
REPORT TO THE CONSULTATIVE COMMITTEE OF THE ITC TRUST FUND

(FOR THE PERIOD 1 JANUARY – 31 DECEMBER 2011)

ITC mission:

ITC enables small business export success in developing and transition countries by providing, with partners, sustainable and inclusive trade development solutions to the private sector, trade support institutions and policymakers.

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Abbreviations

ACCESS!	ACCESS! for African businesswomen in international trade	MDGs	Millennium Development Goals
ITS	Information Technology Services Section	MLS – SCM	Modular Learning System– Supply Chain Management
CSS	Central Support Services Section	MNS	Market News Service
FMS	Financial Management Services Section	NES	national export strategy
HRS	Human Resources Services Section	NTF	Netherlands Trust Fund
A4T	Aid for Trade	NTMs	non-tariff measures
AAACP	All Africa Caribbean Pacific Agricultural Commodities Programme	OA	Office for Africa
DPS	Division of Programme Support	OAP	Office for Asia and the Pacific
AFD	Agence Française de Développement	OAS	Office for Arab States
ACP	African, Caribbean and Pacific States	OECD	Organisation for Economic Co-operation and Development
BE	Business Environment Section	OED	Office of the Executive Director
CMS	content management system	OEECA	Office for Eastern Europe and Central Asia
ECS	Enterprise Competitiveness Section	OLAC	Office for Latin America and the Caribbean
BTP	Business and Trade Policy Section	PACER	Pacific Agreement on Closer Economic Relations
CBI	Centre for the Promotion of Imports from Developing Countries	PACT	Programme for building African Capacity for Trade
DBIS	Division of Business and Institutional Support	PSC	programme support costs
DCP	Division of Country Programmes	RB	regular budget from United Nations and WTO
COMESA	Common Market for Eastern and Southern Africa	RBM	results-based management
EC	European Commission	SADC	Southern African Development Community
ECCAS	Economic Community of Central African States	SC	Sector Competitiveness Section
ECOWAS	Economic Community of West African States	SCLP	Supply Chain and Logistics Programme
EIF	Enhanced Integrated Framework	SIDS	Small island developing States
EnACT	Enhancing Arab Capacity for Trade	SMEs	small and medium-sized enterprises
ERP	enterprise resource planning	SPPG	Strategic Planning, Performance and Governance Division
EPRP	Export-led Poverty Reduction Programme	SPS	sanitary and phytosanitary measures
CEMAC / CAEMC	Central African Economic Monetary Community	SSA	sub-Saharan Africa
ES	Export Strategy Section	T4SD	Trade for Sustainable Development
EU	European Union	TIS	Trade Information Services Section
FAO	Food and Agriculture Organization of the United Nations	TPO	Trade promotion organization
JAG	Joint Advisory Group	TPRP	Tourism-led Poverty Reduction Programme
GTF	Global Trust Fund	TS	TSI Strengthening Section
IF	Integrated Framework	TSI	Trade support institution
DMD	Division of Market Development	UEMOA / WAEMU	West African Economic and Monetary Union
IPSAS	International Public Sector Accounting Standards	UNCTAD	United Nations Conference on Trade and Development
ISO	International Organization for Standardization	UNDP	United Nations Development Programme
ITC	International Trade Centre	UNIDO	United Nations Industrial Development Organization
ITF	International Trade Centre Trust Fund	W1	Window I
LDCs	least developed countries	W2	Window II
LLDCs	landlocked developing countries	WEDF	World Export Development Forum
MAR	Market Analysis and Research Section	WTO	World Trade Organization
		XB	extrabudgetary resources

I. INTRODUCTION

The International Trade Centre (ITC) is pleased to submit the following report of its activities for 2011 to the Consultative Committee of the ITC Trust Fund (CCITF). This report provides critical information, principally in the form of self-explanatory tables on financial and outcomes-based performance with less narrative than previous reports, following the standard set by the last report delivered in September 2011.

In the second half of 2011, ITC made significant progress in embedding RBM in the organization. A draft Strategic Plan for 2012–2015, including a corporate logical framework, was completed and is presently being discussed with key stakeholders. ITC's work on streamlining individual project outcomes and outputs so that project activities can be more readily aligned to ITC corporate objectives has resulted in a corporate reporting architecture which will be presented to CCITF in 2012. This will streamline future reports to the CCITF through standardized output and outcome reporting.

The present report covers the period between 1 January and 31 December 2011. 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 outputs and outcomes delivered at the project level as at 31 December 2011.

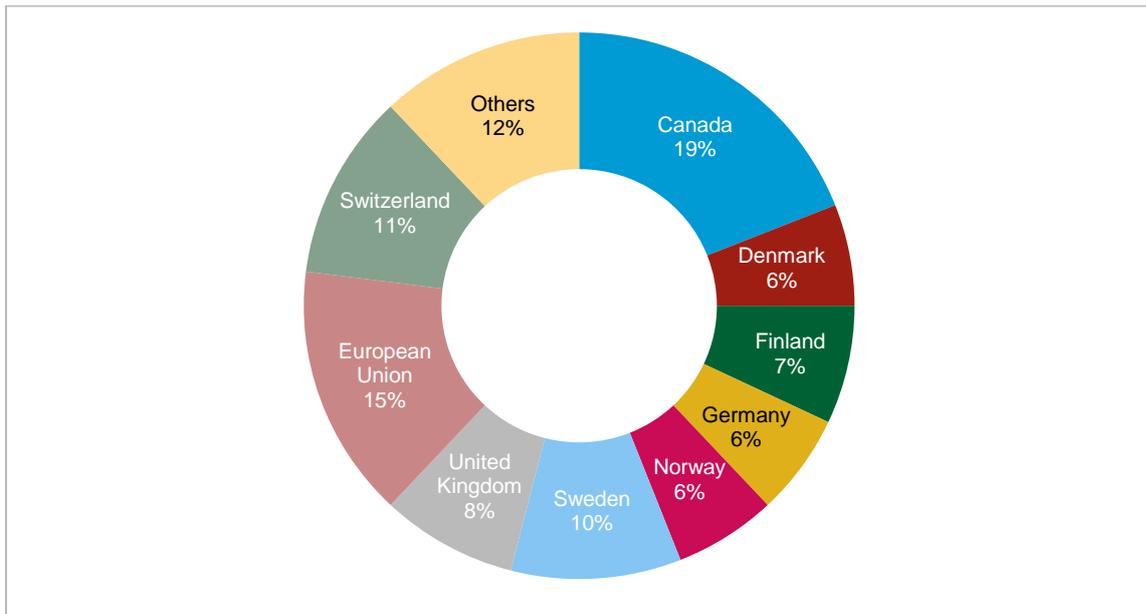
II. SOURCE OF ITC FUNDS

Voluntary contributions received for technical cooperation projects in US\$ as at 31 December 2011¹

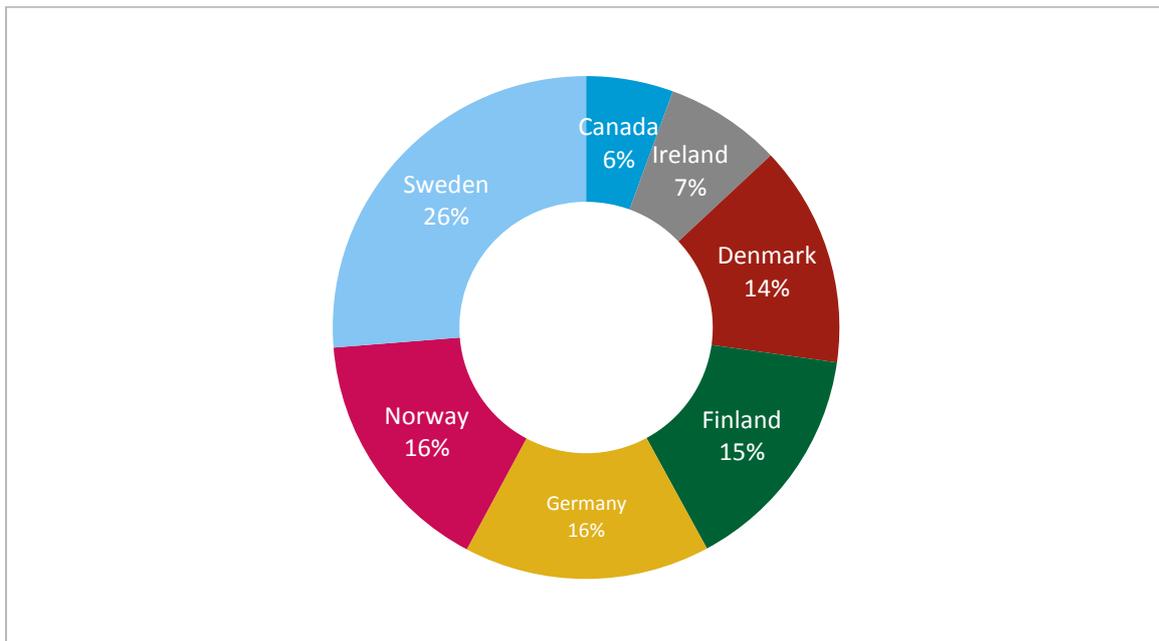
Donors	2010			2011		
	W1	W2	Total ITF	W1	W2	Total ITF
African Management Services Coy (ATMS/AMSCO)		217 000	217 000			-
Associate experts - France		191 845	191 845		210 124	210 124
Associate experts - Germany		329 364	329 364		498 845	498 845
Cambodia		39 000	39 000			-
Canada	930 269	6 180 312	7 110 581	963 694	7 005 037	7 968 731
China		90 000	90 000		100 000	100 000
Denmark	2 297 399		2 297 399	2 459 420		2 459 420
European Union		5 937 029	5 937 029		6 470 794	6 470 794
Finland	2 176 871	146 610	2 323 481	2 571 429	428 687	3 000 116
France		131 062	131 062			-
Germany	2 534 854		2 534 854	2 718 169		2 718 169
ILO		4 975	4 975			-
Ireland	1 109 741		1 109 741	1 283 880		1 283 880
Italy		140 056	140 056			-
Japan		226 509	226 509		106 957	106 957
Malaysian Herbal Corporation Sdn. Bhd.		20 000	20 000			-
Mali		97 589	97 589			-
Netherlands					1 181 533	1 181 533
New Zealand	180 425	415 386	595 811		391 456	391 456
Norway	2 464 696		2 464 696	2 753 836		2 753 836
OCIPED		46 767	46 767		103 952	103 952
Organisation internationale de la Francophonie		160 548	160 548		85 536	85 536
South Africa		136 064	136 064		141 537	141 537
Sudan		47 070	47 070			-
Sweden	4 248 000		4 248 000	4 543 350		4 543 350
Switzerland		2 715 534	2 715 534		3 880 054	3 880 054
Switzerland/EIF			-		502 340	502 340
UNIDO			-		775 211	775 211
United Kingdom		3 464 631	3 464 631		3 254 723	3 254 723
USAID		44 950	44 950		62 950	62 950
World Bank		740 000	740 000			-
World Trade Organization (WTO)		54 973	54 973		32 210	32 210
Grand Total	15 942 255	21 577 274	37 519 529	17 293 777	25 231 947	42 525 724

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

Distribution of donor contributions to ITF WI and WII in 2011



2011 donor contributions to Window I of the ITF



III. USE OF ITF FUNDS

ITF W1 and W2 status of funds available as at 31 December 2011

	W1 US\$ '000	W2 US\$ '000	Total US\$ '000
Add: Contributions received	17,294	25,232	42,526
Funds from inter-organization ²	-	1 233	1 233
Income from services rendered	-	475	475
Interest income/other misc	217	366	583
Sub-total	17 511	27 305	44 816
Less: Expenditures	13 936	28 827	42 763
Programme Support Costs	1 814	3 228	5 042
Refund to donors	-	261	261
Transfer to operating reserves	288	158	446
Transfers to/(from) other funds	16	(106)	(90)
Sub-total	1 458	(5 063)	(3 605)
Balance as at 1 January 2011	15 027	26 113	41 140
Balance available as at 31 December 2011	16 485	21 050	37 535
Add operating reserves			4 261
Grand total			41 796

2011 ITF W1 and W2 expenditure against allotment (NET)

Fund	Allotment (net)*	Expenditure (net)*	% of delivery
W1	15 608 447	13 936 017	89%
W2	31 584 101	28 827 175	91%
Total	47 192 548	42 763 192	91%

* Include implementation by other agencies

At 31 December 2011, the total allotment for the reported projects amounted to US\$ 52.8 million gross (US\$ 47.2 million net). The project delivery of US\$ 47.8 million gross (US\$ 42.8 million net) represents 91% of the total allotment.

Distribution of ITF W1 and W2 expenditure by type of technical cooperation activities

	W1	W2	total	%
Acquisitions	16	477	493	1%
Operating expenses	358	618	976	2%
Travel	220	1 451	1 671	4%
Group training	954	3 122	4 076	10%
Contractual services	818	4 473	5 290	12%
Technical assistance personnel cost	11 571	18 685	30 256	71%
Total	13 936	28 827	42 763	100%

² Contributions from UNDP and One UN – funded projects.

Window I: unearmarked and soft-earmarked delivery in 2011

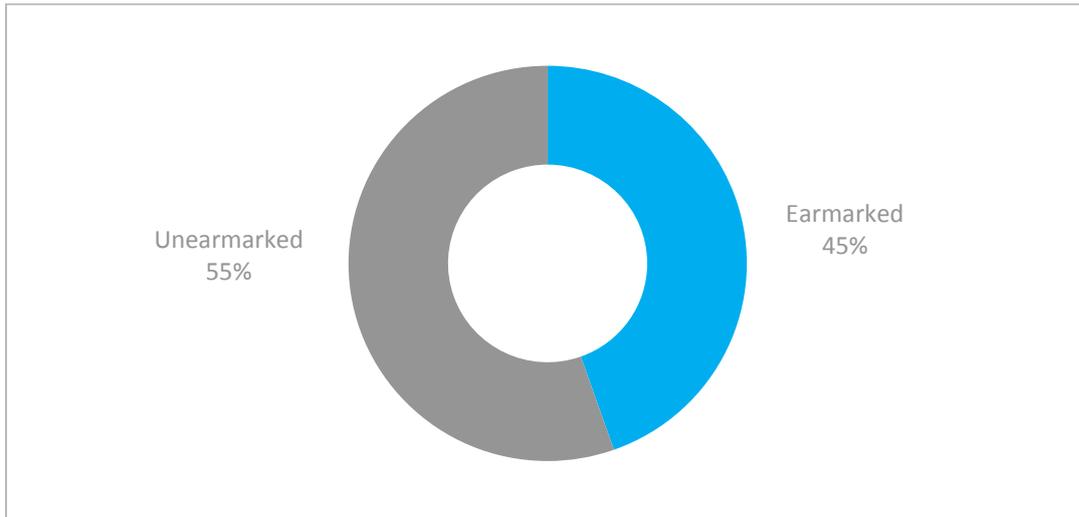
ITC's work is enabled by three sources of funding: the Regular Budget (RB), Programme Support Costs (PSC) and extrabudgetary funding (XB). XB funds are activated through the ITC Trust Fund (ITF). The ITF consists of two categories of funds known as "windows". Window I consists of unearmarked and soft-earmarked contributions from donors while Window II consists of bilateral contributions for specific projects or programmes as well as income earned through Revolving Funds.

