed three planned outcomes and related outputs of project – Project plan being finalized 	No actual outcomes to report to date.	TSI Enterprises
URT/1A/01A Silencer Mapuranga DCP/Office for Africa	Integration of Horticulture Supply/Value Chains into Tourism – UNDP Tanzania (02/01/2012 – 15/06/2015) Tanzania One UN	450,000	101,602	– No actual outputs to report to date	n/a	TSI Enterprises
MOZ/17/04A Silencer Mapuranga DCP/Office for Africa	SADC Supply chain and logistics programme – Mozambique (01/01/2010 – 31/07/2013) Flemish Government	190,000	59,373	<ul style="list-style-type: none"> – Food (chillies and Amarula oil) processing equipment provided to enable supply of hygiene compliant products to supermarkets and food oil industry – ITC provided training to 10 IPEME staff and producers groups in food packaging for selected products – Around 140 participants from provinces trained in GS1 bar code system 4 	IPEME strengthened by continuous training of staff on packaging knowledge for the benefit of coops and SMEs directly. IPEME and SIDO formed a MoU to enable IPEME staff to be trained by SIDO in food processing.	TSI Enterprises

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
INT/20/102B Calson Mbegabolawe DCP/Office for Africa	PACT II – COMESA Coordination (01/01/2009 – 31/12/2013) Canada	208,672	119,082	<ul style="list-style-type: none"> – Work plan 2012 customized according to RBM principles and COMESA priorities – Progress reports (semi-annual and quarterly) on output and outcome indicators and with lessons learned from PACT II incl. in COMESA region produced – PACT interventions/activities by section/output monitored and coordinated in synergy with other TRTA projects in COMESA region – PACT II integrated into COMESA TRTA strategy 	No outcomes to report to date.	Awareness Policy TSI Enterprises Sustainability
INT/20/100A Calson Mbegabolawe DCP/Office for Africa	PACCIA / PACT II UMBRELLA (01/10/2008 – 31/12/2013) Canada	447,156	331,866	<ul style="list-style-type: none"> – Workplan 2012 customized according to RBM principles and RECs' priorities – Progress reports (semi-annual and quarterly) on output and outcome indicators and with lessons learned from PACT II produced – PACT interventions/activities by section/output/region monitored and coordinated in synergy with other regional TRTA projects – RECs assumed full responsibility for funds utilization and programme implementation in the field according to ME and RBM practices under Grant MOUs – PACT II integrated into RECs' TRTA strategies – PACT II visibility increased via press articles and brochures 	No outcomes to report to date.	Awareness Policy TSI Enterprises Sustainability
INT/20/103C Calson Mbegabolawe DCP/Office for Africa	PACT II – ECCAS Coordination (01/01/2009 – 31/12/2013) Canada	105,541	123,721	<ul style="list-style-type: none"> – Work plan 2012 customized according to RBM principles and ECCAS priorities – Progress reports produced (semi-annual and quarterly) on output and outcome indicators and with lessons learned from PACT II incl. in ECCAS region – PACT interventions/activities by section/output monitored and coordinated in synergy with other TRTA projects in the ECCAS region – ECCAS assumed full responsibility for funds utilization and programme implementation in its region according to ME and RBM practices under Grant MOU – PACT II integrated into ECCAS TRTA strategy 	No outcomes to report to date.	Awareness Policy TSI Enterprises Sustainability
INT/20/104D Calson Mbegabolawe DCP/Office for Africa	PACT II – ECOWAS Coordination (01/01/2009 – 31/12/2013) Canada	195,890	154,942	<ul style="list-style-type: none"> – Workplan 2012 customized according to RBM principles and ECOWAS priorities – Progress reports (semi-annual and quarterly) on output and outcome indicators and with lessons learned from PACT II incl. in the ECOWAS region produced – PACT interventions/activities by section/output monitored and coordinated in synergy with other TRTA projects in ECOWAS region – ECOWAS (through its regional trade expert network - ECOWAS-TEN) assumed full responsibility for funds utilization and programme implementation in its region according to ME and RBM practices under Grant MOU – PACT II integrated into ECOWAS TRTA strategy ("EXPECT") 	No outcomes to report to date.	Awareness Policy TSI Enterprises Sustainability
RAF/20/101A Sebastian Turrel DCP/Office for Africa	ACCESS! II for African Businesswomen in International Trade (01/11/2008 – 31/12/2013) Canada	344,428	128,379	<ul style="list-style-type: none"> – Workplan 2012 customized according to RBM principles and REC's priorities – Export training provided to women entrepreneurs in partner countries – Linkages with other market access related projects identified – Regional Licence Agreements to enhancing regional ownership proposed to the REC – National Licence Agreements signed by national Focal Point institutions – New ACCESS! web portal operational and updated by partners 	Six TSIs have improved their portfolio of business development services to SMEs. 105 SMEs were enabled to become export-ready through training activities and business counselling. Four partners positively acknowledged ACCESS! service delivery.	Awareness Policy TSI Enterprises Sustainability

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
Office for Asia and the Pacific; Chief: Xuejun Jiang						
INT/U1/98A Raimund Moser DCP/Office for Asia and the Pacific	Project development: Cambodia – Market analysis training and project design (01/05/2012 – 30/12/2012) ITF Window I	0	0	– No actual outputs to report to date (project implementation has not started yet)	n/a	Awareness
CMB/49/05A Raimund Moser DCP/Office for Asia and the Pacific	Cambodia – Sector-wide silk project II (01/04/2010 – 30/04/2012) New Zealand	79,650	84,579	<ul style="list-style-type: none"> – 132 people trained (128 women) – 11 training workshops held to build capacities in: Basic and advanced weaving techniques (manual and semi-automatic looms); dyeing (azo-free dyes/natural dyes); weft preparation and sizing; design creation (patterns); entrepreneurial skills – One study tour conducted to silk yarn production area and Angkor Handicraft Fair in Siem Reap with 14 participants (13 women) – One training on quality assurance with 20 participants (19 women) – Participation in LifeStyle Viet Nam with seven enterprises supported (Women for Women, Sentosa, Rajana, Goel, KSV, Craft Village and Village Work) – One mission of buyers (Bodhi International Co., Ltd) facilitated – Backstopping services provided to 14 Purchasing Units with regular monitoring activities – Draft policy proposal for establishment of national silk Board prepared in consultation with private and public sector stakeholders – Bulk order of silk yarn from China facilitated for various Cambodian silk enterprises – One Silk Sector Steering Committee Meeting held – One ITC mission conducted – Results of 329 end-of-project surveys analysed – TAC2 Meeting for new EIF CEDEP project held in April 	<p>The household income increased by 39% on average in 39 communities.</p> <p>The sales volume increased by 42.5% on average in 39 communities (per household).</p> <p>The production volume increased by 57.2% on average in 39 communities (per household). The range of products produced by weavers was expanded (two new product lines: Phamoung Chorabab Sampot).</p> <p>148 weavers were enabled to serve export markets. Export sales of weaver communities were reached through KSV: US\$ 17,000 in Jan and Feb 2012 (compared to US\$ 42,319 for the whole year of 2011). Export sales increased with the potential order amounting to US\$ 200,000 resulting from the participation in LifeStyle Viet Nam 2012. 13 Purchasing Units are now in operation on a sustainable basis.</p> <p>The cost of raw materials has been reduced thanks to the bulk purchasing of Chinese silk yarn as well as dyestuff and chemicals through the operations of Purchasing Units. The draft proposals for the establishment of the Silk Board were endorsed by the Government. The mission of buyers (Bodhi International Co., Ltd) resulted in sampling orders from CCC and KSV. The product specification records (spec cards) were finalized for all samples as a result of the product design and development training.</p>	Sustainability
CPR/22/07A Raimund Moser DCP/Office for Asia and the Pacific	Export Development in Chongqing, China (01/08/2011 – 31/12/2012) China	29,480	1,626	<ul style="list-style-type: none"> – Follow-up training support provided to 10 certified trainers (including 5 women) via MAR webinar – Concept note for Phase II project developed 	Capacities to assess export market potential were increased: 100% of private sector training participants are using acquired skills in daily work; approx. 30-40 persons were trained as a result of replicated training delivered by certified trainers by the end of June.	Enterprises
LAO/3B/01A Govind Venuprasad DCP/Office for Asia and the Pacific	Enhancing sustainable tourism, clean production and export capacity in Lao People's Democratic Republic (01/01/2011 – 31/12/2013) Switzerland / EIF	282,340	194,316	<ul style="list-style-type: none"> – PICO staff trained on inclusive tourism – 100 farmers from seven village groups received training on rainy season agriculture – Report highlighting the baseline on clean agriculture, and Field School Programme delivered in January 2012 – LHA and other sector stakeholders trained within two workshops on costing and material sourcing – Handicraft label for Luang Prabang developed with LHA and sector stakeholders (ongoing) – Support to three cotton handicraft producing villages (mostly women weavers) on improving design, productivity and quality – Master plan for Ban Phanom trading centre developed (ongoing) 	No actual outcomes to report to date.	Sustainability