The April 2011 report to the CCITF provided a detailed description of the ITC budgeting process, incorporating RB, XB and PSC and the September 2011 report provided an explanation of the Window I categories and the Window I fund allocation process. Below is a brief description of Window I expenditure in 2011.

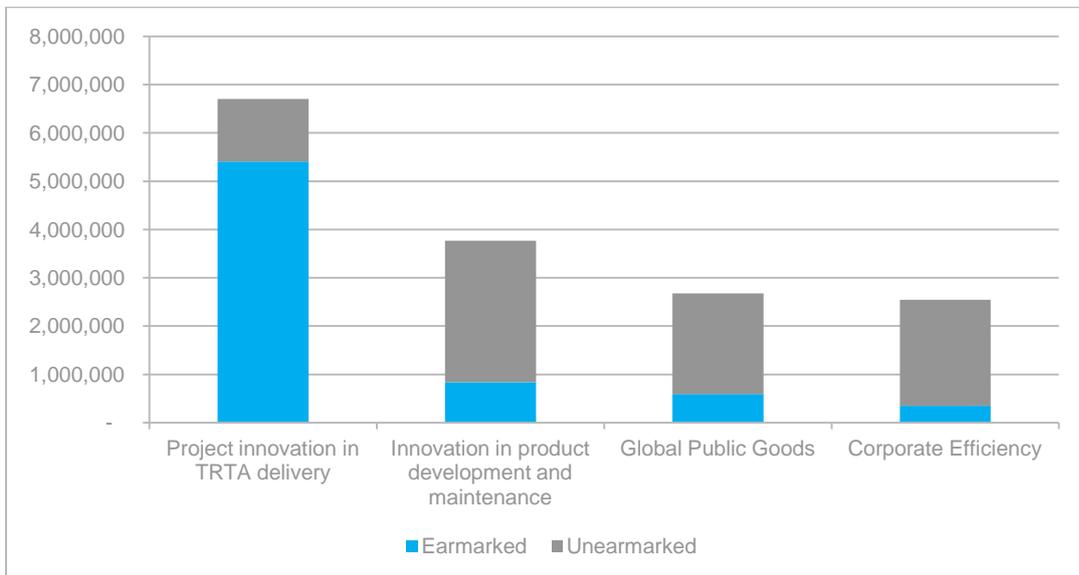
Examples of Window I projects by category

	Category	2011 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 • Market News Service • Business and Trade Policy • Non-Tariff Measures • Seminar Series
	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"> • TSI Benchmarking • Trade in Services • Project Development Fund to facilitate project design (7 projects in the design phase supported)
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)

2011 Window I delivery earmarked and unearmarked



2011 Window I delivery by category and earmarking (gross)



IV. PROGRAMME SUPPORT

Programme support account expenditures as at 31 December 2011

Description	2011 Expenditure
Staff cost	3 062 554
Non-Staff Costs under Support Costs	611 544
XB share of external audit (BoA)	53 872
After-Service Health Insurance(ASHI)	58 958
XB share of Joint Medical Services	22 503
GTA (maternity replacements sick leave etc.)	18 718
Miscellaneous costs (incl. Malicious insurance and inter-org security)	40 085
Training (language ZBB staff)	7 267
Estimates for UNOG admin services	393 069
Bank charges / D&B reports	17 072
Short-term delivery support	573 013
Total	4 247 112

V. REGULAR BUDGET

Regular budget expenditure between the biennia (US\$)

	Biennium 2006/2007	Biennium 2008/2009	Biennium 2010/2011
Technical assistance personnel costs	43 732 000	49 462 000	57 792 428
Travel	578 000	601 000	702 645
Contractual services	2 108 000	2 465 000	2 876 492
Operating expenses	5 140 000	5 474 000	6 302 723
Acquisitions	1 257 000	1 888 000	1 615 259
Other	1 788 000	2 134 000	2 813 919
Total	54 603 000	62 024 000	72 103 467
Appropriations for a biennium	55 406 000	62 186 000	72 995 500
% of delivery	98.60%	99.70%	98.78%

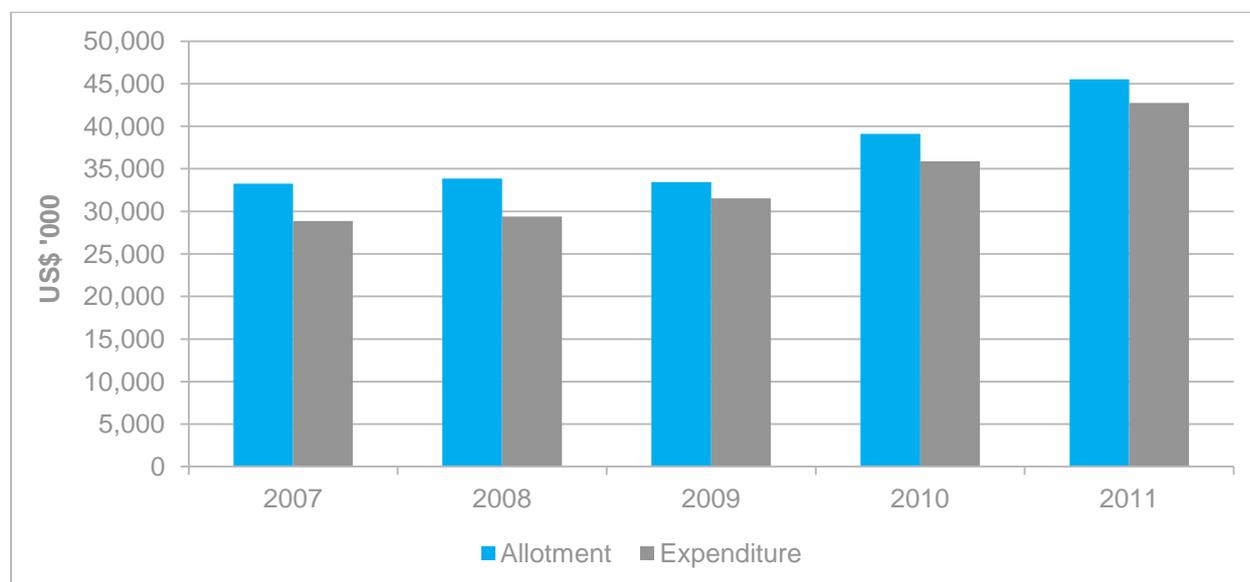
VI. ITC PROJECT DELIVERY

Summary of project delivery by region, 1 January – 31 December 2011

The table below indicates the gross level of project delivery for the reporting period according to the regional focus of each project. ITC's global public goods and "corporate efficiency" initiatives are also captured.

Region/Category	Window I US\$ '000 gross	Window II US\$ '000 gross	Total by region US\$ '000 gross	% of total project delivery
Sub-Saharan Africa	5 969	17 158	23 126	48%
Asia-Pacific	897	2 767	3 664	8%
Arab States	601	3 658	4 259	9%
Latin America and the Caribbean	877	2 281	3 158	7%
Eastern Europe and Central Asia	242	1 356	1 598	3%
Global public goods	4 443	4 231	8 673	18%
Corporate efficiency	2 720	585	3 306	7%
Total	15 749	32 035	47 784	100%

2008-2011 allocations and delivery



Delivery against ITC Strategic Objectives

During 2011, ITC has steadily moved toward linking project expenditure to ITC Strategic Objectives. By the end of 2011, 90% of all projects had indicated the proportion of project resources dedicated to each strategic objective. The following table shows the results of this exercise, which admittedly, can be based on subjective assessment. The deepening of the RBM initiative should permit a more accurate analysis in the future.

ITC Strategic Objectives and Sub-Objectives - 2011	% of expenditure
1. Strengthened integration of the business sector into the global economy through enhanced support to policymakers	26.6
1.1. Enable decision-makers to develop effective trade development programmes and policies	
1.2. Enable decision-makers to establish institutional frameworks and mechanisms that improve the national business and trade environment	
1.3. Enable decision-makers to integrate the business dimension into trade negotiations	
2. Increased capacity of trade support institutions to support businesses	36.0
2.1. Enable TSIs to provide services that meet the needs of client enterprises	
2.2. Enable TSIs to formulate and implement export development strategies incorporating business interests	
3. Strengthened international competitiveness of enterprises through ITC training and support	37.4
3.1. Enable enterprises to formulate sound international business strategies	
3.2. Enable enterprises to match supply-side requirements to destination market requirements	
3.3. Enable enterprises to convert commercial opportunities into actual business by strengthening export marketing	
	100.0

ANNEX: ITC project delivery: actual outcomes and outputs January – December 2011

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
ITC Division of Business and Institutional Support (DBIS); Director: Aicha Pouye					
Business Environment Section; Chief: Angela Strachan					
MAG/27/09A Jean-François Bourque DBIS/Business Environment	Madagascar - Amélioration de l'encadrement juridique pour le commerce international (12/11/2007 – 30/03/2011) France	4 000	3 492	Report on the Market for Mediation and Arbitration services in Madagascar completed.	A better understanding of the needs for arbitration and mediation services in Madagascar with the help of the market study on mediation needs.
INT/27/07A Jean-François Bourque DBIS/Business Environment	Legal aspects of foreign trade (01/04/2006 – 30/12/2011) France	176 000	58 058	<ul style="list-style-type: none"> - Model contracts translated and published in French and Vietnamese, Arabic, Spanish and Portuguese - Training pack on model contracts for joint venture and alliance contracts completed - Training pack on creation of commercial mediation services finalised - Research on agri-business cooperatives organizational models towards and contractual arrangements including contract farming - Monthly updates of trade treaties map and enrichment of 30 new (GSP+) treaties finalised 	ITC Model Contracts offer SMEs the appropriate tools for more secure contractual arrangements with foreign buyers, suppliers or partners via their Chambers of Commerce and other trade support institutions. The support to existing out of court dispute resolution services within Chambers of commerce offer effective solutions to SMEs to resolve a great number of commercial disputes through simplified mediation services. The scope of Legacarta (trade treaties maps) for the improvement of management by government services for their multilateral trade engagements has been enlarged. The development of material supports smallholder producer organizations in the agri-business sector concerning their contractual dealings and organizational structure.
HAI/09/262A Ezequiel Guicovsky DBIS/Business Environment	Haiti - Amélioration de l'encadrement juridique multilatéral (23/11/2009 – 30/12/2011) UNDP	20 000	18 569	<ul style="list-style-type: none"> - Installation of the software LegaCarta in 10 institutions finalised (7 public institutions, 2 universities -1 public, 1 private - and 1 non-profit private sector institution) - Training of officials of these 10 institutions finalised - Final Roundtable (November 2011) has defined 43 international conventions on country priorities for the next biennium; full country report completed; consultations have taken place for the organization of a final round table on Haiti accession to multilateral trade treaties 	No outcomes to report to date.
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)	308 000	234 152	<ul style="list-style-type: none"> - 45 SMEs received coaching in financial management and bankable business plan development - 14 financial management Counsellors trained during 2 workshops - ZDA provided with 3 financial management self-checkers for posting on the website for their members - Investrust received a credit scoring tool (Loancom) 	Investrust and Zanaco have improved their knowledge of SMEs' potential and related risks, and have a quicker and more accurate assessment of SME loan applications through new tools.
INT/R9/01A Angela Strachan DBIS/Business Environment	Revolving fund for Business Environment (12/05/2011 – 31/12/2012) Revolving Fund	45 000	16 118	LegaCarta updates accomplished	No outcomes to report to date.

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
INT/U1/43A Angela Strachan DBIS/Business Environment	Trade facilitation - Facilitating women informal cross border trade in Uganda (01/07/2010 – 31/08/2011) ITF Window I	94 000	82 001	<ul style="list-style-type: none"> - Publication of simple, easy to use handbook targeted to Ugandan ICBTs: <i>So You Want to Export? Moving from Informal to Formal Trade: A Guide for Women Informal Cross Border Traders in Uganda</i> - Technical Assistance Guidelines for Women in ICBT - Establishment of Capacity Trade Hubs, starting at the Uganda/Tanzania border - Communications and Networking Strategy including design and placing of posters at key border points - Establishment of 4 Uganda Women ICBTs Associations at Mutukula, Busia, Bibia and Katuna regions/borders - Framework for ICBT Integrity Action Plan based on WCO Arusha Declaration - Guidelines for establishment of 'One-Stop Window' processing for Women ICBTs - Guidelines for ICBT Trade Associations including information on group dynamics, training new members etc. 	The creation of a simpler, speedier, transparent and more predictable ICBT trade facilitation environment; an enhanced ability of women ICBTs to better exploit export opportunities through ITC capacity building training programmes; and the formation of trade facilitation partnership networks with key stakeholders. The assistance to establish 4 ICBT regional associations is a first step towards helping the traders' to transition to the status of formal exporting microenterprises.
RAF/20/123C Ezequiel Guicovsky DBIS/Business Environment	PACT II - ECCAS Appui juridique pour les entreprises de l'Afrique occidentale et centrale (01/10/2009 – 30/12/2013) Canada	105 000	149 919	<ul style="list-style-type: none"> - Coordinated work plan with regional OHADA institutions developed - OHADA supported to adapt the OHADA guide for entrepreneurs in selected countries with relevant national institutional counterparts - Adapted OHADA guide disseminated amongst business community, including businesswomen - Training workshops for entrepreneurs including businesswomen on setting up and running companies under OHADA laws organized (training by ITC, OHADA and national TSIs) in the capitals and other cities of the countries. 	SMEs and business communities understand better the implications of the OHADA laws and regulations and are ready to take advantage of a more predictable business environment.
Enterprise Competitiveness Section; Chief: Jacky Charbonneau					
INT/U1/72A Jacky Charbonneau DBIS/Enterprise Competitiveness	Project Development: WIPO/ITC Brand Pilot: Leveraging Brand Assets to Optimize Value Creation at Source (05/10/2011 – 31/12/2011) ITF Window I	50 000	45 234	<ul style="list-style-type: none"> - Proposal for a partnership with WIPO - Joint proposed plan for Zanzibar clove branding 	Developed a Marketing and Branding partnership model between ITC and WIPO using Zanzibar cloves as a model
INT/R4/01A Jacky Charbonneau DBIS/Enterprise Competitiveness	ECS Revolving Fund (18/03/2000 – 31/12/2013) Revolving Fund	177 000	145 343	12 CTAP Master Trainers trained on the new structure, content, processes and delivery methods of Next Generation CTAP	Trainers capable of delivering higher quality CTAP programmes to newly trained advisors who will then be more competent in assisting exporting SMEs to become more competitive
INT/U1/54A Raphaël Dard DBIS/Enterprise Competitiveness	Strengthening the pineapple export value chain in selected West African countries (05/01/2011 – 30/04/2012) ITF Window I	1 493 270	1 193 522	<ul style="list-style-type: none"> - Supply and demand surveys conducted by respective TSIs in target countries (Benin, Ivory Coast, Ghana, Togo, Algeria, Tunisia and Morocco) - Pineapple exporters identified in Benin and Togo, and importers in Morocco (Maghreb country where potential exists), but also Burkina Faso and Niger (neighbouring countries where import potential is strong) - Agricultural inputs and packaging providers identified in Morocco, and importers of such products identified in Benin and Togo - Business generation meetings organized in December 2011 resulted in business transactions of over US\$ 1 million - 34 financial management counsellors trained, 8 of whom are members of the focal point TSI (ABePEC); sub-group of 30 received certificates on 29 December 2011 - 70 SMEs coached in financial management and bankable business plan development - 70 business plans submitted to Bank of Africa (BOA) and Banque Régionale de Solidarité (BRS); 16 business plans processed so far of which 7 preapproved by BRS - AFD guarantee fund was facilitated for BOA and a BOAD (Banque Ouest Africaine de Développement) guarantee fund (Fonds AGR) was facilitated and availed to BRS - Pineapple sector portal created (www.ananas.bj); TSI trained and capable to manage it - Mobile and Web business-matching tool developed (www.am.bj); TSI trained and capable to manage it - 163 women (and 46 men) trained on mobile business-matching tool, which generates business opportunities 	Project realignment as demand surveys done in Burkina Faso and Niger found to be more promising than Maghreb region. A second bank partner (SG) expressed interest to join the Access to Finance programme in Benin and was subsequently taken on board to widen the project component reach and is working at integrating the Access to Finance component methodology. The project has built sector dynamic which directly resulted in the creation of a Benin national pineapple sector committee, chaired by a woman with members 100% from the private sector. Long-term export engagements seem to be agreed among business partners from Benin, Togo, Burkina Faso and Morocco (e.g. regular export by sea via Ghana, from Benin to Morocco).

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
INT/61/105A	Supply chain management training and professional certification (MLS-SCM) (21/04/2008 – 21/04/2013) Switzerland	913 000	905 537	<ul style="list-style-type: none"> - 8 new institutions joined MLS-SCM network - All active network institutions submitted their yearly targets to ITC in terms of numbers of courses to be offered, number of people to be trained, to get certified, etc using a standard template - MLS-SCM 3-4 day training of trainers workshops successfully implemented in over 20 countries; total of 173 trainers trained to date - SCM promotional/awareness events organised back to back in number of countries and direct support to over 20 countries related to marketing and programme development/expansion provided - Work related to ISO certification completed: Development of Module 19, updating Module; development of small business Module close to completion by end 2011; outline for updated module 13 agreed; over 20 draft cases developed - - Additional features related to online exams launched, including new marking page; new web based network communication forum launched; migration to new web platform completed - 5,400 exams taken by MLS-SCM network: Exam preparation, finalization, dispatch, receipt, handling, marking and management of all processes related to these exams - Ongoing management of MLS-SCM exam databases and systems; ongoing exam-related network support and communication - Adaptation of exams questions for Modules 7-12 in Spanish to online exam system; finalization of Arabic version of Modules 1-6 - Finalization of following documents: MLS-SCM Textile and Garments supplement; Incoterms supplement; MLS-SCM Success Stories 2011; MLS-SCM yearly highlights 2010; Modules 1-12 in French; preparation and finalization various network statistical documents and reports. 	<p>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.</p> <p>Increased SCM awareness as a result of awareness/promotional events in more than 10 countries. Increased performance of trainers as a result of trainers from more than 20 countries having benefited from training of trainers events organised by ITC.</p> <p>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 and such data for 2011 will only be available in early Feb 2012.</p>
INT/R1/01A Margareta Funder DBIS/Enterprise Competitiveness	MLS-SCM Revolving Fund (18/03/2000 – 31/12/2015) Revolving Fund	300 000	287 437		
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 – 11/10/2012) WTO	53 000	12 713	<ul style="list-style-type: none"> - WTO/STDF Project 172 overseen in accordance with NEPC-WTO terms of reference and timetable - Issues related to procurement of equipment identified and reported to stakeholders; possible options identified - 1st 6 month progress report and financial statement reviewed and submitted to WTO (October 2010-March 2011); Report cleared by STDF/WTO; 2nd six month progress report reviewed - ITC mission conducted in January 2011 provided technical inputs on selection of IC and procurement of machinery; IC selected and contracted by NEPC; inputs on selection on National Technical Coordinator provided and on Component 1: draft reports on characterization of Shea butter and sesame value chains in Nigeria and interim laboratory reports on samples; and Component 2: purchasing of equipment; Component 4: information sharing (website) 	<p>ITC capability strengthened to provide relevant assistance in the SPS area through expansion of ITC network of ICs, development of project proposals (E.G EIF Gambia). - Strengthened ITC presence in Nigeria, connection to relevant stakeholders (e.g. NEPC, SON) and linkages with other programmes, such as ISO/ITC joint initiative on linking TPO and NSBs</p> <p>Ongoing Capacity building of sesame seeds and Shea nut butter sectors strengthened in the field of SPS</p> <p>The actual outcome will be measured at the end of the project.</p>
SAF/17/05A Ludovica Ghizzoni DBIS/Enterprise Competitiveness	SADC Supply chain and logistics programme - South Africa (07/01/2010 – 30/12/2012) Flemish Government	116 000	105 399	<ul style="list-style-type: none"> - Baselines assessments completed for 15 farmers; 3-month progress reports submitted on time - NAMC's project brochure finalised, setting out the project objectives and the NAMC's implementation strategy - Training and technical assistance needs identified and delivery to 15 farmers in the Western Cape in line with plans for marketing, food safety and optimization of the orchard production by improving quality and quantity - Diagnostic analysis on 4 Levubu community projects conducted to identify areas of intervention and report available - Phase II proposal drafted with high level activities 	<p>Linkages have been strengthened with various government, industry and private agencies and initiatives to ensure the sustainability of the programme in respect of funding and market access opportunities (WCDoA - Market Access Programme, Casidra, CASP, DPAC, HortGro, PPECB, and FPEF)</p> <p>15 farms of pome and stone fruits (including 200 permanent staff and 1000 casual seasonal workers) in the Western Cape (Ceres and Grabouw) strengthened in linkages with supermarkets and export agents, improved food safety and quality of their production. Sales started in December 2011 but will increase next season around April 2012. Outcomes would be measured upon completion of the project.</p>

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
INT/75/27A Leonardo lebra DBIS/Enterprise Competitiveness	Empowering the African Private Sector network to strengthen the international competitiveness of small and medium-sized enterprises (SMEs) (02/05/2011 – 31/03/2011) European Union	1 500 000	1 335 999	<ul style="list-style-type: none"> - 15 certified packaging experts able to train and advise exporting SMEs in packaging in African English-speaking countries during project lifetime and beyond - 15 certified quality experts able to train and advise exporting SMEs in field of quality in African English-speaking countries during project lifetime and beyond - Network of 15 Trainers-cum-counsellors (Component 2) create and mobilized - Set of training and reference materials on "Implementing Food Safety Systems" made available to beneficiary countries - 2 IOs willing and able to replicate 1 model in other countries (Component 2) - At least 3 lead trainers and 1 training coordinator per country over 10 countries who have ability to implement the MLS-SCM programme trained - Regional pool of 30 recognized trainers able to deliver high quality training programmes based on ITC MLS-SCM programme - IOs have pool of 10 trained training coordinators able to plan, market, manage, and evaluate the implementation of MLS-SCM training programmes in a professional manner 	Packaging institutes in Ghana and Kenya are already providing training programmes for SME managers using the experts trained under the programme and the materials prepared by ITC. Collaboration agreements between various TPOs and NSBs have been signed and collaboration has started.
INT/61/128A Leonardo lebra DBIS/Enterprise Competitiveness	Fairtrade Labelling Organizations International (FLO) partnership (13/09/2010 – 30/06/2012) Switzerland	172 000	151 089	<ul style="list-style-type: none"> - 5 in depth country studies prepared by national experts; shared with FLO; served as basis for selection of pilot country and sector for potential intervention: Peru (cocoa sector) - ITC and FLO teams currently working in technical implementation modality and drafting of project document to be presented to SECO 	No outcomes to report to date.
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	48 771	28 036	<ul style="list-style-type: none"> - So far, fact finding missions took place to the 2 selected regions to formulate a project plan with stakeholders from the institutional network and the business community. More outputs to report at a later stage in the project. 	No outcomes to report to date.
BGD/47/114A Martin Labbé DBIS/Enterprise Competitiveness	Netherlands Trust Fund (NTF II) – Bangladesh (01/01/2010 – 31/03/2013) Netherlands	713 000	906 292	<ul style="list-style-type: none"> - 39 of 40 companies selected in Dec 10/Jan 11 joined programme and committed to cost-sharing - 66 bilateral meetings held during Softexpo 2011 in Dhaka 1-2 February - 3 market overviews completed - 33 Bangladeshi companies participated in 4 matchmaking events (United Kingdom, the Netherlands and Denmark) in order to position Bangladesh IT sector offer on EU market and initiate business opportunities - Opportunities provided to lay out the Bangladeshi IT outsourcing capabilities - Online directory on BASIS website, vendor catalogue and 5 case studies prepared - Online promotion campaign on SSON website - Promotional video on BangladeshNEXT and B2B matchmaking online - DCCI and BASIS staff trained on establishment of sustainable matchmaking service - 18 NTFII companies received brand-tone-of-voice health check in DEC11 - 24 NTFII companies trained on EXPRO training by CBI in Rotterdam - Export Marketing Plans developed for 2012. 	At the end of the workshop all participants in a position to use ITC's MatchMaker scheduling software to schedule individual B2B meetings and generate individual appointment schedules for participating companies. DCCI and BASIS have articulated a value propositions for themselves and participating companies related to the service, which will be deployed in 2012. The service will ensure a concrete enhancement in the service portfolio of both TSIs.

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
RAF/20/133B Christian Planchette DBIS/Enterprise Competitiveness	ACCESS II - Business Counselling for women entrepreneurs (22/10/2010 – 31/12/2012) Canada	113 000	158 106	- ACCESS! Focal Point institutions communicated project details and benefits to women entrepreneurs to raise interest; applications for participation in the project collected (Uganda, Ethiopia, Ghana) - ACCESS! Focal Point institutions/National Coordinators hired by ITC performed export competitiveness potential diagnostic for pre-selected women entrepreneurs (Uganda, Ethiopia, Ghana) ; selected women entrepreneurs for participation in Business Counselling component (Uganda, Ethiopia, Ghana) - ACCESS! Focal Point institutions organised component launch event as well as export strategy training for participating women entrepreneurs (Uganda, Ethiopia, Ghana); organised export strategy training delivered by National Coordinator and local EMD Advisers to participating women entrepreneurs (Uganda, Ethiopia, Ghana); organised export performance diagnostics and export strategies counselling delivered by local EMD Advisers and ACCESS! Trainers to selected women entrepreneurs (Uganda, Ethiopia); organised identification of critical actions by local EMD Advisers and ACCESS! Trainers for selected women entrepreneurs (Uganda, Ethiopia); organised formulation of export resource implementation plans by local EMD Advisers and ACCESS! Trainers for selected women entrepreneurs (Uganda, Ethiopia)	Participating women entrepreneurs are better prepared for exporting through improved understanding of export strategy and competitiveness, improved understanding of their export competitiveness (current and potential), improved export business definition with more potential for competitiveness, improved strategy for exports with more potential for competitiveness, an identification of critical tasks and corrective actions to improve exports and competitiveness, an export resources implementation plan towards exporting more and better (being more competitive). The Ethiopian ACCESS! Focal Point institution is replicating and extending the Business Counselling component on its own using locally available human resources. It has prepared a project proposal to that effect based on the Business Counselling principles and methodology, and has obtained € 77'000 of hard cash from CDE to deliver the project, ensuring the continuity and sustainability of the component.
TSI Strengthening Section, Officer in Charge: Aicha Pouye					
INT/U1/44A John Gillies DBIS/TSI Strengthening	Trade support institutions capacity building modules (02/08/2010 – 30/04/2012) ITF Window I	70 000	43 602	- 3 training modules designed to build the capacity of TSIs to better serve SMEs completed with a further 2 under development: modules focus on Institutional Assessment, Strategy and Management, Service Portfolios, Networking and Performance Measurement.	In 2011 ITC has improved the portfolio of global public goods for TSIs for roll out in 2012.
BRA/65/02A John Gillies DBIS/TSI Strengthening	APEX Brasil - Foreign trade training (19/03/2009 – 31/03/2012) Brazil	52 000	29 224	- Preliminary documentation of the current mapping activities for Apex-Brasil products and services as per the ITC TSIOS methodology - Activities in process for mapping processes of selected products and services - Presentation to Apex-Brasil senior staff	A core team of Apex-Brasil staff have acquired the skills in identifying and developing appropriate measures to determine the effectiveness and efficiency of their services; now enabled to develop appropriate mechanisms and procedures for recording and reporting effectiveness and efficiency measures for pilot testing with specified products and services/service groups; applied their newly acquired skills to develop a new corporate strategy, resulting in a cultural change to design services which align with the outcomes desired that ApexBrasil staff possesses the tools and competencies to implement the approach in other institutions.
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	85 000	108 183	- COMESA Business Council endorsed CBC Strengthening proposal and the CBC Communication Strategy which will be officially presented in October 2012 at the CBC Board meeting and General Assembly for validation and implementation - National focal point trained on ITC Institutional Mapping and reporting system methodology allowing institutions to update relevant information that are key for CBC to coordinate Trade development programmes in the region.	The CBC is currently implementing the recommendations and have strengthened CBC's role in regional economic integration by contributing to the development of the private sector, including women entrepreneurship, and link and facilitate the regional integration policy dialogue between the Business Communities in the COMESA region with other Interested Parties CBC has officially established a functioning network of National Focal Point reaching each one of the member states and manages it through the TSI mapping and Reporting system provided by ITC. More outcomes to be presented at the end of project.
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	96 000	98 360	- COMESA Business Council endorsed CBC Strengthening proposal and CBC communication Strategy which will be officially presented in October at the CBC Board meeting and General Assembly for validation and implementation - National focal point trained on ITC Institutional Mapping and reporting system methodology allowing Institutions to actually update relevant information that are key for CBC to coordinate Trade development programme in the region	The CBC is currently implementing the recommendations and have strengthened CBC role in regional economic integration by contributing to the development of the private sector, including women entrepreneurship, and link and facilitate the regional integration policy dialogue between the Business Communities in the COMESA region with Other Interested Parties. CBC has officially established a functioning network of National Focal Point reaching each one of the member states and manages it through the TSI mapping and Reporting system provided by ITC.
RAF/20/118C Ben Mohammed Imamo DBIS/TSI Strengthening	PACT II - ECCAS Networks of national and regional TSIs (01/03/2009 – 31/12/2012) Canada	87 000	153 731	- ECCAS now takes ownership as coordinator of TSI networking facilitator by establishing 3 APEX bodies representing 3 important stakeholders groups namely: Chamber of Commerce, Employers Associations and Women Entrepreneurs Associations - Consensus reached among the 3 TSIs groupings to converge into 3 dedicated regional bodies in order to create strong and visible interlocutor vis-à-vis ECCAS Secretariat; in order to advocate on common issues toward regional integration - Consensus reached among TSI groupings to formally establish networking mechanisms: The 3 TSI groupings officially launched and now operational	More extensive and inclusive outreach mechanisms and capacity towards its beneficiaries and stakeholders has been created in the ECCAS Region through the establishment of three regional APEX bodies functioning as a strong and credible interface between the Commission and relevant stakeholders groups namely: Chamber of Commerce, Employers Associations and Women Entrepreneurs Associations.