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
VIE/1A/01A Govind Venuprasad DCP/Office for Asia and the Pacific	Viet Nam One UN - Green production and trade to increase income and employment opportunities for rural poor (01/01/2010 – 31/12/2012) UNDP - Spain/MDG Achievement Fund	673,763	247,905	<ul style="list-style-type: none"> – Advisory services provided to VIETCRAFT assisting in organization of international fair LifeStyle Vietnam 2012 – Promotional materials for LifeStyle Vietnam 2012 developed and disseminated among buyers in particular the EU, United States and Japanese buyers – Product catalogue “Craft and Design” for LifeStyle Vietnam developed and over one thousand copies disseminated; booth designed – Advisory services provided to VIETCRAFT creating awareness for Vietnam Design Academy by organizing design competition – Seven training workshops organized by Vietrade in Hanoi and four provinces with 316 participants including approx. 120 women on topics covering trade promotion skills, trade fair participation, market research and information seeking, e-commerce and business skills – Seven enterprises participated at New York International Gift Fair 2012 with ITC's support – Coaching provided to 11 enterprises on drafting and designing business promotion activities 	Alumni enterprises of the project participated at the New York International Gift Fair 2012 as well as LifeStyle Vietnam 2012, and received orders worth of approximately US\$ 200,000.	TSI Enterprises
INT/U1/69A Govind Venuprasad DCP/Office for Asia and the Pacific	Project development: Fiji – Supporting the horticultural sector (12/03/2011 – 30/04/2012) ITF Window I	9,500	8,453	– Needs assessment mission to Fiji fielded and Project document prepared	The contribution agreement was signed with the European Commission EC, and the project Fiji - Key Services to Agriculture – is now under implementation.	TSI
INT/U1/63A Govind Venuprasad DCP/Office for Asia and the Pacific	Project development: Engaging women vendors in the tourism value chain in the Pacific (01/08/2011 – 31/05/2012) ITF Window I	1,586	-1,706	– Draft project document submitted to MFAT New Zealand	The Ministry of Foreign Affairs and Trade of New Zealand have decided to unilaterally implement the project.	Sustainability
Office for Arab States; Acting Chief: Ashish Shah						
SUD/2B/01A Abdeslam Azuz DCP/Office for Arab States	Strengthening the capacity of the Trade Information Centre, Ministry of Foreign Trade, Sudan (Preparatory Phase I) (12/01/2011 – 30/09/2012) Sudan	10,370	9,982	– Actual outputs realized during 2011	The actual outcomes of the project were reported by end of 2011. The project is ending. No further outcomes to report on.	Awareness TSI

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
OCT/78/517A Abdeslam Azuz DCP/Office for Arab States	Project on export development in the Occupied Palestinian Territory (01/09/2011 – 31/03/2015) UNDP	800,996	370,368	<ul style="list-style-type: none"> – Three workshops conducted by ITC's MAR section to analyse export potential assessment and to select priority sectors based on potential for export development and contribution to poverty reduction – Roadmap for PalTrade Strategic Plan agreed upon and progress well underway in formulating strategic plan – Three workshops delivered by ITC on export strategy design – NTM data checked and coding forwarded by PalTrade; substantial feedback provided and requests for further details where information was lacking – Proposed implementation plan of RBM component shared with UNDP and PalTrade – Assessment of EU-Palestine Interim Association Agreement conducted applying the Sussex Framework (SF) – Information needs assessment of various stakeholders on priority sectors/markets and trade policy issues through half-day roundtable workshop 25-28 June with existing and potential users of PalTrade's services – Suggested publicity for content for announcing and encouraging participation among enterprises and potential participants in the CTAP programme shared with PalTrade who will select participants 	Outcomes to be achieved and reported on by end of 2013.	TSI Enterprises
TUN/61/120A Abdeslam Azuz DCP/Office for Arab States	Project de promotion des exportations tunisiennes (05/01/2009 – 30/09/2012) Switzerland	40,768	57,188	<ul style="list-style-type: none"> – Technical specifications and action plans for involved institutions executed – Selected SMEs assisted in plans to improve quality, prices and delivery of their products – Strengthened capacity of Tunisian TSIs in trade intelligence, analysis and studies in strategic themes linked to trade promotion for the benefit of exporting SMEs 	Selected TSIs are offering better services for the targeted SMEs in the sub-sectors covered by the project. The international competitiveness of selected enterprises has been enhanced and exports in the targeted sub-sectors have increased.	TSI Enterprises
RAB/20/133A Torek Farhadi DCP/Office for Arab States	Enhancement of Arab Capacity for Trade (EnACT) – Egypt (01/04/2009 – 31/03/2013) Canada	500,000	153,871	<ul style="list-style-type: none"> – 3 trainings for 60 SMEs completed in collaboration with FTTC – Workshop on COMESA agreements completed for 20 representatives from the food sector – Workshop held at ECS headquarters for 45 trade representatives on opportunities for Egyptian products in Asian Halal food markets – E-commerce strategy completed and presented to the Director General, Ministry of New Technologies 	ECS foreign trade representatives are now aware of market opportunities in the Halal foods sector.	Policy TSI Enterprises
RAB/20/132A Torek Farhadi DCP/Office for Arab States	Enhancement of Arab Capacity for Trade (EnACT) – Algeria (01/04/2009 – 30/03/2013) Canada	450,000	145,673	<ul style="list-style-type: none"> – Workshops on e-commerce and web marketing held in various regions outside Algiers for 70 participants – Supply study on Algerian processed foods completed – 16 SMEs participated in SIAL trade fair in Canada 	Women and youth in regions outside the capital city are now able to use web and e-commerce to promote their products. Companies in the processed food sector are connected with international buyers with the help of the SIAL trade fair in Canada.	Policy TSI Enterprises
RAB/20/135A Torek Farhadi DCP/Office for Arab States	Enhancement of Arab Capacity for Trade (EnACT) – Morocco (01/04/2009 – 31/03/2013) Canada	150,000	128,150	<ul style="list-style-type: none"> – Nine audits completed for companies in the leather sector – NTM survey completed and public-private dialogue held – Market survey on exporting water purification services completed – 12 companies participated in SIAL Trade Fair in Canada – 65 participants attended workshop on adapting products to international markets 	Companies in the processed foods sector have become export-ready. The exporters visiting the SIAL trade fair in Canada are now connected with international buyers in North America.	Policy TSI Enterprises
RAB/20/136A Torek Farhadi DCP/Office for Arab States	Enhancement of Arab Capacity for Trade (EnACT) – Tunisia (01/04/2009 – 31/03/2013) Canada	450,000	238,666	<ul style="list-style-type: none"> – 12 companies coached in exports by six ITC certified CTAP advisors 	The brand of Tunisian Organic products has been made known in GCC markets. Exporters from Tunisia generate business in foreign markets, e.g. seven companies in the organic foods sector connected with buyers in Dubai, UAE and order promises generated.	Policy TSI Enterprises

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
RAB/20/134A Torek Farhadi DCP/Office for Arab States	Enhancement of Arab Capacity for Trade (EnACT) – Jordan (01/04/2009 – 30/03/2013) Canada	500,000	129,930	<ul style="list-style-type: none"> Articles published in Royal Jordanian airlines promoting handicrafts sector Three companies in the processed food sector participated in SIAL Trade Fair in Canada Workshops held on sourcing and design of handicrafts in various regions in Jordan with participation of 70 people NES response paper completed by Jordanian core team submitted to ITC 	Women and youth handicrafts manufacturers are able to better control their costs and pricing models with an improved design. Women-owned handicraft companies are connected to international buyers. Two companies connected to the Louvre museum are receiving orders.	Policy TSI Enterprises
RAB/20/131A Torek Farhadi DCP/Office for Arab States	Enhancement of Arab Capacity for Trade (EnACT) – Coordination (01/04/2009 – 30/03/2013) Canada	450,000	392,981	<ul style="list-style-type: none"> Specific outputs for each EnACT country project are reflected under the respective EnACT country project entries Mid-term evaluation of EnACT programme completed in January which will be presented to CIDA 	Actual outcomes for each EnACT country project are reflected under the respective EnACT country project portals.	Policy TSI Enterprises
KUW/87/01A Ashish Shah DCP/Office for Arab States	Exports of Kuwaiti food and beverages products in the global market (01/04/2012 – 31/03/2014) Kuwait	400,000	51,785	– No actual outputs to report to date	n/a	Policy TSI Enterprises
TUN/61/121A Ashish Shah DCP/Office for Arab States	Strengthening the Textile Value Chain approach in Tunisia (Inception Phase) (15/04/2012 – 31/03/2013) Switzerland	90,000	41,591	– Preliminary vision formulated, including dynamic maps, summarizing major issues in Tunisia as well as export and sourcing markets	No actual outcomes to report to date.	TSI Enterprises
INT/U1/76A Ashish Shah DCP/Office for Arab States	Project development: Preparation of the Sustainable employment through export development (SEED) programme (01/11/2011 – 31/12/2012) ITF Window I	36,400	34,364	– No actual outputs to report to date	n/a	TSI Enterprises
INT/U1/90A Ashish Shah DCP/Office for Arab States	Sectoral Value Chain Development Project in North Africa (13/02/2012 – 31/12/2012) ITF Window I	48,183	32,121	– Market access analysis developed on selected typical Tunisian agro-products	No actual outcomes to report to date.	TSI Enterprises
Office of the Director; Director: Friedrich von Kirchbach						
INT/U1/86A Iris Hauswirth DCP/Office of the Director	DCP "Partnership and Coordination" (10/01/2012 – 31/12/2012) ITF Window I	150,000	49,423	– 12 partnership and coordination missions undertaken	Actual outcomes yet to be determined.	Corporate
Office for Eastern Europe and Central Asia; Chief: Elena Boutrimova						
INT/U1/32A Elena Boutrimova DCP/Office for Eastern Europe and Central Asia	CIS regional trade development - consultation and preparation of a concept paper (06/04/2010 – 31/12/2012) ITF Window I	88,970	22,803	– SPS study conducted (ongoing)	n/a	Policy

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
TAJ/61/124A Armen Zargaryan DCP/Office for Eastern Europe and Central Asia	Trade promotion in Tajikistan (01/09/2009 – 31/12/2012) Switzerland	572,208	414,328	<ul style="list-style-type: none"> – Training on "Principles of Marketing for the textile and clothing companies" conducted for representatives of TC companies, relevant ministries, business support services, and university faculties – Preparatory training conducted on "Success in the International Yarn Market: Planning, Preparing and Participating" for Tajik spinning companies participating in 9th International Istanbul Yarn Fair, Turkey April 21-24, 2012 – Participation facilitated in 9th International Istanbul Yarn Fair for Tajik spinning companies – Weblogs developed for artisanal companies – Company profiles developed 	The capacities of TC enterprises and sector-related service providers in product development and marketing were improved. As a result of participation of spinning companies in the Istanbul yarn fair, preliminary sales contracts of approximately US\$ 750,000 were made by the Tajik companies. They were also able to find new sourcing opportunities for yarn with Chinese companies, several times cheaper compared to their traditional suppliers. Two local business service providers conducted training on principles of marketing for Textile and clothing companies.	TSI Enterprises
KYR/61/123A Armen Zargaryan DCP/Office for Eastern Europe and Central Asia	Trade promotion in Kyrgyzstan (01/09/2009 – 31/12/2012) Switzerland	463,700	285,398	<ul style="list-style-type: none"> – Training on marketing management conducted for project partner companies, members of the Chamber of Commerce and Industry of the Kyrgyz Republic and other companies – Participation facilitated in "Textillegprom" trade fair in Moscow for 11 Kyrgyz TC companies – Meeting organized for wider group of clothing companies to disseminate information on the results of the Moscow "Textillegprom" trade fair – Training on "Introduction to Production Operations Management" conducted for project partner companies – Project partner companies and other local clothing companies met with suppliers of fabrics and accessories from Italy – Introductory training on Quality Management Standards, ISO 9000 requirements conducted for project partner companies – Training in Apparel Production Management conducted for local consultants and clothing companies (joint project with BAS Programme) – Training "3G Tailor' Train the Trainer International Sewing Machinist Instructor" conducted for clothing companies 	The capacities of TC companies were improved in product development, marketing and sourcing. About 50 contracts were signed and 10 orders completed by the companies in a one-month period after participation in Textillegprom fair. Italian fabric and accessory suppliers visited Kyrgyzstan to meet with the producers and explore opportunities after the participation of Kyrgyz companies in the fair. As a result the Kyrgyz companies were able to make orders for high quality fabric and accessories.	TSI Enterprises
TAJ/61/125A Armen Zargaryan DCP/Office for Eastern Europe and Central Asia	Component Two: Implementation of WTO provisions and business awareness of WTO Accession (01/04/2012 – 31/08/2014) Switzerland	200,000	110,859	<ul style="list-style-type: none"> – Conference conducted on "WTO Accessions their Business Implications – Lessons from Other Countries" with participation of private sector and government representatives – Training conducted on "Making the Most of WTO Accession: Services Negotiations and Liberalization" for private sector and government representatives – Public-private consultations on trade policy issues related to Tajikistan's WTO Accession process organized with private sector, public sector, research institutes, and service associations 	No actual outcomes to report to date.	Policy
TAJ/61/126A Armen Zargaryan DCP/Office for Eastern Europe and Central Asia	Component One: WTO negotiations of accession – policy advice and capacity building (01/05/2012 – 31/05/2015) Switzerland	240,000	16,172	<ul style="list-style-type: none"> – Legislation on Import Licensing and Industrial Subsidies reviewed – Tables on Agriculture domestic support and export subsidies revised – Working Party report reviewed – Expert assessment of the current state of accession of Tajikistan to the WTO conducted – Strategic guidance and policy advice and recommendations provided on NAMA, agriculture, services negotiations in bilateral format – Technical advice on position consultations with Ukraine provided – Assistance provided to Tajik Delegation for participation in Working Party in Geneva 	No actual outcomes to report to date.	Policy