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
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	133 000	102 338	<ul style="list-style-type: none"> - Formulated and endorsed 2011 work plan for activities to be undertaken by the Commission, as well as 2011 budget document concerning all departments of the Commission - Identified and adopted key performance indicators (KPI) for activities included in work plans mentioned above - Moved to more structured M&E system based on identified KPIs - Built budgeting system on RBM principles - Endorsed report defining functional and operational structure and action plan of ECCAS gender Unit 	ECCAS has fully embedded RBM approach in most of the ECCAS Commission planning, managing and reporting activities. ECCAS has also consolidated its financial planning to RBM techniques and methodology, as well as embedded gender dimension in the commission by adopting the report on the design of the functional and operational structure and action plan of ECCAS gender Unit.
RAF/20/119D Ben Mohammed Imamo DBIS/TSI Strengthening	PACT II - ECOWAS Networks of national and regional TSIs (01/05/2009 – 31/12/2012) Canada	128 000	112 337	<ul style="list-style-type: none"> - ECOWAS-TEN network consolidated as network of expertise focusing on priority value chains (Mango, Cashew nuts and Palm oil) and its roles and responsibilities defined - ECOWAS-TEN put in place a regional network of focal points in 14 ECOWAS member states - Consensus on necessity to create a regional body (EAP) in order to federate interest of different TSI groupings as well as private sector around critical issues relating to regional integration - Action plan for set up of a regional TSI network to support ECOWAS in implementing Trade Development Programs validated by the Secretariat and key partner TSIs 	ECOWAS Commission has enhanced its outreach capacity towards its beneficiaries and stakeholders by establishing a capillary network of expertise having a solid anchorage at national level through a system of national focal points.
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	128 000	89 444	<ul style="list-style-type: none"> - Establishment of efficient and operational network of trade and enterprise experts from 15 ECOWAS member states, delivering capacity building and advisory services to trade actors ECOWAS-TEN - Establishment of inclusive platform involving public and private trade actors into discussion and forum on export competitiveness issues for SMEs and orienting the support and assistance of policymakers and partners in priority areas: the Export Actors Platform (EAP) - Establishment of appropriate institutional structure to carry process in dual capacity of ECOWAS associated structure, and private sector trusted vehicle: EXPECT Facility - Strong ownership developed at ECOWAS Secretariat level which capitalized on capacity building activities undertaken under PACT II - The institutional set up of the EAP as the regional body to enable public private dialogue in the ECOWAS Region will provide the adequate institutional framework for PACT II 	Based on RBM tools and methodologies transferred by ITC, ECOWAS TEN has established a reliable structure and operational capacity in full alignment with ECOWAS Commission Secretariat priorities. The ECOWAS Private Sector Directorate has taken full ownership to put in place a Trade Development and Promotion operational structure through the EXPECT initiative (Export promotion and Enterprise Competitiveness for Trade) by 2013.
INT/U1/30A Ben Mohammed Imamo DBIS/TSI Strengthening	World trade promotion organizations conference and awards (25/03/2010 – 31/12/2011) ITF Window I	38 000	32 948	No outputs have been achieved in 2011 as WTPO did not take place.	No outputs have been achieved in 2011 as WTPO did not take place.
INT/28/09A	Expansion du commerce intra et inter-régional pour les pays francophones du Mekong, de l'Océan Indien, de la CEMAC et de l'UEMOA (06/10/2010 – 31/12/2011) OIF	70 000	14 145	<ul style="list-style-type: none"> - 2 trade missions abroad conducted by exporting SMES from Viet Nam in Cameroon and Central African Republic - 2 awareness building and training of trainers seminars on Food Safety Management System (ISO 22 000) conducted in Benin and Togo - 1 Buyers Sellers meeting on wood organized in Ho Chi Minh City and company visits 	<ul style="list-style-type: none"> - Business partnerships established with a potential business transactions of US\$ 35 million on wood and wood products and US\$ 200,000 on wood products, building materials, cashew nuts, mine products. - 36 TSI Staff and Consultants (of which 6 women) acquired skills to be resource persons for training and implementation of ISO 22 000 in Benin (16) and Togo (19). - 10 Food and agro-processed food exporting SMEs have been audited in Benin (5) and Togo (5) by the 36 trainers to assess the gap between actual practices and the ISO 22 000 requirements.
INT/28/10A	Expansion du commerce intra et interrégional entre les États membres de la CEMAC, de l'UEMOA et les trois francophones du Mekong (01/11/2011 – 30/09/2012) OIF	0	28 894		
INT/U1/75A	OIF/ITC Project: Expansion du commerce intra et interrégional entre lest	140 000	63 260		

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
Ben Mohammed Imamo DBIS/TSI Strengthening	États membres de la CEMAC, de l'UEMOA et le pays francophones du Mekong 2011 (01/11/2011 – 30/04/2012) ITF Window I				
INT/U1/60A Ben Mohammed Imamo DBIS/TSI Strengthening	Latin Pharma 2011 (01/06/2011 – 30/12/2011) ITF Window I	190 000	160 799	- Over 700 bilateral meetings held - 7 supply and demand studies undertaken and widely distributed Experts on pharmaceutical industry and natural products delivered presentations on regional market trends to over 140 participants	Participants reported potential business deals for around US\$ 3,000,000 as a direct result of bilateral meetings
INT/71/05A Ben Mohammed Imamo DBIS/TSI Strengthening	Empowering Women Business Enterprises (WEBEs): Link to Corporate and Institutional Buyers (27/04/2010 – 31/12/2011) United Kingdom	43 000	44 377	See for outputs under respective projects: - Mexico: INT/U1/62A and MEX/71/11A - PER/71/10A and INT/U1/61A	The project resulted in other 4 full designed projects which are now in implementation in Mexico and Peru under the following project numbers: -INT/U1/62A and MEX/71/11A for Mexico -PER/71/10A and INT/U1/61A for Peru. Please see for respective outcomes under above mentioned project numbers.
MEX/71/11A	Empowering Mexican Women Business Enterprises(WBEs) in the silver jewellery and beads industry to enter the US market (14/06/2011 – 30/05/2013) United Kingdom	176 000	56 486	- 3 workshops on costing, pricing and product design delivered to 40 WEBEs - 15 Mexican WEBEs participated in trade mission in US in order to meet American buyer and develop business opportunities in the US, out of which 2 Mexican WEBEs send quotations to US buyers - Diagnostic on export preparedness and competitiveness developed as well as a training module on US jewellery market requirement	40 WEBEs improved their skills as a result of training received from a Mexican institution FONAES. Further outcomes to report at end of project.
INT/U1/62A Ben Mohammed Imamo DBIS/TSI Strengthening	Empowering Mexican Women Business Enterprises (WEBEs) in the silver jewellery and beads industry to enter the US market (01/06/2011 – 31/05/2013) ITF Window I	100 000	90 590		
INT/71/04A Vanessa Erogbogbo DBIS/TSI Strengthening	Women and Trade: Improving Gender Mainstreaming at ITC (22/04/2010 – 31/12/2012) United Kingdom	150 000	108 000	- SMC adopted ITC's Gender Mainstreaming Policy in April 2011. Gender mainstreaming policy and action plan developed through a consultative process. - Gender mainstreaming materials developed for training ITC staff, and over 25% of required staff participated in training in 2011 - PQAG templates reviewed and recommendations provided to incorporate gender. Development Marker for Women finalised, so that staff developing projects have to report on the extent to which projects focus on women from 2012.	Increased mainstreaming of gender in ITC projects, for example Gambia Tier II EIF project proposal, Engaging Women Vendors in the Tourism Value Chain in the Pacific and Coffee Exporters Guide. Analysis through a gender audit to provide exact measure against 2010 baseline underway.
INT/U1/67A Vanessa Erogbogbo DBIS/TSI Strengthening	Women and Trade Strategies: Chongqing Platform (15/09/2011 – 31/12/2012) ITF Window I	265 000	263 927	- 3rd Senior Executive Roundtable on Sourcing from Women Vendors held in Chongqing, China 25 September 2011, over 30 senior executives and government ministers participated - Inaugural WVEF held in Chongqing China, 26-29 September 2011. Over 300 women vendors, buyers and Trade Support Institutions from 19 countries participated - Buyer Mentor Groups established for selected sectors: Coffee, Information Technology and Business Process Outsourcing, Construction, Clean and Green and Automotive, Textiles and Clothing and Agriculture - TSI established to support women in the building and construction industry - Inaugural Roundtable on Government Procurement on Sourcing from Women Vendors held on 17 December alongside WTO ministerial in cooperation with WTO	360 members currently signed up to the Global Platform extending reach to 50,000 business men and women including 45 MNCs (including IBM, Rio Tinto, Accenture, Marriott International, Walmart) with an annual spend of US\$ 700 billion. US\$ 14.8 million worth of supply contracts and letters of intent to purchase between buyers and women vendors participating in the inaugural Women Vendors Exhibition and Forum (WVEF). Commitment from senior procurement and high level government officials participating in the Inaugural Roundtable on Government Procurement on Sourcing from Women Vendors, representing 12 countries, including LDCs, to explore ways to increase their procurement from women vendors.

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
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	450 000	626 741	<ul style="list-style-type: none"> - Training on accessing procurement opportunities in supply chains of multinational corporations held in Chongqing in May 2011 - Walmart placed order with a coat manufacturer - Indian company Haylide Chemicals signed contract with Accenture - Draft training module on mainstreaming gender in EIF considered by EIF Board; detailed development of modules underway; ITC provided selection of case stories (20, more than 10% of all the case studies published) for trade compendium document released for 3rd Aid for Trade Global Review - Gender Mainstreaming training of EIF Secretariat staff 18 November 2011; - Gender Mainstreaming in EIF pilot workshop held in Rwanda 23-25 November (30 men and women from private sector, local and national government agencies, MINICOM, business associations and cooperatives participated) - 1st draft of revised Gender Mainstreaming in EIF training materials submitted to be finalised for roll out - NTM gender reports completed for 4 of 15 countries – Sri Lanka, Rwanda, Morocco, Malawi, and data provided for Kenya, Peru and Burkina Faso. Work on the gender dimension of the Liberia NES commenced, stakeholder consultations held. Gender mainstreamed in to the project documents for the Fiji Sugar Diversification and Horticulture Sector Development Strategy, which will be finalised 2012/2013 	<ul style="list-style-type: none"> - Pilot result from Peru provided by NTM team show what women-owned enterprises/those with high percentage of women employees, export - Survey prepared for International Federation of Business and Professional Women to go to their 30,000 members. Results reveal women in construction, automotive sectors. Sectors chosen as focus for buyers/sellers meeting in Chongqing , China in September 2011 - Gender mainstreamed into the WTO draft work plan on Aid for Trade In Rwanda, increased understanding of EIF processes and how opportunities can be accessed leads to: • 3 current Tier II EIF project proposals awaiting submission to the EIF board for approval engendered • New Tier II project ideas developed for submission to MINICOM for possible development as projects • Current DTIS Action Matrices for Rwanda engendered Over 2010 and 2011, Women and Trade helped the EIF Secretariat include gender in DTIS Action Matrix templates. During this period, 7 DTIS updates have gender mainstreamed.
PER/71/10A	Empowering Peruvian Women Business Enterprises(WBEs) in Alpaca to enter the US Market (27/06/2011 – 31/07/2013) United Kingdom	121 000	71 739	<ul style="list-style-type: none"> - Training workshops delivered in Arequipa, Puno, Huancayo, and Los Angeles - Selected WBEs developed marketable products at competitive prices, as a result of design consultancies, training workshops, buyer-seller meetings and foreign buyers' visits organized with project support 	The capacities of the main institutional counterpart in Peru, PROMPERU, have been upgraded, particularly in terms of their regional managers' understanding of market access conditions in the US for alpaca garments, as well as in terms of their expertise in the area of alpaca garment design, promotion and merchandising. Peruvian WBEs in the alpaca garments and accessories sector have upgraded their capacity to export to the US market through adapting the design and quality of their products to the US market requirements, as a result of the training and consultancies organized with their local trade support institutions. The management and staff of Peruvian WBEs will soon be able to benefit from a new career in textile design, following the agreement reached with "Instituto del Sur" to prepare and launch such a career in Arequipa in mid-2012, with the support of the alpaca project of ITC.
INT/U1/61A Bertrand Monrozier DBIS/TSI Strengthening	Empowering Peruvian Women Business Enterprises (WBES) in Alpaca to enter the US Market - ITF/W1 (27/06/2011 – 31/12/2012) ITF Window I	200 000	182 263		
OMA/7A/01A Bertrand Monrozier DBIS/TSI Strengthening	Oman - Centre for Investment Promotion and Export Development (OCIPED) feasibility study (20/04/2010 – 30/09/2011) Oman	103 000	90 496	<ul style="list-style-type: none"> - Comprehensive feasibility study document (184 pages) finalised and sent to OCIPED (5 July 2011), with detailed finding and recommendations structured in 5 chapters: 1. Assessment of the national trade and investment environment in Oman 2. Institutional assessment of OCIPED 3. Benchmarking: lessons from a detailed comparison of OCIPED performance with five trade and investment promotion agencies 4. Revenue generation options: detailed recommendations on how OCIPED can generate revenues and depend less on Government funding. 5. Conclusions and recommendations to OCIPED, particularly regarding its service portfolio 	The detailed feasibility study provided to OCIPED (recently converted into PAIPED, a Public Authority) is expected to allow this small and dynamic Trade and Investment Promotion Organization (TIPO) to progressively adapt its structure and organization into a more powerful and more effective institution; move from a very limited set of services to a broader service portfolio, now including "export development" services; explore and implement new revenue generation options, in order to become less reliant on annual government; start applying some charges to selected services with sales potential, as a mean to achieve superior quality in the concerned services; implement a dynamic marketing and communication strategy to raise awareness and widely promote OCIPED's services, including through an entirely reshuffled website; measure and monitor much more regularly results and impact, both in terms of investment attraction, and export business generated.
INT/U1/42A Andrea Santoni DBIS/TSI Strengthening	Trade support institutions benchmarking scheme (01/07/2010 – 31/12/2012) ITF Window I	577 000	340 322	<ul style="list-style-type: none"> - 6 TPOs engaged to participate in pilot stage - 3 MOUs signed, 3 in final stage of signature - BM model completed, BM self assessment version initiated, BM model tested, BM Excel based data processing and reporting model completed - 3 Pilot BM assessment missions completed (MATRADE, PROEXPORT, UEPB), and scheduled (AUSTRADE, FINPRO, BEDIA) - Sharing Platform RFP completed and procurement process initiated 	The pilot TPOs recognized the benchmarking process as a valuable experience and ITC's benchmarking programme as a good instrument on the path to organizational improvement.