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
Office for Latin America and the Caribbean; Chief: Claudia Uribe						
INT/U1/100A Beatriz Rodriguez DCP/Office for Latin America and the Caribbean	Project development: Aménagement d'un environnement juridique aux affaires en Haïti (20/06/2012 – 31/12/2012) ITF Window I	42,000	0	– Several contacts made with stakeholders on further actions to develop project ideas (activities expected in the second half of 2012)	n/a	TSI
INT/U1/47A Beatriz Rodriguez DCP/Office for Latin America and the Caribbean	OLAC Regional Office in Mexico (01/09/2010 – 31/12/2012) ITF Window I	127,502	56,283	<ul style="list-style-type: none"> – Organization of Second Women Vendors Exhibition and Forum (WVEF II) in Mexico City, 5-7 November 2012 facilitated – Developed and presented project idea together with SAGARPA to improve export development services of Mexico's Secretariat of Agriculture (SAGARPA) and its export promotion agency, ASERCA – Identified opportunity to develop Commercial Information and Business Intelligence System for PROCEI (Mexico-EU Competitiveness Program) using a grant of €500,000 managed by ProMéxico – Investigated opportunity to develop innovative trade information and business intelligence platforms such as the one being worked with INFOTEC at regional level with substantial technical cooperation funds from IDB – Investigated opportunity of cooperation with ECLAC in the implementation of regional project regarding trade, financing and innovation for small-scale enterprises 	During its first nine months of operation, the office in Mexico is proving instrumental in identifying new opportunities for ITC, implementing current projects, and contributing with project development in Mexico, Central America and the Caribbean sub-regions. ITC's field presence in Mexico and the LAC region has boosted ITC's visibility and has increased contacts with counterparts and potential donors in several ways. Physical presence has increased awareness of ITC in the region, particularly as the office is very active in engaging new contacts and expanding its presence. The presence in Mexico provides opportunities to develop closer collaboration among agencies within ITC, and makes it possible to increase ITC's presence in the region with the organization of key events such as WVEF II. Relationships and communications with private sector organizations, corporations, Mexican government agencies, and international organizations have been strengthened. The Office has been introduced to many interlocutors and several opportunities are being discussed. Administrative or operational issues with ITC projects or agreements with regional counterparts are quickly resolved with the intervention of ITC / Mexico. Examples of this include resolution of WTPO 2012 issues with ProMéxico and devolution of unused funds to the Mexican Ministry of Foreign Affairs. ITC's field presence has increased the collaboration, improved relationships and sharing of experiences with other UN agencies, such as UNDP, UNIDO and UN Women. Per ITC/Mexico's intervention, project IA20 - MEX/7/1/11A will use UNIDO methodology for the conformation of an export consortium among beneficiary exporters as a way to provide sustainability to the project.	Corporate
INT/U1/99A Beatriz Rodriguez DCP/Office for Latin America and the Caribbean	Project development: Supporting Cuban trade-related institutions and enterprises (20/06/2012 – 31/12/2012) ITF Window I	57,000	33,858	<ul style="list-style-type: none"> – Material for market profile training workshop prepared – Questionnaire for needs assessment prepared and sent to the Cuban institutions 	No outcomes to report to date as project only commenced.	Awareness TSI

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
PER/61/129A Matias Urrutigoity DCP/Office for Latin America and the Caribbean	Export Development in Peru's Northern corridor (01/02/2011 – 31/05/2014) Switzerland	750,000	348,039	<ul style="list-style-type: none"> – Evaluation of MINCETUR's National Strategic Exports Plan's Monitoring System developed – MINCETUR representatives accompanied to get internal processes in order to execute necessary improvements identified for the system during evaluation process – Follow up and monitoring of agreements conducted that were reached during 1st macro regional forum (2011) – Preparation of macro regional workshop – Performance addressed for delivering business development services in seven TSIs selected from the regions through the elaboration of an individual assessment for each TSI – Individual development plan developed for and agreed with each TSI – Coordination and negotiations undertaken with each TSI regarding partial execution of their respective plans – TSI network identified as pilot in Lambayeque Region and coordination started <p>TRAININGS/WORKSHOPS/SEMINARS:</p> <ul style="list-style-type: none"> – Technical Requirements for Market Access in Piura, Piura 21-22 February with total of 16 (7 women), and in Chiclayo, Lambayeque 23-24 February with total of 25 (9 women) – Markets Analysis and Research (3 workshops) in Tarapoto, San Martín (also trainees from Loreto) 07-09 March with total of 22 (8 women) and 30 May - 1 June with total of 14 (6 women); in Chiclayo, Lambayeque (also trainees from Cajamarca, La Libertad and Piura) 12-14 March with total of 16 (4 women) and 4-6 June with total of 17 (6 women) – Seminar on food safety in world trade in Chiclayo, Lambayeque (also trainees from La Libertad, Piura and San Martín) 16 April with total of 62 (21 women) – Workshop "HACCP Quality Systems Implementation based on CODEX" as part of Export Quality Management Programme (EQMP) in Chiclayo, Lambayeque (also trainees from La Libertad and Piura) 17-19 April with total of 35 (10 women) – Workshop "Documentation on HACCP" as part of EQMP in Chiclayo, Lambayeque (also trainees from La Libertad and Piura) 20 April 20 with total of 35 (10 women) 	<p>MINCETUR and PROMPERU, the main project counterparts, acknowledge their appreciation of ITC support, and validate the strategies being used. Furthermore, MINCETUR shows interest in not only the continuity of the programme in the Northern corridor but also in the replication of the initiative in other regions of Peru. Finally PROMPERU would also like to see their offices in other regions of the country to benefit from what they consider a successful project. MINCETUR is currently involved in the elaboration of the National Export Plan 2013-2023. In this regard, MINCETUR acknowledges ITC as its main ally in strengthening its monitoring capabilities regarding the national and regional export plans. ITC is delivering technical assistance in the evaluation and improvement of the Exports Plans Monitoring System (strategies and software), as well as strengthening and increasing MINCETUR's scope in its monitoring tasks.</p> <p>Some key stakeholders in the Northern corridor have developed ownership of the agreements reached during the first macro regional forum (2011). As result, access to electric energy, organization, and quality have become priorities among regional public and private institutions' agendas.</p> <p>The dialogue between TSIs and regional governments has shown improvements within the Lambayeque Region. The Regional Government of Lambayeque considers the Regional Exports Committee (constituted by the main public and private stakeholders within the region) as a strategic ally.</p> <p>Replications by the participating TSIs of the capacity-building workshops delivered by the project have been registered in the coastal and Amazonian regions. Seven key TSIs have shown commitment to export development within the Northern corridor as a result of the assessment and improvement plans developed by the project. Furthermore, these seven TSIs have agreed to start the process of partial implementation of their respective development plans. The implementation process has started.</p> <p>A TSI network already operates within the Lambayeque Region which contemplates an action plan aligned with the project's strategies. Furthermore, the action plan expresses the need for increasing the TSIs' scope to a macro-regional level.</p>	TSI Enterprises
RLA/58/07A Matias Urrutigoity DCP/Office for Latin America and the Caribbean	Peru - Strengthening the export competitiveness of women entrepreneurs in the textile and clothing sector in Arequipa (30/03/2009 – 30/12/2012) Spain	12,250	0	<ul style="list-style-type: none"> – No activities undertaken 	n/a	TSI Enterprises

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
ITC Division of Programme Support (DPS); Director: Eva K. Murray						
Financial Management Section; Chief: Kok (KC) Tan						
INT/71/01A	Organizational strengthening of the International Trade Centre (01/02/2010 – 31/12/2012) United Kingdom	380,000	147,673	<ul style="list-style-type: none"> – Fully evaluated time and main process for DPS – Fully scoped out total Overhead costs – 1st cut of the DPS service catalogue and pricing IPSAS – Full set of implementation activities and steps for implementation of IPSAS – Proposed changes or comments on UN policy framework, and UN Financial Rules and Regulation – Validation and feedback for transitional measures planning – Coordinated ILT on IPSAS for staff at working level and conducted information sessions to staff 	After having produced the DPS service catalogue, there has been improved transparency of the DPS cost services. Data from the catalogue can be used to feed into the RBM system to provide improved capturing of costs. After the ILT training, communication sessions and implementation activities have been carried out, leading to an increased awareness and knowledge in IPSAS. Staff has better understanding and are more open to IPSAS.	Corporate
INT/U1/59A Kim Mei Chan DPS/Financial Management	ITF Window I	145,000	0	<ul style="list-style-type: none"> – Activities funded by this source have not started yet 		
Human Resource Section; Chief: Carl Rogerson						
INT/U1/05B Michelle Khodara DPS/Human Resources	HR policies and projects (01/01/2010 – 31/12/2012) ITF Window I	315,062	147,511	<ul style="list-style-type: none"> – Training courses and briefing sessions initiated: New Recruitment and Selection policies, Central Review Bodies, Role and Function, Supervisory Skills Workshop and Performance Appraisal – New policies developed and existing ones revised contributed to 100% success rate in MEU, UNDT cases – Succession Planning work continued as well as activities to address focussing on management and leadership training, career progression and internal communication – Identification of comprehensive policy packages requiring revision or adaptation, dependent on ITCs needs and priorities, as well as the associated timeframes for completion – Submission of updated disciplinary policy (ST/AI/371) to OHRM/OLA – Currently 14 policies under review (such as comprehensive disciplinary related policies, delegation of authority, continuing contracts, family relationships, revised temporary appointments and consultant recruitment) – Process for capture and recording of new Administrative Issuances (AI) refined – Documentation related to revision and posting of AIs revised to better suit ITC's needs – Systems for capture and recording of AIs for review improved – Development of HR Monthly/Quarterly Reports – Annual reporting calendar developed and disseminated amongst key players (policy unit and management) – Improved tracking of legal assignments, plus legal staffing budgeting, utilization and availability 	Detailed and realistic plans for policy development allow for efficient resources usage throughout the year, as well as informing management of ITC policy requirements and future developments. Further refined system of capture and process of policy documents from the UN allows policy unit to be aware of workload and requirements going forward, and to plan policy revision work further into 2012. The transparency in the administrative issuance process has increased. The production of differentiated Monthly and Quarterly reports allows for more focused and results-based reporting, with more efficient time utilization in the production of reports. The transparency in staff matters has increased through regular posting of reports on ITC intranet for all staff. The understanding of where the organization stands in relation to HR goals such as gender and diversity over larger timeframes allows for a better analysis of trends and patterns, providing senior management with comprehensive information. Greater capture of historical data allows a more effective analysis of current data. Annual reporting calendar allows for periods of peak workflow to be anticipated, allowing for better planning of reporting workflow and resources available to other substantive aspects of policy unit work. Reporting calendar provides management with better understanding of reporting requirements and workflow. Tracking of legal assignments will allow for ease of referral to historic assignments in future. Improved management of legal consultant usage and expenditure allows for a better planning of workload and unit capabilities.	Corporate
Information Technology and Systems Section; Chief: Gerry Lynch						
INT/U1/06A Gerry Lynch DPS/ITS	ITF/W1: ITS strategy implementation (31/07/2009 – 31/12/2012) ITF Window I	1,035,264	496,949	<ul style="list-style-type: none"> – A Results Based Management reporting portal has been design and development in-line with the organisational Outputs and Outcomes log frame. The prototype portal is available internally for Project Managers; the system continues to be enhanced to further automate the data entry 	<ul style="list-style-type: none"> – Through the development of a Results Based Management IT system, ITC has a solution for reporting delivery at the project level, through the section level and aggregated at the corporate level in a user friendly portal. This unified solution allows for 	Corporate

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
				<p>process and aggregate reporting requirements to the donor community and UNHQ.</p> <ul style="list-style-type: none"> - An on-line Consultants Roster has been developed consisting of three modules; Registration Module, Application module and Reporting module. Further work will be undertaken to automate the hiring process and integrate the system with IMIS and other information systems. - In support of the Cost Transparency project IT&S has assisted in the verification and finalising the 2011 workflow cost model. The Web Content Management System (CMS) has been upgraded to enhance access and usability for the beneficiaries, donors, and end user community. - An additional 175 licenses have been purchased for the Customer Relationship Management (CRM) and development work undertaken to automate the sharing of data between the Projects Portal and CRM. - An organisation wide upgrade of the computer operating system and office automation suite has been completed and the first phased of the Active Directory project completed. - To ensure ITC business critical messaging platform operates with minimal disaster recovery / business continuity infrastructure, a secondary fibre optic route has been implemented and commissioned between ITC and the MMS service provider. 	<p>efficient collections of data and provides an unformed method of reporting Output and Outcome activities across the organisation with minimal data duplication.</p> <ul style="list-style-type: none"> - The on-line Consultants Roster will provide Project Managers a wider pool from which consultants can be engaged. The solution offers a rich search capability for easy identification of consultants with expertise and core skill sets required throughout the substantive business lines. The system provides a repository of key administrative information for the tracking and management of consultant's performance, performance assessment, remuneration, work history etc. The systems facilitates the requirement for reporting on consultants statistics and automates a process that was previously completed manually. - The upgraded office automation suite and operating system continues to underpin ITC's daily work product and provides a higher level of data integration between information systems. The secondary fibre optic route for the messaging platform significantly reduces the possibility for an outage and loss of productivity should the primary route fail. 	
INT/71/07A Gerry Lynch DPS/ITS	ITS / e-learning (31/08/2010 – 31/12/2012) United Kingdom	35,000	0	- No actual outputs to report to date	n/a	Corporate
Central Support Services Section; Chief: Sophie Hecht						
INT/U1/07B Sophie Hecht DPS/Central Support Services	Legal and Programme Support for project implementation (01/01/2010 – 31/12/2012) ITF Window I	359,890	172,440	- Legal services completed review of 37 MOUs, 144 instances of advisory services, and seven projects for project implementation in 2012	Improved quality of MOUs reducing risks associated with delivery of TRTA projects through partners.	Corporate
ITC Office of the Executive Director (OED); Executive Director: Patricia Francis; Deputy Executive Director: Jean-Marie Paugam						
INT/U1/58A Francesco Geoffroy OED	Project development: Support for LDCs under EIF (17/02/2011 – 31/12/2012) ITF Window I	110,000	12,604	<ul style="list-style-type: none"> - Cambodia, Nepal, Benin, Zambia and Comoros supported to develop bankable EIF Tier-2 projects (EIF multilateral window) - Additional resources for EIF Tier-2 project in Zambia Leveraged (funded by Finland) - In-country familiarization workshops conducted for more effective participation of Sao Tome et Principe and Madagascar - ITC's effective involvement and representation in EIF ensured through consultations with EIF Executive Secretariat, EIF Trust Fund Manager and EIF partner agencies on strategic issues as well as EIF Tier-2 project development related consultations (with 10 LDCs) and project implementation (i.e. The Gambia) - Effective coordination of ITC's involvement and representation in Steering Committee on Tourism for Development through participation in Steering Committee meetings and joint activities for benefit of LDCs - ITC's effective coordination of its involvement in EIF ensured through creation of EIF project and partner database - Proposal drafted for capacity-building programme for TRTA Project development and management in LDCs during consultations with EIF Executive Secretariat, and EIF partner agencies 	<p>12 LDCs expressed their interest to engage closer with the EIF in general and ITC in particular within this project, leading to an enhanced understanding of the EIF.</p> <p>The number of participating LDCs increased in the EIF/ITC Tier-2 project development, leading to increased capacities of LDCs.</p>	Policy TSI

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
Communication and Events Section; Officer-in-Charge: Miklos Gaspar						
INT/U1/55A Jacquelyn Campo OED/Communications and Events	Events (11/01/2011 – 31/12/2012) ITF Window I	800,000	284,019	<ul style="list-style-type: none"> – ITC participated in UNCTAD XIII, UNCTAD's Ministerial, in Doha in April: – Moderated lunch-time panel discussion held on 'Free trade Agreements: necessary but not sufficient. Lessons from the Arab region' with approximately 200 participants; ITC presented study on barriers to trade in League of Arab States Region – Cocktail event held to present ITC's role in helping women entrepreneurs export goods and create employment, including through EnACT programme, with more than 100 participants who learned about opportunities to challenges in untapped trade potential in Middle East and North Africa, particularly related to youth and women 	Increased knowledge among participants at the events (private sector, TSIs, policymakers and media) was gained through increased awareness of ITC's expertise, of ways to grow exports through partnerships. ITC was mentioned in UNCTAD XIII Doha Accord, strengthening ITC's image.	Awareness
INT/U1/13A Miklos Gaspar OED/Communications and Events	Communications support to extrabudgetary projects (ex INTW3182) (01/01/2010 – 31/12/2012) ITF Window I	365,431	106,017	<ul style="list-style-type: none"> – Two issues of Trade Forum magazine published in 3 languages – 180 web highlights written and published – Two (sub-)sites launched (TPO-network, Standards Map) – Internal communication portal redesigned, re-launched and content regularly updated 	Improved availability and delivery of ITC products and communication: <ul style="list-style-type: none"> – 50% increase in web site traffic compared to 2011 – Daily information updates through the web site to all key audiences – New structure for the annual report created, taking into account needs for advocacy as well as transparency 	Awareness
INT/U1/88A Miklos Gaspar OED/Communications and Events	Implementation of computer-assisted translation tool (24/01/2012 – 31/12/2012) ITF Window I	47,000	0	<ul style="list-style-type: none"> – Tender completed, vendor selected for implementation, workflows created 	No actual outcomes to report to date.	Corporate
Strategic Planning, Performance and Governance Division; Officer-in-Charge: Victoria Browning						
INT/U1/52A Miguel Jimenez Pont OED/Strategic Planning Performance and Governance	Evaluation (16/02/2011 – 31/12/2012) ITF Window I	186,000	96,180	<ul style="list-style-type: none"> – EnACT evaluation finalized and management response issued – PACT evaluation finalized and management response issued – MLS evaluation and analysis finalized – PCTP evaluation TORs finalized – ES evaluation TORs finalized – Evaluation policy and guidelines revised – WEDF evaluation finalized – ITC Evaluation TORs finalized 	No actual outcomes to report to date.	Corporate
INT/U1/53A Miguel Jimenez Pont OED/Strategic Planning Performance and Governance	Results-based management (RBM) (16/02/2011 – 31/12/2012) ITF Window I	525,843	114,439	<ul style="list-style-type: none"> – 11 additional staff members trained in results-oriented project design – ITC guidelines for project design translated into English and Spanish – RBM dashboard prototype completed – Staff of 13 sections trained in utilizing RBM corporate reporting system – Output costing methodology determined 	No actual outcomes to report to date.	Corporate