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
ITC Division of Market Development (DMD); Director: Anders Aeroe					
Market Analysis Section; Officer in Charge: Mondher Mimouni					
INT/61/106A Alexander Kasterine DMD/Market Analysis and Research	Global information system for organic market and production data (30/10/2008 – 29/02/2012) Switzerland	130 000	81 679	<ul style="list-style-type: none"> - Data network established and expanded - Data for all possible variables collected, classification system tested and improved - Website maintained, contents expanded - Concept for advertising reviewed - Dynamic tables implemented (database extracts) with the key data (organic agricultural land and crops by country since) to run online, and made available to ITC and SECO - <i>World of Organic Agriculture</i> (WOA) 2011 published and its data disseminated via Internet - Annual yearbook published - Annual presentation of results 	Too early to assess outcomes of outputs as online data tool not yet fully operational. <i>World of Organic Agriculture</i> publication's outcome not yet assessed.
INT/U1/68A Alexander Kasterine DMD/Market Analysis and Research	Wildlife Trade (14/09/2011 - 30/05/2012) ITF Window I	89 962	33 444	<ul style="list-style-type: none"> - Study on trade in Python skins, with particular focus on SE Asia Output - - Outline of the strengths and weaknesses of the market mechanisms that govern the supply chain, sustainability and animal welfare issues and the possibilities for improved management in these areas 	Study used by government authorities, CITES Standing Committee and NGOs in improving sustainable sourcing practices
INT/U1/16A Alexander Kasterine DMD/Market Analysis and Research	Trade, climate change and environment programme (01/01/2010 – 30/04/2013) ITF Window I	670 000	608 306	<ul style="list-style-type: none"> - 3 trainings delivered on organic production, processing and marketing - Marketing of organic honey, agri-food, natural products and Internal Control Systems (ICS) to 17 companies in Zambia, linked to over 15,000 farmers and 9 support or sector organizations - Individual tailored support provided to 2 companies in the implementation of their ICS (integral part of the organic certification process); better positioned to get organic certification; individual support provided on development of expanding production, marketing, exports of specific organic/natural products - Kasisi Agricultural Training Centre strengthened to carry out training sessions - First draft completed on <i>Guide on How to Package for Sustainability and Organic Products</i> - Publication of the <i>Sustainability Market Assessment on The Trends in the Trade of Certified Coffees</i> - Market studies on Zambia Biotrade including needs assessment mission in Peru - Presentation of <i>Guide on How to export to the US market for biodiversity based products</i> at an event organized by Promperu and the Peruvian Biotrade Platform - Two Guides published on <i>How to Label and Make Appropriate Claim Statements about Natural Products for the US market</i> - A third guide in final draft form (<i>The North American Market for Natural Products</i>) - Finalization of <i>Sustainability Market Assessment Study on Cotton and Climate Change</i> - Workshop on carbon and water standards (in particular Product Carbon Footprinting) in partnership with COLEACP-PIP held in Naivasha, Kenya with 60 participants from the private sector - Final draft of <i>Guide on How to on Product Carbon Footprinting</i> finished - Completion of Emissions Reduction Strategy (ERS) and sent to SUN/UNEP for comments - A <i>Green Guide</i> for ITC finalized 	<ul style="list-style-type: none"> - Over 80 natural ingredients exporters and researchers in Peru better informed about US market trends and requirements for exports of natural products - 3,000 contacts (professionals, enterprises and decision makers) better informed on TCCEP activities through ITC Newsletter - Biotrade SMEs have stronger competitive position in the market - SMEs increased level of turnover SMEs and TSIs improved integration in trade networks - Exporters and TSIs improved access to market information and analysis on biotrade products, as well as information on market trends and prices; product opportunities and policy issues - Exporters in developing countries better positioned to meet carbon standards - Kenyan exporters better positioned to make decisions on reducing emissions from the horticulture sector - Farmers converted to organic production and holding organic certificates - Exporters, farm organizations and TSIs trained in market requirements - Exposure to new buyers and export sales - TSIs delivering higher quality service to SMEs - Strengthened TSIs in market information dissemination and training capacity - Strengthened regional market development of organic products - Environmental mainstreaming in ITC

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
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	182 196	<ul style="list-style-type: none"> - Workshop in Zambia 17-20 May with 14 trade policymakers and TSI representatives from Kenya, Madagascar, Malawi, Sudan, Swaziland, Zambia. 2 of the 2010 Trade Leaders, Ms. Kithinji from Kenya's Ministry of Trade and Mr. Wengawenga formerly of Malawi's Trade Ministry and now with Malawi's Ministry of Land, Housing and Urban Development, assisted ITC's consultant in the delivery of the workshop, demonstrating the sustainable capacity in trade analysis being built in the region. - Workshop in Nairobi 13-16 July with 23 private sector representatives (13 women/10 men) from 14 of the 19 COMESA countries including Comoros; Djibouti; Eritrea; Ethiopia; Kenya; Madagascar; Malawi; Mauritius; Seychelles; Sudan; Swaziland; Uganda; Zambia; Zimbabwe. 4 members of the COMESA Secretariat were also trained. Participants included representatives from the COMESA Business Council, the African Cotton and Textile Industries Federation, the Center for African Women as well as chambers of commerce from across the region, Kenya's Leather Development Council, Kenyan Association of Manufacturers, Mauritius Export Association, Sudan's Trade Point, Uganda's Private Sector Foundation, and Zambia's Small Business Association and Association of Manufacturers among others. 	One participant of trainings in 2009 and 2010, Miyoba Lubemba of Zambia's Development Agency, Manager of the Export Market Development unit of Zambia Development Agency, conducted together with two other colleagues trained under PACTII in early 2011, a workshop to train 15 other colleagues on market analysis from 14-16 September. "I am excited to inform you that we are currently having a workshop with my colleagues within the Export Promotion Division. One of the key elements is trade analysis, specifically the market analysis tools. Two of my colleagues recently participated in the PACT II training done at COMESA so we are delivering the training together. They are covering use of TradeMap and MacMap and I will cover the export potential assessment part. The workshop started today and ends on Friday 16th." PACTII has helped to build sustainable capacity in the COMESA region. TSIs are replicating the training received. Participants of both workshops are in the process of writing a report on their countries' trade potential based on the skills they acquired during the training.
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	132 000	140 754	<ul style="list-style-type: none"> - 2-week intensive training workshop 4-15 July covering ITC tools Trade Map and Market Access Map; analyses of trade performance world demand for EXPECT products; creating a Market Attractiveness Index using composite indicators; analyses of value chain; visits to supermarkets to analyse quality, packaging and other aspects of agri-food products sold in Europe; writing a product export opportunity report; building training skills on delivering training on market analysis; individual presentations, filming and feedback; and creating online video tutorials - 7 members of the ECOWAS Trade Experts Network trained as trainers on ITC's market analysis tools and in methods to analyse export potential for key sectors for the region including: mangoes; palm oil; cashew nuts; sesame seeds; Shea nuts and rice. The trainees wrote and published 5 region wide sector specific export potential studies on above products. The reports were presented at the ECOWAS forum 5-7 Dec. in Cotonou. They will be also published on the ECOWAS e-learning platform being developed. 	Trainees will be ITC's training multipliers and experts in the region during 2012, providing assistance in organizing/delivering market analysis training workshops for their national trade support institutions.
INT/R2/01A Helen Lassen DMD/Market Analysis and Research	Revolving fund for market analysis and research (18/03/2000 – 31/12/2012) Revolving Fund	611 000	316 510	<ul style="list-style-type: none"> - Network of data providers has been maintained and used to continuously update trade and market access data - By July 2011: trade data for May 2011 available for 13 countries; January 2011 data available for 57 countries; reported 6-digit 2010 data available for 103 countries; Number of registered users increased to 160,000 (85% of these were based in developing countries and comprised all three ITC beneficiary groups including: enterprises; trade support institutions and policymakers); 2010 tariff data available for 111 countries; 2009 tariff data available for 33 countries and 2008 or earlier data available for 45 countries; 201 countries showed FDI inward stock information; sector disaggregated FDI inflows or outflows were available for 99 countries; Standards Map has been integrated with the other Market Analysis Tools - By December 2011: 70 capacity building workshops delivered including 8 webinars - 9-month training programme in South Africa (Sept 2010-May 2011) completed resulting in 16 participants (10 women, 6 men) receiving certification and 5 research reports on the opportunity to export South African oranges to France; sunflower seed oil to the United Kingdom; apples to the United States; blueberries to the USAK; and bovine Meat to Italy. These reports will be published on South African Department of Agriculture's website for use by exporters. 10 participants also trained as trainers - video e-learning 	<p>Increasing transparency of international trade opportunities and market access conditions. Training workshops delivered have multiplier effects with trained institutions using the knowledge to train companies and help them find export opportunities.</p> <p>In May 2011 Serbia's Chamber of Commerce and Industry reported that they had delivered training to 33 representatives of SMEs from various sectors on online market research, incorporating ITC's tools thanks to training they had received in December 2010 (11 participants were female).</p> <p>100% of participants in training agreed that workshops helped them analyse and research better export markets with the split being 63% strongly agree and 37% agree. 97% of participants trained agreed that the workshop would help them make better trade related decisions with the split being 51% strongly agree and 46% agree. 99% of participants said they would recommend the workshops to others with the split being 67% highly likely and 32% being likely.</p> <p>One exporter of premium bottled water about online training: "We will certainly use the information acquired through ITC in the moment of deciding where to export".</p> <p>Studies have resulted in improved trade policy decisions: 4 countries (Cameroon, Ghana, Madagascar and Zimbabwe) committed to eliminating their tariffs applied to anti-malarial products including mosquito nets, medicines, insecticides based on ITC's study of tariff and non-tariff measures applied by malaria endemic countries to imports of anti-malarial products.</p> <p>An independent evaluation of the MAR tools' program effectiveness was conducted in November 2011. Findings drew on an online survey of users in October 2011; an analysis of registered users and usage patterns; and interviews with a cross section of users.</p> <p>Results: On average 85% of the respondents say that ITC Market Analysis Tools make it easier to obtain trade-related data compared to other tools. The percentage for Low Income Countries is 93%. A majority of respondents answered that the tools improved their decision making, the services they provide to others, and in developing countries the design of trade policies in their country". Interviewees ranked the tools as better suited for their needs than other software. Free access for Low Income Countries also makes a great difference, a result that was emphatically found in all interviews where respondents often said that their institution would not pay for the data. MAR staff spent substantial resources on capacity building especially in Low-Income Countries. From the analysis of usage, this targeting approach has been relatively successful.</p>