Project ID Officer Section	Project title Duration Donor	Expected delivery 2012 in US\$	Gross expenditure 1.1.- 30.6.2012 in US\$	Actual outputs 2012 (1. 1.-30.6.2012)	Actual outcomes 2012 (1.1.-30.6.2012)	Strategic priorities*
TECHNICAL ASSISTANCE PERSONNEL COSTS						
INT/U1/80A; INT/U1/77A; INT/71/09A; INT/U1/79A; INT/U1/82A; INT/U1/78A; INT/U1/81A; INT/U1/83A;	Core and non-core staff costs ITF Window I	6,860,375	2,503,192			
INT/07/11A; INT/26/02A; INT/26/03A; INT/27/10A; INT/26/01A; INT/08/14A; INT/08/15A; INT/08/13A;	Associate Experts/Advisers France, Germany, Finland	1,074,585	445,941			

ANNEX II WINDOW I GUIDELINES

Introduction

The purpose of this paper is to clearly demarcate the Window I component of the ITC Trust Fund (ITF) and to set out clear guidelines for the use of window funds.

Background

ITC's work is enabled by three sources of funding: the regular budget (RB), Programme Support Costs (PSC) and extrabudgetary funding (XB). The regular budget is approved on a biennium basis by the UN General Assembly and the WTO General Council. PSC is earned via a charge to XB expenditure and the budget is approved on a yearly basis.

XB funds are activated through the ITF. The ITF consists of two categories of funds known as "windows". Window I consists of unearmarked and soft-earmarked contributions from donors while Window II consists of bilateral contributions for specific projects or programmes as well as income earned through Revolving Funds. Further details can be found in the ITF terms of reference.

In 2011 ITC has embarked on further analysis of the delivery enabled from the two windows. The analysis has demonstrated that Window II projects are primarily for direct trade-related technical assistance (TRTA) in mature fields where ITC has proven expertise. Window I, on the other hand, focuses on investment in innovation: the development of new tools, research and development of new products and programmes and improvements in efficiency in the way ITC delivers, in order for the organization to remain at the cutting edge of TRTA.

ITC remains focused on achieving a greater proportion of unearmarked, multiyear contributions to the ITF. These guidelines represent a step toward this goal.

Principles of Window I

The purpose of Window I funds is to support expenditures contributing to "preparing the future" of ITC and to finance initiatives which are critical to ITC's corporate interests and performance in pursuit of *export impact for good*. This includes activities that do not fit the Window II portfolio of traditional TRTA activities. In a nutshell, the purpose of Window I is to finance innovative TRTA services in the broader sense.

Components of Window I

Window I funds can be broken down under the following main categories.

Component A: Corporate innovation, research and development (unearmarked funds)

Component A of Window I is used to finance initiatives that are focused on raising the overall efficiency of ITC in delivering TRTA and ensuring that ITC remains at the cutting edge of TRTA.

This component is of particular importance for the effectiveness of ITC's overall programme, as it permits the organization to respond directly and rapidly to the priority needs of recipients in ITC programme countries in line with the Paris Principles on aid effectiveness and Accra Accord and to complement programmes financed from the regular budget and bilateral sources.

In particular, these funds are used for the following types of products, services and initiatives.

A1 Global public goods

Global public goods are products and services that ITC has identified as tools to reduce information asymmetries which limit the scope of developing countries to take advantage of export opportunities. These products and services are delivered freely to the maximum number of users to ensure positive impact. Examples of global public goods include: market intelligence tools, communication events and publications. The future TSI benchmarking tool will be a public good once it is developed.

A2 Innovation for corporate efficiency

In order for ITC to remain at the cutting edge of TRTA, it is necessary to continually invest in improving the efficiency of the organization to deliver. Investment in corporate efficiency may include:

- Improving information and communication systems and services;
- Innovation in the efficiency of processes in order to reduce transaction costs. This includes corporate initiatives to enhance results-based management and IPSAS implementation;
- Continual learning: Evaluation is an important component of overall project cycle management to ensure learning and innovation. Therefore, evaluation activities, where not part of the budget of a particular project, is covered by Window I.

A3 Innovation for the development or maintenance of products and services

Research and development are essential to remain relevant to beneficiary country clients. Window I enables ITC to develop and maintain new products, services and initiatives in innovative areas within the field of TRTA. Once these products have been developed to a relative state of maturity, they may be able to attract specific bilateral funding through Window II.

Examples of innovation for the development or maintenance of products and services include:

- Research and development of tools and focus areas of TRTA such as trade in services, TSI benchmarking private standards and creative industries, etc.
- Seed funding through the Project Development Fund, allowing for the further development of project ideas into feasible project concepts and project plans. This includes facilitation of project design through the EIF
- Financing core staff:² Maintaining essential expertise on hand enables ITC to rapidly respond to client needs.

Component B: Soft-earmarked funds for innovative services and projects

Decisions pertaining to component B of Window I are pre-constrained by donor indications of particular targets and areas of focus. These have generally, though not exclusively, related to achieving MDG goals.

This component of Window I funding is therefore primarily used to support initiatives that include an innovation element in ITC's approach to TRTA. A non-exhaustive list of examples can be found below:

- Mainstreaming a new policy angle within TRTA: examples of Gender, Climate, Poor Communities
- Developing a pilot project helping to achieve a demonstrative and duplicable effect: this could develop the product of an RD initiative into full implementation
- Developing a new partnership
- Ensuring private sector participation in developing countries' accession to the WTO
- Leveraging donor funds

Characteristics of Window I funds for innovative projects and services

Funding requests are approved for specific, time-bound initiatives that meet the criteria described above. Funds are sometimes disbursed with the aim of positioning the products of innovation for eventual Window II funding. Rephasing to the next financial year should be minimized and is dependent upon the endorsement of the Operations Committee (Ops Com).

² Core staff refers to experts with skills that are critical and essential for ITC to carry out its mandate. A list of core staff posts is agreed and signed-off by SMC. Core staff are issued with 12 month contracts to ensure in-house expertise. These contracts may be partially funded by Window II projects. This list is reviewed annually in light of changes in the TRTA environment and client needs. Contracts are renewed/ended accordingly.

Window I is dependent on corporate objectives. Interdivisional consultation, particularly for programme and tool development proposals, is strongly encouraged, and mandatory for projects to which several sections will be providing inputs. Evidence of interdivisional consultations should be attached to the proposal. In exceptional circumstances, based on an ad hoc Ops Com recommendation, SMC may authorize flexible biennial funding of cores staff expenses considered indispensable to maintaining key capacities or expertise within ITC. In such cases the resources affected by anticipation will be deducted from the following year's resources granted to the concerned division.