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INT/61/127A	Trade for sustainable development (T4SD) (20/08/2010 – 30/12/2012) Switzerland	376 000	398 376	- Standards Map website launched in February 2011; FR/SP versions available since June 2011 - 70 private standards are fully loaded in the Standards Database, covering more than 60 product groups and being applicable in over 180 countries worldwide - 700 academic and research papers/publications identified; among which more than 250 proven to satisfy the procedures endorsed by the T4SD Technical Committee and therefore loaded in the Research Database - Chapters 1 and 2 of the literature review published on the Standards Map website; Chapter 3 finalized - Contribution of 1 chapter to publication <i>The World of Organic Agriculture - Statistics and Emerging Trends 2011</i> in collaboration with ITC's Trade and Environment Programme	- Over 25,000 individual visitors since the launch of Standards Map as of 31 December 2011 – with an average of 100 new visitors per working day (Monday to Friday). - Capacity building in training workshops on voluntary standards and Standards Map for about 500 participants. Awareness via in-person workshops, webinars and through ITC's network of TSIs and TPOs has been raised on private standards in developing countries (particularly those where workshops have been carried out). Beneficiaries reported back to T4SD how the information was used in their decision-making processes regarding private standards and market access. - T4SD is now perceived by many international organizations as the leader in the provision of high-quality information on private voluntary standards (UNEP, UNIDO, FAO, UNDP, World Bank, IFC...) and its publications established the team as 'thought leaders' in the field of private standards.
INT/75/28A	Trade for sustainable development (T4SD) (04/08/2011 – 31/07/2012) European Union	0	18 675	- 15 workshops in Viet Nam, Costa Rica, Peru, China, South Africa and Malaysia - T4SD is partnering with GiZ local offices in China and India to disseminate Standards Map and increase awareness about private standards - Standards Map presented at FAO, BDI (German industry association), and IFC in Washington - Major project partnerships solidified and expanded, namely UNDP and UNV Volunteers, for capacity building and research activities; UN volunteers in China and Brazil recruited and working for T4SD; selection process for UN volunteers in Colombia and Cote d'Ivoire finalized - STAR Program by USAID supported trainings on Standards Map in Viet Nam, continuing into second half of 2011 - Authentication module for Standards Map integrated in Market Analysis Tools Portal - Development of first mock-up of COSA front-end - 46 additional 'At a Glance' four-page summaries loaded in 2011 - FAQs developed on private standards in general and on Standards Map - New version of the Data Entry Tool for Standards Map developed with T4SD IT consultants, released and fully functional; migration of T4SD/Standards Map IT system 95% complete	
INT/U1/09A	Trade for sustainable development (T4SD) (01/06/2009 – 31/12/2012) ITF Window I	1 253 000	1 195 678		
Joseph Wozniak DMD/Market Analysis and Research					
Sector Competitiveness Section; Chief: Robert Skidmore					
UGA/47/110A Mehdi Chaker DMD/Sector Competitiveness	Netherlands Trust Fund (NTF II) – Uganda (01/01/2010 – 31/03/2013) Netherlands	570 000	1 020 430	- 3 TSIs trained in Monitoring and Evaluation - Update of the coffee sector strategy completed - Baseline analysis completed in collaboration with NUCAFE, UEPB and UCDA - National Export Strategy covering the coffee sub sector reviewed through participatory approach attracting key stakeholders across the Coffee Value Chain, adapted to National Development Plan - 30 participants successfully completed Counsellors and Trade Advisors Programme (CTAP) training; BMS Model used found to be very practical and already ways of applying it in a variety of other sub-sectors being explored by Uganda Export Promotion Board - NUCAFE working with ITC able to roll off two consultancies: the institutional development consultancy and the service portfolio consultancy, both of which are crucial to the future development of the organization. Arising out of the draft report produced by the institutional development team, a strategy workshop was held, and processes are already underway to utilise the information generated in the strategic planning process - Training provided on export development and quality - NUCAFE, with ITC's support, selected 20 financial counsellors who will offer technical support to Farmers Association trade finance and business planning. 30 Farmer associations selected as capacity building beneficiaries	- Monitoring and evaluation skills and capacities of the three partner institutions strengthened; TSIs are now able to track project progress, and inbuilt monitoring and evaluation into their day to day activities, and improve the quality of reports produced. - Auditing of NUCAFE institution capacity on-going in view of assisting NUCAFE build its strategy for the next few years and improve its support services. - Capacity of NUCAFE strengthened: International exposure through participation in international fairs, established contacts with international buyers and markets; improved understanding of certification process for better positioning on the EU market - Umbrella institutions are enhanced to lead the mid-term update and review of the NES (coffee sector). - Through the training, NUCAFE and UEPB enhanced in their capacity to ensure the competitive development and the export promotion of coffee production. - The local/regional capacity built in export marketing is expected to enhance the competitiveness of the FA association, and has created an easy to reach resource that can be utilised by the Farmers Associations which in the past have looked to NUCAFE at National level for help. - Enhanced business capabilities of FAs to assist producers and exporters to take advantage of opportunities in the European market - The training provided on export development and quality has contributed to the creation of a pool of trainers that can enhance export competitiveness of NUCAFE farmer associations; it also accelerated replication at farm level

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SEN/47/109A Mehdi Chaker DMD/Sector Competitiveness	Netherlands Trust Fund (NTF II) – Senegal (01/01/2010 – 31/03/2013) Netherlands	248 000	238 165	<ul style="list-style-type: none"> - Project document finalised and signed by all partners in Dec. 2011. The approach was readjusted to present a more narrow scope and focus specifically on constraints faced by the fresh mango sector in terms of reaching new/innovative market segments. - Detailed 6 months work plan agreed with all key stakeholders, including project management structure, project cost sharing approach, and collaboration with other partners in the field - Thorough assessment of existing contractual relationships completed showing weaknesses of the contractual chain between the small farmers, the producers, the intermediaries and the exports. As a follow up: survey conducted and legal studies undertaken on the conditions, the contractual and business practices of exporting producers of mangoes in the Niayes region; elaboration of two practical guides in close collaboration with CFAHS (one on how to establish and the incorporate rural cooperatives based on the laws included in the OHADA (Organisation pour l'harmonisation du droit des affaires en Afrique) treaty of which all WAEMU including Senegal are members; the second related to the organization and operation of export oriented cooperatives for mango producers from the Niayes region; dissemination workshop on the legal constitution and operations of cooperatives for 40 participants (producers and exporters) selected by the ASEPEX and CFAHS - Market opportunity analysis in Europe and complementary analysis of the value chain weaknesses in Niayes region completed. Workshop in Dakar in Nov. 2011 enabled to endorse both studies and to agree implementation steps - Work on trade information services initiated and currently on-going to establish an intelligence service within ASEPEX to support sector competitiveness 	<p>ASEPEX and Sector associations capacity strengthened in the area of contract farming and trade information services</p> <p>Further outcomes to be reported on after 2012 as project document has been signed end of Dec 2011 only.</p>
KEN/47/111A Mehdi Chaker DMD/Sector Competitiveness	Netherlands Trust Fund (NTF II) – Kenya (01/01/2010 – 31/03/2013) Netherlands	485 000	248 264	<ul style="list-style-type: none"> - Support structures to ensure project implementation and sustainability of results in place and functioning: 3 Kenya-based fruit teams formed, consisting of 3 commodity advisors, selected through a competitive process managed by FPEAK; Kenya based project coordinator selected to coordinate the 3 Commodity working groups, commodity advisors, and ensure implementation of project activities according to agreed work plan. The set up of the Kenya based project team shows good ownership of the project and its implementation by FPEAK. - Appointment of Commodity Working Group Champions who will motivate the discussions and development of Commodity Business Plans to enhance private sector engagement - 3 commodity working groups created in July 2011. The first CWG meetings took place 21 – 22 July 2011. At each of the 3 CWG meetings, public and private sector stakeholders from each of the three working group sessions agreed that international market studies and local value chain mapping were a necessary input for developing commodity business plans. Since the first CWG meetings took place, ITC started international market research on each of the three fruits. - Value chain mapping is underway through various field visits by the commodity advisors working with field assistants gathering detailed information on the supply capacity and value chain constraints 	No outcome to report to date.
SAF/47/112A Mehdi Chaker DMD/Sector Competitiveness	Netherlands Trust Fund (NTF II) - South Africa (01/01/2010 – 31/03/2013) Netherlands	252 000	232 708	<ul style="list-style-type: none"> - In-depth analysis of the German market and re-export for herbal teas completed: main findings and recommendations presented to SARC Board, pointed out some key strategic measures that need to be implemented by industry to be able to leverage quality and unique features of Rooibos tea, instead of exporting it as commodity - Rooibos Sector information system strategy completed: SARC Board agreed that thorough information system is key to support the decision making process within the industry to make it more competitive and sustainable over the complete value chain - Agreement of NTF II Steering group to continue with implementation phase focusing on key elements of 2 analysis that build foundation for stronger support institution for Rooibos industry - Gap analysis work for 2nd tier manufacturers of automotive parts completed: gap analysis tool (which helps to assess companies on multiple aspects: technical, financial, marketing, resource management and process management among others) implemented with a pilot group of 25 companies; results of analysis summed up in specific action plan endorsed by key sector stakeholders 	The 24 Business Advisors trained have used their knowledge and skills to provide advisory services to selected companies from the Agro-processing food sector.

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INT/U1/19A Simone Cipriani DMD/Sector Competitiveness	Poor Communities and Trade Programme (24/12/2009 – 28/11/2015) ITF Window I	653 000	1 135 031	<ul style="list-style-type: none"> - System to systematize the business support infrastructure created in Eastern Africa developed: now same infrastructure and related business model replicable in other geographical contexts - Revised programme document and log frame available - CSR Framework for the inclusive business model created by ITC in process: 1 post on CSR to manage created and advertised - Training products on export management to be employed with micro producers defined - New media and communication products to increase awareness of the programme among international buyers and consumers produced and used: 2 videos and a new web site, along with new brochure of the project and extensive media coverage (complete press record available) - Technical assistance delivered to Ethical Fashion Africa on pricing, budgeting and cash flow management, as well as on product development (a new staff of ITC fielded in Nairobi for that) - Implementation of Fair Labor Code of Conduct launched in the whole supply chain established by the programme through Ethical Fashion Africa - Social agenda for main communities defined and socio-economic impact of project activities assessed - MoU with Export Promotion Council of Kenya signed and implementation launched - Concept aimed at identifying stakeholders of the programme and problems to be addressed in Haiti developed - Complete and fully fledged project plan aimed at launching the operations of the business support and development infrastructure in Ghana (with extension of services to Burkina Faso and Mali) is developed and approved by PQAG and Ops Com and SMC 	<p>1,500 micro entrepreneurs involved in the business development and support infrastructure in Kenya and Uganda have acquired self confidence in their capacities and are managing their businesses in a more sustainable way, also serving the domestic market in a regular way. This is the core part of large number of micro entrepreneurs that are emerging from the darkness of the informal sector thanks to the programme. They are organised in registered forms of business. Therefore, they have done the passage from the informal to the formal economy. Many more entrepreneurs are on the way to do the same within the next 3 years.</p> <p>A conducive business environment for micro entrepreneurs has been created in Kenya and in Uganda. A network of buyers engaged in buying from micro entrepreneurs supported by the programme (created by the ethical fashion component) has been updated and widened, to include giants of distribution.</p> <p>Business support and development infrastructure for MSMEs (especially micro-producers) is extendable to Ghana and to some extent to Burkina Faso and Mali: donors have approved and funded the project aimed at it.</p>
GHA/61/130A Simone Cipriani DMD/Sector Competitiveness	Ghana - Pilot Project Fashion Supply Chain 2010 title (03/01/2011 – 28/04/2011) Switzerland	39 000	39 451	<ul style="list-style-type: none"> - Report on impact of the ethical fashion pilot project produced and sent to SECO - 1000 bags produced involving community work - Revised project document for the main project sent to SECO and approved by the latter 	Ethical fashion approach in Ghana ready to be launched. Funding approved by SECO
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	0	79 161	<ul style="list-style-type: none"> - Mentoring and coaching delivered to the EFAL staff that works in the product development centre - Promotional event organized in Japan with the large distributor involved in the project 	A large Japanese distributor distributes the products realised by an international fashion house through the project.
RAF/20/129A Frederine Copy DMD/Sector Competitiveness	PACT II - Mango Sector Development in ECOWAS (01/01/2011 – 31/12/2013) Canada	134 000	133 288	<ul style="list-style-type: none"> - Coaching of ECOWAS TEN in commercialization of fruit sector (mango); Draft national studies received (1 per pilot country), work on-going; ECOWAS TEN (in agreement with PCU) postponed completion of this output until first quarter of 2012 - Shared responsibility ECOWAS, ECOWAS TEN and ITC/SC participants for technical visit selected (1 per ECOWAS participating mango country) - - Technical visit to Brazilian mango industry for ECOWAS private entrepreneur delegation organized and completed; Cross border industrial and operational sector development partnerships initiated through technical visit with Brazilian TSI, and exporters/producers for the selected ECOWAS participating countries - Dissemination activity organized and carried out in Benin (December 2011 as part of Export Forum) to share lessons learned and findings with mango stakeholders from across the ECOWAS region - Planning of cluster development activities conducted to prepare groups of actors for participation into market access and development events 	The majority of the results achieved in 2011 and the use of these results will only be put in practice with the new mango season taking place for West African exporters from April 2012 onwards through to the summer of 2012. First contacts initiated for achieving cross-border business linkages at enterprise and institution-levels.
INT/S1/01A Giovanni Dadaglio DMD/Sector Competitiveness	Meet in Africa (01/02/2004 – 31/12/2012) Special Fund	59 000	53 540	<ul style="list-style-type: none"> - Guide nearly finalized - Cooperation with other major fair organizers (e.g. ASSOMAC, UNIC, SIC) established for information sourcing and peer review (distribution to concerned TSIs in 2012) 	Outcome will be assessed in 2012 further to distribution to related TSIs and professional associations. TSIs scope and quality will be assessed in 2012 before and after the distribution of the Guide in order to be able to define if ITC's contribution has improved their competence.