The scope and scale of donor contributions determines the size of Window I. In principle, Window I allocations for any given year to projects cannot exceed total donor contributions to Window I for that year. In addition, all soft-earmarking made by donors must be adhered to.

- All requests for Window I funding must demonstrate compliance with ITC's mandate and strategic objectives; and:
- Focus on the needs of beneficiary country clients; or:
- Innovation in the organization or delivery of TRTA

Procedures for submission of requests

Requests for Window I funding must be prepared using the standard ITC template available on the project design page of the ITC project portal. Consultations should be held with project officers in other Divisions to ensure full interdivisional synergy and validation of the content and approach. After signature by the Director of the originating Division, the request must be submitted to Ops Com, prior to submission to SMC for approval.

- All requests must be reviewed and endorsed by Ops Com and approved by SMC.
- In principle, requests can be submitted at any time during the year. However, in order to ensure optimal annual operational planning, submission of Window I funding requests should be made as early as possible.

Monitoring and reporting

All information related to monitoring and reporting is centralized in the Project Portal. Managing officers of approved Window I requests are directly responsible for ensuring that the information included in the Project Portal is accurate and up to date in relation to reporting on activities, outputs and outcomes. This information provides the basis for reporting, internally to SMC, and, externally, to the Consultative Committee on the ITF and the Joint Advisory Group (JAG). Project managers must ensure that the following are completed:

- Monthly delivery remarks identifying activities completed, outputs delivered and outcomes achieved (if any), as well as challenges to delivery;
- Planned outputs and outcomes must be inserted at the beginning of each year;
- Actual outputs and outcomes must be inserted at the end of each other;
- Project termination reports must be uploaded to the documents section of the portal;
- The quarterly monitoring system (QMR) must be updated at the beginning of each year and at the end of each quarter to ensure accurate planning.

INFORMATION PAPER: ITC'S STRATEGIC INVOLVEMENT IN YOUTH

Today's world population counts about 1.3 billion people between ages 15 and 24, which represent close to 20% of the world population with 87% of these young people in developing and least developed countries. The youth unemployment rate is 3 times higher than the adult rate, and 44% of the total unemployed people are under 25 in spite of youth making up only 25% of the working population. Aggravated by the economic crisis, more than one third of young people are seeking but unable to find work, have given up on job search, or work but live below the US\$ 2 a day poverty line. For instance, in sub-Saharan Africa, 3 of 5 unemployed are youth and 72% live with less than US\$ 2 a day.

ITC's Strategic Plan 2012-2015 refers to post-MDG development principles incorporating inclusiveness for the private sector to create wealth, income and jobs, and thereby contribute to poverty reduction. It further refers to UN commitments in the Millennium Declaration and Agenda 21, including a job-intensive, sustained, inclusive and equitable pursuit of economic growth and sustainable development, as well as "full and productive employment for all including women and young people." It also considers moving towards impact measurement with a new corporate logframe and key considerations including "quantitative socio-economic indicators of inclusive and sustainable growth, i.e. gender, youth and environmental mainstreaming, and increase in exports, income and jobs."

The purpose of this paper is to identify issues related to youth and trade and to formulate recommendations to address the specific needs of young people within the context of ITC's mandate.

Framing the issue

What do we mean by youth?

Defining youth within the ITC / UN context is a necessary first step as the definition must reflect the type of interventions ITC can develop for this target segment. The UN defines youth as persons between the ages of 15 and 24. UNESCO understands that young people are a heterogeneous group in constant evolution and that the experience of 'being young' varies enormously across regions and within countries.

Within the framework of ITC's mandate young people can be defined as potential beneficiaries of TRTA activities that create jobs for those in age to work and empower young entrepreneurs for export growth. It is therefore suggested that ITC limit its target group to young people between the ages of 18 to 24.

When engaging in projects specifically targeted at youth, the following categories will also have to be taken into consideration: Employees / Entrepreneurs; Unemployed uneducated / educated; Rural / Urban areas. These distinctions will impact project design and reporting schemes as reflected in the proposals outlined in this paper.

Four specific challenges facing youth with regard to development

Most government aid agencies structure their programming according to MDGs, i.e. towards specific problems rather than age groups. Youth are therefore typically more broadly subsumed within society and strategies for poverty alleviation:

1. **Achieving the MDGs** – Five goals explicitly refer to young people in terms of educational attainment: gender balance in education, improved maternal health, combating HIV/AIDS and other diseases, and developing decent employment opportunities for young people.
2. **Youth poverty requires special attention** – Young people make up a large proportion of the poor population and experience particular vulnerabilities that make them prone to suffering from poverty and unemployment.
3. **Economic benefits** – By investing in education and health, governments can increase productivity and economic growth.
4. **Long-term benefits** – Through investing in young people, it is possible to embark on the demographic transition by lowering population growth. By improving the situation of youth, countries can decrease the chance that they will later become involved in criminal activities.

Four key issues influencing the relationship between youth and development

When looking at the available literature one can identify four key issues that directly influence the relationship between youth and development:

Issue 1 – Education and training

Key constraints:

- Limited access to education (incl. strong gender discrimination)
- Low quality of education (incl. very few well-trained and motivated teachers)
- Limited capacity, poor infrastructure / facilities, inadequate budgetary resources
- Mismatch with labour market requirements (inadequate programmes)
- Geographical concentration centres (rural pupils and students struggling for access)

Possible responses:

- Matching skills: improve the school-to-work transition by ensuring that young people end-up with skills that are demanded by employers
- Promote the role of private sector in formal education: explore the use of PPP to overcome shortfalls in the education sector and to develop demand driven curricula
- Support peer education: strengthen youth associations that carry out such programmes

Issue 2 – Youth employment and migration

Key constraints:

- Few opportunities - little choice but to work even in very bad jobs
- Cultural attitudes and barriers (youth comes last)
- Inadequate education and skills

Possible responses:

- Support the integration of youth employment policies into export development strategies at sector and national levels, and into the design of poverty reduction strategies
- Reduce the digital divide and supporting ICT deployment
- Promote and support entrepreneurship
- Support participation of youth in the policy work/process
- Networking and mentoring via private public partnerships

Issue 3 – Youth and entrepreneurship

Key constraints:

- Socio-cultural attitudes towards youth entrepreneurship
- Lack of entrepreneurial training in school curriculums
- Regulatory framework conditions
- Incomplete market information
- Absence of specific business support

Possible responses:

- Support implementation of entrepreneurship policies in developing countries
- Train in managerial and entrepreneurial skills (associated with provision of capital)
- Promote youth-led ICT initiatives
- Support mentoring and training opportunities through established business leaders in priority sectors

Issue 4 – Youth participation in economic decision making

Key constraints:

- Policymakers rarely include youth in the decision-making process or even consult them on their concerns
- Limited intergenerational dialogue
- Cultural attitudes (wisdom as an increasing function of age)
- Inappropriate policies to address youth's concerns and priorities

The responses so far

Government and international partner responses

Most leading governmental development agencies do not have specific youth entrepreneurship programmes (except for e.g. USAID). However the major development agencies and other international organizations (e.g. Australian Agency for International Development, Canadian International Development Agency, Netherlands Ministry of Foreign Affairs, The Alliance of Civilization, The World Bank and the World Bank Group, and many others), place emphasis on youth and are likely to support youth entrepreneurship initiatives.

Many international organizations active in TRTA activities have already started to support the youth segment through various programmes. These programmes target job creation and empowering young entrepreneurs through generic methods, such as forums and political initiatives supporting the integration of youth issues into policy agendas, general training in entrepreneurship, or broad business development services for young entrepreneurs.

Many programmes and tools developed by other organizations are meant to respond to the challenges identified under each of the 4 issues mentioned above. Specific programmes targeting young professionals in trade seem to be lacking. ITC could easily tackle trade issues by providing training in the areas of Supply Chain Management, Packaging, Sectors orientation, Market Analysis, Legal Contracts, and more. This would enable ITC to position itself in specific areas in the youth segment that are not being covered by other organizations.

Where ITC stands today

In developing and transition economies youth as defined in part 1 of this paper represents a large share of the population in age to work, often up to 50%.