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RAF/20/127B Giovanni Dadaglio DMD/Sector Competitiveness	PACT II - COMESA Leather sector regional export development (20/06/2009 – 30/06/2013) Canada	968 000	819 294	<ul style="list-style-type: none"> - Workshop for transfer of ITC's South-South Trade Development and Business Generation Methodology implemented in Nairobi, Kenya. 15 TSIs represented by 21 delegates (9 women) - Awareness Creation / National Dissemination Workshops intraregional trade opportunities and Italian and Indian market requirements organized in 6 selected COMESA countries (Kenya, Ethiopia, Sudan, Uganda, Zambia and Zimbabwe) - Report on leather produced by traditional tanners (through completely natural tanning methods) produced and discussed with local stakeholders - Business Tours (India and Italy) organized. Participation of 10 selected enterprises from the region in the All-Africa Leather Fair in Addis Ababa, Ethiopia 	<ul style="list-style-type: none"> - 199 SMEs (17 women entrepreneurs part of the ACCESS! Programme) familiarized with trade opportunities and market requirements within the COMESA region and selected overseas markets, through national dissemination workshops in the six selected COMESA countries - 34 tanners familiar with Indian and Italian market requirements and established first contacts with Italian and Indian leather industry representatives. 16 selected COMESA tanners directly exposed to Italian and Indian market requirements through participation to Business Tours - COMESA networking with AISHTMA and UNIC laid basis for regular consultations - - - - Strong interest from UNIC and AISHTMA for future business partnerships with COMESA selected countries and for future collaboration with ITC - Samples of Pilot collection produced
INT/U1/23A Marie-Claude Frauenrath DMD/Sector Competitiveness	Export-led and tourism-led poverty reduction programmes (01/01/2010 – 31/12/2011) ITF Window I	567 800	511 442	<ul style="list-style-type: none"> - RWANDA (essential oils): Project implementation handed over to Ikirezi, ensuring rapid progress in outstanding project activities to develop essential oil exports through outgrowers scheme: Monitoring of patchouli field cultivation; analysis of harvest and oil yield, creation of 2 nurseries in Gahara and Gasabo with 26,000 plantlets to be distributed to outgrowers in 2012; test distillations with positive oil yield; review of patchouli development programme status and progress by ITC essential oil expert; FAO replicating patchouli pilot project in other suitable areas; ITC international consultant delivered feasibility study and project plan to FAO - BURUNDI (essential oils): May 2011 outgrower farmers delivered for 1st time supply of 65 kg patchouli oil to European buyer. With assistance of CAPAD (Confédération des associations des producteurs agricoles pour le développement), 50,000 plantlets distributed to outgrowers and 50 lead farmer families acquired knowledge on patchouli cultivation, drying, producer community building and community saving and credit schemes. Training of 50 lead farmers in patchouli cultivation, irrigation, cooperative building, saving schemes by farmer association CAPAD; 2,000 kg of patchouli leaves harvested October 2010-December 2011 by 50 pilot lead farmers and sold to project partner Rugofarm at total US\$ 5,000. Comparative study between competing crops undertaken with the participating lead farmers on 10 acres land showed that manioc over period of 18 months generated in average US\$ 21; farmers could earn with patchouli in average US\$ 261 over same period; Patchouli farmer association developed in Cibitoke province. Community saving and credit schemes implemented through coaching and training sessions (Caisse mutuelles de solidarité) 	<ul style="list-style-type: none"> - Poverty reduction by linking small scale producers of essential oil plants in Rwanda and Burundi to international markets.
MOZ/1A/01A Marie-Claude Frauenrath DMD/Sector Competitiveness	Mozambique One UN - Strengthening cultural and creative industries and inclusive policies (01/10/2008 – 31/12/2011) UNDP - Spain/MDG Achievement Fund	307 000	428 054	<ul style="list-style-type: none"> - Contract guides for both crafts and music sector in Mozambique developed (available in Portuguese/English). - Musicians and artisans trained in use of contract guides and in negotiation skills in workshops in Maputo end of 2010 and in Inhambane and Nampula early 2011 - Cultural tourism itineraries identified through assessment study on national stakeholder priorities and current developments on cultural tourism development assistance - Interviews undertaken with governmental bodies, tourism operators and hotels to establish typical client itinerary and potential for cultural tourism activities and service structures - Report integrating mapping, ranking and profiling of potential cultural tourism partners, and a shortlist of cultural tourism itineraries developed in English/Portuguese - Joint WIPO-ITC workshops on marketing crafts and music, highlighting role of intellectual property (June 2011 in Maputo and Nampula) - In straight collaboration with CEDARTE and UNESCO, technical assistance provided to craft entrepreneurs and artisans on product and market development, including design, craft fair participation and development of business plan. 3 South African craft designers helped artisans to adapt their products to international tastes by using locally available materials - Mozambican craft associations trained to organize and manage in a more attractive and market-oriented way local craft fairs, mainly aimed at tourists - Poor communities in Inhambane and Nampula trained to develop and manage cultural tourism tours. 4 cultural tourism tours developed and now operational. In parallel, the Ministry of Culture and Ministry of Tourism/INATUR assisted to develop a promotion plan for cultural tourism and communities to market tours with brochures and website. Cultural tourism synergies created among government, tour operators, development agencies, NGOs and producers within workshop series with UNESCO and ILO in Maputo, Nampula and Inhambane 	<ul style="list-style-type: none"> - Legislative and regulatory framework, policies and strategies for the development of cultural industries strengthened/enforced, achieving awareness of musicians and craftspeople with regard to commercial contracts for both sectors raised - Cultural tourism promoted through improved management capacities of cultural assets, achieving establishment of cultural tourism itineraries supported through created synergies among stakeholders - Scale and quality of cultural goods and services boosted, leading to income generation and decent employment in the selected domains of creative industries, achieving marketing and exports of Mozambican cultural and creative industry products strengthened through enhanced understanding of design and marketing requirements - Reports support the industry and the Government to develop and implement a promotion plan for the development of community-based cultural tourism along selected cultural itineraries, in a manner to integrate and extend existing tourist itineraries

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INT/U1/65A Marie-Claude Frauenrath DMD/Sector Competitiveness	Project Development: Uganda Inclusive Tourism - Trade development for micro-enterprises in the value chain of tourism (15/07/2011 – 30/06/2012) ITF Window I	39 000	36 789	<ul style="list-style-type: none"> - Opportunity Study completed, including analysis and recommendations - Stakeholder and government validation roundtable held - Government support for ITC project proposal 	Ugandan tourism and craft stakeholders and government better informed about current situation with regards to Ugandan actual backward linkages of tourism. Awareness raised about poverty reduction opportunities by fostering backward linkages of tourism in the area of crafts.

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INT/75/24E Matthias Knappe DMD/Sector Competitiveness	All ACP agricultural commodities development programme - Cotton sector strategy implementation (26/01/2009 – 31/12/2011) European Union	1 178 166	1 155 958	<ul style="list-style-type: none"> - Proposal of a new structure for the Tanzania Cotton Association - Recommendations for introduction of codes of conduct for Ugandan Cotton Ginners Association and for cotton terms of regional trade in ESA - Seed cotton price formula elaborated for Cotton Association of Zambia (CAZ) - Sub-regional cooperation arrangement on cotton between Mozambique, Zambia, Zimbabwe, and Malawi, called MoZaZiMa technically supported and subsequently established; concept note for sub-regional collaboration, including 6 priority areas, elaborated and validated; ESA regional dissemination workshop organized - Business plan 2011 – 2016 of African Cotton Association (ACA) finalized and approved. ACA "Comité de Commercialisation" established, first meeting held and workplan elaborated; training on price risk management of members together with World Bank - Meeting of Technical Secretariat of the Steering Committee for the UEOMA Agenda Cotton Textile organized and technically facilitated - Marketing brochures on Tanzanian and Ugandan as well as West African (UEOMA) cotton developed - Promotional film on how SODEFITEX (Senegal) successfully reduces contamination levels realised in French/English/Chinese - Visit to Viet Nam for East and Southern African cotton stakeholders - Visit of Thai spinner to the United Republic of Tanzania - Promotional visit of 5 Tanzanian ginners, 3 bankers, and government representatives to Bangladesh organised - China: Training on market transparency and cotton promotion for a delegation of 16 West/Central African producers and ginners - Indonesia: Training on market transparency and cotton promotion for 23 African producers and ginners from West and Central Africa - Turkey: Capacity building visit of 16 West and Central African cotton stakeholders - China, Agricultural University of Hebei: Joint ITC-China South-South cooperation training programme 'Cotton Development and Trade' organised for 23 West/Central African trainees to reduce contamination at gin level - Contamination perception survey on African cotton finalised among Indonesian spinning factories - Online training module on cotton contamination prepared in English to be used on ITC's e-learning platform - United Republic of Tanzania 1-13 July 2011: Contamination reduction training by a Thai spinner involving 650 farmers and 205 ginning factory staff - Cotton Contamination Reduction Training for Ginnery Inspectors from Tanzanian Cotton in a Thai spinning factory - Visit of delegation from 17 Bangladeshi and Vietnamese spinning factories to witness cotton contamination reduction activities in Burkina Faso and Mali - Contamination-specific presentations made during value chain and market transparency seminars, South-South cooperation activities and during regional cotton conferences - CAZ set up 1st Zambian- and farmer-owned ginnery (Indian equipment worth US\$ 900,000) and operational during new season; 	<ul style="list-style-type: none"> - Strengthening of selected national and regional cotton-related associations; increasing value chain and market transparency: linkages built with cotton importing countries and cotton promotion - Viet Nam, Hanoi and Ho Chi Minh City: Value Chain Transparency and Market Orientation - Facilitation of South-South cooperation along the value chain - Increased sales to targeted destination markets: Direct sales of US\$ 4.4 million of ginners in Mali, Malawi, the United Republic of Tanzania and Zimbabwe to several Asian markets; several additional contracts under negotiation - Increased sales to destination markets through traditional channels: e.g. Mali's exports to China, Thailand and Indonesia increased by 131%, 96% and 148% (source: export statistics) - "These missions are of vital importance for African cotton companies as they can adapt to the market and meet the demands of end customers. Before these missions took place, no communication existed between us and the spinners. " - "Togo has sold during the 2010-2011 campaign a significant percentage (20-40%) of its fibre in Indonesia and Bangladesh - but only through TRADERS" - Better negotiation position, changes in working practices and direct communication between spinners and ginners provided improved transparency in trade leading to a decrease in "sharp" practices - "Following the visit of spinners from Viet Nam and Bangladesh, Mali, they have expressed interest in purchasing / direct sales of cotton, without passing through intermediate traders. Some are already approved and may participate in tenders for WTDC. " - "Communication system and listen-to-customer satisfaction surveys established with direct clients." - More economic sourcing of cotton inputs and improved operations - CMDT saved CFCA US\$ 436,000 in their in-land transportation costs to West African ports (i.e. CFCA 2,000 per tonne of lint with a production of 109,000 tons) - Ethiopia: Direct purchase (US\$ 640,000) of a Double Roller Ginning Machine from an Indian ginner to increase and improve ginning capacity (capacity of 90,000 quintals/year) - Kenya: Purchase of an oil expeller from China for US\$ 50,000 with capacity of 1000kgs/day of 8 hrs led to higher prices from the sale of cotton-seeds (K Sh 6/kg to K Sh 30/kg i.e. five times improvement). With production of 32,000 tons of seed-cotton and ginning outturn of 34% increase in price amounts to US\$ 5.7 million (22 million kg" K Sh 24) for entire season. 4 ginneries rehabilitated with investment of US\$ 1 million. Result: ginning costs reduced from 35 US cents/kg to 20/US cents/kg of seed cotton, i.e. by 43%. - Tanzanian farmers bought eco-super seeder, horse-drawn and steered by the farmer from Senegal, allowing farmers seeding fields more efficiently instead of doing it by hand - Uganda: Cheaper and better source of baling ties from Turkey/India (ginners save about US\$ 90,000 per season) - Togo: "Trade with the countries visited will allow the NSCT to order spare parts factories, to buy the product quality control in China for example." - Ugandan Cotton Development Organisation introduced new regulation to ban polypropylene, a major cause for cotton contamination, for bale packaging. Instead cotton cloth mandatory. This new policy expected to have long-term positive effects in increased premiums for cleaner cotton - Tanzania Cotton Board developed Cotton Development Strategic Plan as roadmap; 2nd Cotton Development Strategic Plan and Action Plan prepared which envisages increasing production from 130,000 tons of lint to 270,000 tons by 2014/2015; roll-out of contract farming starting 2011/2012 farming season through which yield and crop quality expected to go up and hence income of small holder producers will increase - Close cooperation between Tanzanian ginners, TCB and Thai spinner on contamination reduction - CAZ created partnerships between cotton companies and smallholders farmers, leading to better contract practices and negotiation on cotton prices, improved cotton yields, higher loan recovery rates and mutual trust between the parties. 270,000 cotton farmers benefit from higher producer prices negotiated by CAZ. Seed cotton prices in 34 districts showed increase by 40% over last two seasons.

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BGD/37/19A Raphaëlle Lancey DMD/Sector Competitiveness	Bangladesh leather service centre for export development II (01/07/2009 – 30/06/2011) Italy	54 000	78 996	<ul style="list-style-type: none"> - Set of machines, spare parts and consumables delivered and installed at the Rishilpi's leather workshops - Artisans instructed on their use and maintenance; training on pattern-making and production techniques of the full cycle of leather goods making conducted by the Indian training institute Freya - Training course for BLSC production officer on footwear prototyping at Ars Arpel, Milan, Italy, one of the most renowned training institute for shoes stylists worldwide - Corporate gifts commissioned to a group of five young small entrepreneurs (1 woman), trained in quality management under the project 	<ul style="list-style-type: none"> - Production capacity of artisans' community of Rishilpi enhanced as means to contribute to poverty alleviation. Capacity of 5 young small entrepreneurs demonstrated through excellent quality samples of corporate gifts; one item produced and distributed at WEDF - Increase of turn-over, productivity, number of employees and amelioration of working environment. Self-financing of participation in a lead auditor course on ISO-9001-2008 in India in order to prepare obtaining ISO-9001 certification - Rishilpi Directorate considers that combined equipment and training assistance will tremendously improve output capacity and substantially contribute to sales and poverty alleviation - Capacity of BLSC to support SMEs in product development and to carry out training activities enhanced
INT/47/108A Lilia Naas DMD/Sector Competitiveness	Netherlands Trust Fund (NTF II) – Management (01/04/2009 – 31/03/2013) Netherlands	468 000	613 328	<ul style="list-style-type: none"> - 6 country projects finalised, five in implementation, project in Yemen cancelled because of unstable political situation in the country (specific outcomes and outputs described under each country project) - RBM framework at programme- and project level finalised - NTF II communication plan finalised and operational in all countries - Management and governance structure functioning - Reporting on projects/programme achievements implemented - Review of 3-phase approach for project design completed; to serve as basis for lessons learned to be integrated into both ITC and CBI project development - Quality assurance advisor on board, review of quality of programme and projects inputs/outputs initiated 	No outcomes to report to date.
YEM/47/113A Lilia Naas DMD/Sector Competitiveness	Netherlands Trust Fund (NTF II) – Yemen (01/01/2010 – 31/03/2013) Netherlands	262 000	29 541	<ul style="list-style-type: none"> - NES project document developed and agreed - NES preliminary work to undertake locally a baseline analysis of Yemen exports and export sectors; first consultation organised in Geneva. 	Based on the decision of the NTF II Steering Group, the NTF II project in Yemen was cancelled because of the political situation prevailing in the country during the whole year 2011.
INT/R8/02A Robert Skidmore DMD/Sector Competitiveness	MDS Revolving Fund (01/11/2006 – 31/12/2012) Revolving Fund	96 000	22 463	<ul style="list-style-type: none"> - Disbursement to the revenue-generating sectors for the RF (Cotton, Coffee and Leather) used for consultants' fees and/or travel costs of potential new project opportunities as summarized below: - Successful migration of coffee and cotton websites to the new website configuration. - New inputs developed for 10th EDF cotton/textile programme by Senior Programme Manager on Cotton, Textiles and Clothing during Global textile and garments meeting. - Reinforcement of leather sector development partnership with European professional associations in Italy as a result of mission to Bologna to meet with the Unione Nazionale Industria Conciaria (UNICC), the Associazione Nazionale Costruttori Italiani Macchine ed Accessori per Calzature, Pelletteria e Conceria (ASSOMAC), and other leather sector key players to discuss future cooperation 	New programmes and partnerships developed to extend and reinforce ITC's delivery impact and strengthen ITC's services.
INT/75/24D Ian Sayers DMD/Sector Competitiveness	All ACP agricultural commodities development programme - Agri-food and agri-business sector strategy implementation (01/11/2008 – 31/12/2011) European Union	1 298 869	1 329 391	<ul style="list-style-type: none"> - Cameroon Manioc and banana plantain: 3 large international agency projects (FAO, WB and FIDA/IFAD) integrated to develop rural community manioc production and primary processing with intra-regional market buyers and value-adding processors; 3 demonstration manioc collection and processing facilities established - Mali/Burkina Faso Arabic gum: Introduction of market perspectives and value chain development activities for stakeholders and development agencies along Arabic gum value chain (recognition of value; protection of acacia trees by rural communities); fair trade buyers assist suppliers to improve harvested gum supply chain for further processing and export; stakeholders, national governments and EIF NAO's endorsed strategy implementation project documents in Mali and Burkina (total US\$ 2 million) for submission for funding - West Africa Region Cereals: Workshop on cereal sector development in Accra, Ghana 24-25 May 2011; gap in market intelligence filled through regional workshop and action planning for regional suppliers and cereals processors; contribution to CAAADP Pillar II Framework: suppliers and processors following up on trade leads with buyers across the region and in North Africa - Liberia Cassava: Communities' demonstration collection centre and processing demonstration site in process; financial training and admin. support provided to coordination committee, including technical visit to IITA in Ibadan - Ethiopia Spices: Pilot demonstration in rural community showed how turmeric polishing and Ginger drying/powdering process yield much higher unit sales price than raw material exports, also with longer shelf life; spice sector strategy 	<ul style="list-style-type: none"> - Cameroon and DRC Coffee: First fully washed sample shipments achieve 25% premium in EU market, plus significant increase in outturn of AAA grade from same cherry input volume as previous season/campaign. Community coffee washing stations established with own testing centres attract young entrepreneurs, free-up time of working women and increase direct community earnings from coffee. Influx of community investment into fully washed coffee and quality improvements; following initial results communities leveraged savings and borrowed to implement another 7 coffee washing; December 2011 campaign interim results (ends March 2012) show there will be measurable economic improvement in export earnings and community income generation for Coffee growers. Women in post conflict zones of Eastern Congo and in Bas Congo developed an experience and information sharing network resulting in their first sales in many years to exporters. Production area doubled for 2011/2012 harvest from a small base. Investment by 2 torrefactors in Kivu to supply Uganda and DRC markets. At least 2 major international speciality coffee importers ready to buy 2011/2012 season harvest. Cameroon coffee now on sale in Paris, Lyon, Frankfurt, London and Geneva. - Cameroon Manioc and Banana Plantain: Pilot exports of flour, gari, couscous, beignets to Senegal, CAF, Gabon, Europe (small quantities) achieved. Greater community value addition in pilot locations through own drying, better processing, packaging, storage, equipment and organized delivery to buyers. Hygiene, food safety and quality testing equipment provided. All parts of cassava plant now processed and sold with focus on nutritional flour blends and infant foods - Mali and Burkina Faso Arabic Gum: Preservation of bushes preventing encroaching desertification and reversal of some of the losses of vegetation experienced in previous