The youth dimension is indirectly tackled by ITC via TRTA activities that enable small export success, support micro-businesses led by young entrepreneurs, or assist TSIs that seek to help this segment of the population. In addition, ITC is working in sectors that attract youth such as ICT, Textile and Clothing, Handicrafts, Agro-food in the formal and informal sectors, etc.

Some initiatives under the EnACT programme, the EIF, and PACT II aim at creating employment through trade and better equipping women and youth to secure and sustain their jobs. But ITC has yet to develop programmes that are specially targeted at youth or services that are designed specifically for this segment of the population as is the case for women entrepreneurs.

Several new initiatives, particularly in the Arab region, are looking at generating employment for youth through trade: SEED, SECO funded projects in Tunisia, Aid for Trade Arab States, NES, etc. To ensure that targets are met under these new initiatives, ITC must re-think its approach and adapt its methodologies to better respond to the needs of young people and monitor progress. ITC does not currently collect data on job creation for youth or young entrepreneurs. No clear record exists on how ITC activities impact this segment as results are currently disaggregated by sex but not by age.

Why ITC?

Based on the review of the activities for the inclusion of youth carried out by other organizations, it appears that there is an opportunity for ITC to position itself as one of the key partners addressing youth related issues for trade. ITC has the potential to tackle these issues in a way that no other organization is doing today. By engaging in youth projects, ITC can significantly improve the situation of young entrepreneurs in developing countries while also contributing to job creation for youth through trade.

ITC's comparative advantage is based on the specificity of its mandate. ITC's overarching objective is to contribute to the achievement of the MDGs by ensuring that quality exports and better trade translate into inclusive job creation, entrepreneurial opportunities, and community development. ITC works directly with the private sector and indirectly with TSIs and policymakers to strengthen the export capacity of SMEs and enable them to better respond to market opportunities. Mainstreaming inclusiveness and sustainability into trade promotion and export development is one of ITC's five strategic objectives.

An ITC programme focusing on youth in trade would be the first of a kind. It would complement and build on existing programmes and projects. Such a programme would benefit from:

- ITC's extensive network of TSIs and private sector partners
- Expertise in key technical areas such as: entrepreneurship, value chain, export strategy, trade policy, etc.
- Experience in developing capacity building and business advisory tools and services for specific trade related objectives suited for specific audiences
- Prior experience in mainstreaming the gender approach

Strategic partnerships with organizations already involved in the youth agenda such as UNCTAD with Empretec, the ILO, the WEF, the Commonwealth would significantly contribute to the success of the programme by integrating ITC's offering in a broader context, raising institutional visibility in global events, and strategically positioning ITC as a major player in the field of youth employment promotion.

What?

Based on preliminary findings we have identified four major areas in which ITC could act to include youth in the aid for trade agenda:

1. **Matching skills with jobs through training**
 - Improve the school-to-work transition by ensuring that young people develop skills that are demanded by employers (can be based on required skills for the NES, new trade policies, new market requirements, etc.)
 - Promote the role of the private sector in formal education: explore the use of private public partnerships to overcome shortfalls and develop demand driven curricula
 - Support peer education: strengthen youth associations that carry out peer education initiatives in the area of export development and international trade
2. **Youth employment**
 - Support the integration of youth employment policies in the design of Poverty Reduction Strategies
 - Support the integration of youth employment policies into export development strategies at sector and national levels
 - Contribute to reducing the digital divide by supporting ICT deployment in trade activities
3. **Youth entrepreneurship**
 - Support implementation of trade related entrepreneurship policies while promoting initiatives to support young entrepreneurs
 - Train young talents in entrepreneurial / managerial skills, associated with provision of capital (business incubators)
 - Support mentoring and training opportunities through established business leaders in priority sectors
 - Promote youth-led ICT initiatives
4. **Youth participation in trade policy decision making**
 - Support participation of youth organizations and young entrepreneurs in public-private dialogue with a view to influence policy decision making

How?

The following approaches present a sequence for TRTA activities that can help address the four issues identified above. They are based on short / mid-term and long-term scenarios, which imply different levels of investment.

1. ITC Monitoring and Reporting - incorporating youth

By developing specific indicators for youth and incorporating them in the monitoring of TRTA activities, ITC will be able to measure and report on the impact of its programmes on job creation and SME generation for youth. This can be achieved within a short period of time and requires minimal resources. This monitoring is in line with ITC's new strategic logframe and consistent with the commitment to report on socio-economic impact as of 2016.

Examples:

- Number of youth trained in ITC area of expertise
- Number of young entrepreneurs exporting a good/service
- Number of financial loans/instruments availed to young entrepreneurs
- Number of institutional products/services targeting young entrepreneur needs
- Number of ITC trade-related policy meetings / activities with youth representation
- Number of trade strategies and policies in place / updated calling for action and support to young exporters

2. Adapting existing ITC tools to address youth issues

This approach aims at reorienting some of ITC's capacity building and business advisory tools and services to target young entrepreneurs, i.e. certification schemes, young volunteer programme, incorporating a youth dimension in export strategy development, etc. Existing tools were designed with a purpose and only a few, such as NES, have the potential to deliver on youth issues. Adapting existing tools requires a mid-level investment and could be a first step towards developing new tools and services to improve the involvement of youth in trade and export development.

Examples:

- Young Export Professionals Certification: ITC's tools, if directed towards youth, can produce significant career changes while bringing a new wave of technical professionals in the trade-related environment
- Creation or strengthening of young entrepreneurs associations
- Associate young entrepreneurs associations to TPO/TSI networks
- NES - incorporating a youth

3. New projects targeted at youth dimension

ITC can develop new projects specifically targeted at youth, similar to those currently being implemented for women (IWCA in coffee producing countries; Global Platform for Sourcing from Women Vendors, Specialized advisory services to empower women entrepreneurs). These projects would combine adapting existing tools with new services designed to meet specific beneficiary needs. The investment and allocation of resources would range from small to large, depending on the size and scope of projects. Minimal initial investment would allow a step-by-step approach and a timely evaluation of project up-scaling and replication potential.

Examples:

- SUCCESS! – Young Exporters Programme: Such a programme could be implemented gradually while covering a very comprehensive suite of youth issues responding to diverse beneficiary needs and donor interests.
- ITC's Young professional program for developing countries: Set up enterprise/administration volunteer model to enable young professionals to acquire experience prior to job market exposure.

4. Youth in Trade Programme

Similar to the Women and Trade Programme, this crosscutting programme would cover all trade related aspects associated with youth with a view to mainstream in ITC's operations and ensure that youth derive greater economic benefit from their participation in trade. The design and implementation of this large programme would require a significant long-term investment (3 years renewable) and the allocation of substantial financial and human resources.

Such a programme would be aimed at:

- Building awareness on youth in trade at global, regional and country level with a view to impact export policies
- Building the capacity of TSIs while bringing on board new partners in educational institutions for greater impact on youth
- Supporting young-led SMEs and developing an incubator approach for young entrepreneurs
- Measuring the impact of TRTA activities on youth with a view to monitor progress and develop new strategies

The examples above are illustrations of how ITC can contribute to developing a youth approach to trade through targeted projects at exporter, institutional, and policymaker level. These project ideas can be up-scaled and integrated into mainstream initiatives with a view to develop a large cross-cutting programme combining ITC's service offering.

The four approaches are to be viewed in sequence with regard to planning and implementation. Monitoring and Reporting is obviously included in all options under 2, 3 and 4, while adapting existing tools is a necessary first step towards developing new projects for youth, which in turn would feed into a large crosscutting programme.

Possible results

Implementation of the ideas developed under the four approaches above could significantly impact youth economic export empowerment via the following results:

- Ability to capture, demonstrate and communicate information and results in the area of youth economic export empowerment
- Job creation – youth employment rate in the area of trade increasing long-term
- Increased competitiveness of newly emerged exporters
- Strengthened capacities of TSIs focusing on youth and partnering academic institutions able to sustainably offer professional development and/or entrepreneurship services to young people
- Youth involved in capacity building in developing countries
- Impacting export policies through incorporating the youth factor