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				<p>launched in Ethiopia March 2011; manual produced to be used by Agri-extension services to train village communities in new techniques</p> <ul style="list-style-type: none"> - Zambia Cassava: Communities' pilot collection centre and processing demonstration site in process. Coordination Committee received training, office equipment and technical mission to IITA in Ibadan - ESA Region Regional Agri-foods sector development: ESA free trade area strategy started; 1st phase identification of issues within scope of regional strategy and approach completed, awaiting validation by RECs and confirmation of contributions - Fiji Agri-Foods: Improved communication between buyers/customers, rural farmers and extension services - Samoa Fruits and Vegetables: Agri-food improvements to supply chain organization and communications with farmers underway; agri-business collection centres established with private sector investment; ITC facilitated business planning by the Samoa Association of Manufacturers and Exporters: 6 food processing enterprises (80% of total) trained in ISO 22000 compliance and implementing changes to gain certification - Solomon Islands Coconut and Coconut Products: Technical mission to Philippine enterprises obtained information on new processing techniques, appropriate equipment sources and growing techniques in association with the Asian and Pacific Coconut Community - Grenada Nutmeg: Technical mission of 7 persons from Grenada nutmeg processing and essential oil manufacturing centres visited India in August - Jamaica Agri-foods: Technical mission to Colombia to study Agri-business Collection Centre types / management; findings reflected in plans for JAM ABCCs; agri-ecological mapping completed; location recommendations for ABCCs completed; project documents drafted together with ITC and sent to potential donors 	<p>years in two pilots test communities; increase in income through better quality gum and higher volumes of sales from two demonstration site areas (Keyes and Salomé); Acacia trees now valued and protected by rural communities;</p> <ul style="list-style-type: none"> - West Africa Region Cereals: ITC facilitated markets and distribution study incorporated into CAADP development programmes for funding and referred to in regional trade policy discussions. - Liberia Cassava: Rural community primary conditioning on one location started and linked to food processing enterprises near Monrovia. Locations for a network of rural conditioning and collection centres defined (Collaboration with IITA). New sales to schools, infant food buyers Buyers and refugee camps in Sierra Leone and Guinea. - Ethiopia Spices: New direct sales of polished turmeric and Ginger flakes to Indian buyers with significant increase in those communities' incomes - Zambia Cassava: Value chain collections better organised - ESA Region Regional Agri-foods sector development: ITC facilitated regional priorities work incorporated into COMESA regional priorities for 2012 - Fiji Agri-Foods: New 10th EDF Programme in pipeline to continue implementation of Agri-foods strategy 2012-2015; producers, agri-extension services and buyers communicating better with mobile solutions application in pilot area - Samoa Fruits and vegetables: Market match-making by ITC resulted in new sales of new products and increased exports including from women-led community enterprise; ISO certification obtained by 6 enterprises; further 4 expected to qualify in early 2012; increases in sales to Japanese, USA and NZ markets; Samoa Association of Manufacturers and Exporters attracted support funding for their secretariat and communications / trade promotion activities - Solomon Islands Coconut and Coconut Products: Improved supply chains/increased volume of good quality coconuts is attracting new investors. 1 new virgin coconut oil and coconut drinks plant established; participatory sector strategy design process succeeded in reducing tensions between the different islands (considered major part of successful transition to peaceful democratic elections in 2010/2011); new processing techniques, appropriate equipment sources, growing techniques incorporated locally following ITC facilitated mission to Philippines in association with the Asian and Pacific Coconut Community.
INT/75/24A Ian Sayers DMD/Sector Competitiveness	ACP Programme, R 1.0 - Coordination Team (23/08/2007 – 30/12/2011) European Union	1 006 570	935 425	<ul style="list-style-type: none"> - 5 regional trade opportunity scans completed - 6 regional / country sector development strategies completed; 4 regional matrices showing sectors and value chain areas of development focus for regional policy and operational development priorities; 3 REC coordination mechanisms established - 3 regional cotton strategies used in trade negotiations (WST, CEN, ESA), fruits and vegetables strategy in Samoa used in planning trade negotiation policy and development activities linked with WTO Accession and regional trade agreement negotiations; 17 ACP Programme sector strategy and 1 regional market development study (WST Cereals) referred to in trade and agriculture policy institution development planning and policy change - Regional Focal Points recruited and trained with coaching continuing, now working effectively in West Africa (UEMOA cotton) and Central Africa (ECCAS - Agri-foods and Cotton) with strong probability that functions will be prolonged beyond duration of programme; Regional Focal Points recruited in 2010 for East and Southern Africa Region in Cotton and Agri-foods based in COMESA continued advisory and training/counselling from ITC; ITC contributed to 5 ACP Regional results dissemination workshops in 2011 - ITC participated in all Programme Steering Committee and Inter-agency management meetings, averaging 4 per year - As of December 2011 96% of funds disbursed 	<p>Regional trade reports and participatory approach to developing matrices used effectively in agreeing the Programme's work plans and priorities for all five participating organizations.</p> <p>REC coordination mechanisms established through ITC demonstrated their utility so well that ECCAS/CEEAC and UEMOA stated they will allocate budgets to the continuation of these functions. COMESA is considering this as well; Regional Focal Points in West, Central and East / Southern Africa instrumental in obtaining REC support for new Cotton Programme for ITC to be funded from 10th EDF through ACP Secretariat. They also played strong role in maintaining coordination of cotton textile and clothing strategy implementation coordination - and support to the coordination committees in each region.</p> <p>Efficient and effective coordination of Programme delivery achieved at national and regional sector strategy implementation levels as evidenced by the many integrated and coordinated projects being undertaken with other Programme (I/Os) and other development agencies outside of the ACP programme financing.</p>
RAF/20/128A Morten Scholer DMD/Sector Competitiveness	PACT II - ECCAS - Coffee: Product and Market Development (01/02/2011 – 30/06/2013) Canada	96 000	109 630	<ul style="list-style-type: none"> - Very detailed coffee profile promotion booklet covering all nine coffee producing countries in ECCAS (+90% final draft in French) - Set of draft Statutes for an ECCAS coffee platform (Cadre Permanent de Concertation) and Draft Programme/Agenda for its approval - Training plan for quality and productivity issues - proposed to take place in five locations, each with participants from 2-3 countries - Six coffee roasters from 4 countries supported in promotion of roasted coffee and regional trade at PROMOTE Fair in Yaoundé in Dec. 2011 	<p>A significant promotion of locally produced coffee for domestic consumption - and of the importance of the coffee sector in general (obtained through the coffee stands/booths at PROMOTE Fair in Dec. 2011, largely handled by ECCAS SG under an MOU with ITC). Comments received on the usefulness of the detailed ECCAS coffee-profile booklet very positive - primarily from institutions (e.g. ICO, London) and from leading coffee personalities from the dominating coffee countries in ECCAS - more than from ECCAS SG. Given ECCAS' change of priority (from green/raw to roasted coffee) during 2011, attempts being made to complete the coffee-profile booklet. It may eventually be made available as a booklet not directly related to and endorsed by ECCAS SG.</p>
INT/71/03A Morten Scholer	Women and trade - Empowering women in the	300 000	247 670	<ul style="list-style-type: none"> - 3 national IWCA chapters fully established (Burundi, Kenya, Rwanda) - 40-page Technical Paper <i>Microfinance in Africa - Schemes for Women in the</i> 	<p>- Significant and wide attention gradually created on the importance of women's work and contribution in the coffee sector</p>

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DMD/Sector Competitiveness	coffee sector (01/04/2010 – 31/12/2012) United Kingdom			<p><i>Coffee Sector</i> (Feb. 2011) completed</p> <ul style="list-style-type: none"> - Sessions, workshops and presentations of Women/coffee at leading coffee conferences (EAFA/Africa in the United Republic of Tanzania in February 2011, SCAA in the United States in April 2011, IWCA World Conf. in El Salvador in Oct. 2011) - Presentation of entire project in WTO for 200 people at Intl. Women's Day 8 March 2011 - Branded women-coffee sold through Walmart as pilot-sales - Letters of intent with Accenture and Marriott Hotels on women coffee - 2nd video produced in El Salvador in Oct. 2011 	<ul style="list-style-type: none"> - Growing interest among women to join IWCA chapters for influence, learning and extension of network - Women from non-project countries inspired even more to set up national IWCA chapters - most recently Viet Nam, Brazil, India - Unexpected private/company funding to the IWCA work registered in first half of 2011, not least based on the well-received short-videos from five countries in East Africa - Encouraging and advanced dialogue with several companies on partnership related sale of branded women-coffee
SYR/74/479A Marie-Claude Frauenrath DMD/Sector Competitiveness	Al Ghab Development Project - Inclusive Tourism Opportunity Study (15/02/2011 – 31/12/2012) UNDP	23 000	9 460	<ul style="list-style-type: none"> - ITC inclusive tourism consultant presentation on inclusive tourism options in Al Ghab region at strategy and project drafting conference between all UN agencies involved in the Al Ghab development project and the Government - Design of tourism pillar in cooperation with UNWTO 	Inclusive tourism opportunity study started, first findings and recommendations of ITC's inclusive tourism approach included into Al Ghab Development project tourism pillar. ITC's essential oils project proposal included into agri-processing pillar.
Trade Information Services Section; Chief: Stephan Blanc					
INT/U1/70A Stephan Blanc DMD/Trade Information Services	ITC Client Survey (01/09/2011 – 31/12/2012) ITF Window I	40 000	35 264	<ul style="list-style-type: none"> - Survey completed on time, presented to SMC in November 2011 - Follow up analysis completed on request from SMC, with new presentation to SMC done in December 	ITC has integrated results of the client survey in the preparation of its new Strategic Plan 2012-2015; technical sections are working with client survey data in the preparation of their section's strategies. Survey results supporting the corporate IMDIS reporting.
INT/R3/01A David Cordobes DMD/Trade Information Services	Trade information services revolving fund (22/03/2000 – 31/12/2012) Revolving Fund	94 000	49 679	<ul style="list-style-type: none"> - Participation to ETPO WGIP in Oslo, Norway (May 2011) and The Hague, Netherlands (October 2011): TIS staff exposed to best practices from European TPOs in field of customer centric web design, content development in the field of trade intelligence (web presence, publications and dissemination means), measuring effectiveness of representatives abroad, merging of trade and investment activities, national branding campaigns, social networks in TPOs, CRM systems, trade facilitation issues in consultancy business and e-learning - TIS staff up to date in trade information dissemination techniques by exploring new web based solution Netvibes at Chamber of Commerce of Rhone Alpes (CRCI); this technology selected for technical cooperation programme with ECCAS (PACT II) and potentially for other ongoing/upcoming projects - Contribution of RF to development of new online training materials for TIS as well as new trade information products such as FAQs, technical note, alert systems and update of webindex as part of several technical cooperation projects - Annual Trade Information Training programme undertaken 14-23 November - 1st pilot of Competitive Intelligence for Foreign Trade Representatives from Uruguay took place December 2011 with positive feedback received 	By exploring new ways of disseminating information, Netvibes platform has been endorsed by ECCAS RTA as the solution for the regional trade information network. Based on lessons learnt from ETPO WGIP conference, social media will be used to engage partners in the upcoming network and to foster spontaneous exchanges among them moderated by ITC in a first phase. Platform will be explored as well for Library particularly vis-à-vis the feeding system based on Yahoo Pipes.
RAF/20/124B Paul Kelly DMD/Trade Information Services	PACT II - COMESA Regional trade information networks (10/06/2009 – 31/12/2013) Canada	386 000	344 488	<ul style="list-style-type: none"> - 20 Sauer Reports, covering prices and trends in hides, skins and leather, distributed to COMESA-based companies and associations operating in the sector - Profiles of information experts required by COMESA LLPI and equipment specifications required to strengthen its information service agreed between COMESA, COMESA, LLPI and ITC; experts recruited - Concept of COMESA Trade Information and Business Intelligence Platform shared with stakeholders; online discussion forum established to enable stakeholders to provide feedback - Draft proposal prepared for implementation of platform 	Improved access to market trend information for the hides, skins and leather sector. Strengthening of the institutional capacity of COMESA Leather and Leather Products Institute to provide relevant market information
INT/20/106A Paul Kelly DMD/Trade Information Services	PACT II – Pan Africa e-based repository of trade tools and services (03/01/2011 – 31/12/2013) Canada	48 000	7 387	<ul style="list-style-type: none"> - Report prepared and submitted to PCU for its consideration: <i>The Pan-African e-based repository of trade tools and services – Functions, roles and technical development option recommendations</i> 	No outcomes to report to date. Project on hold until 2012.

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
INT/20/126A Paul Kelly DMD/Trade Information Services	PACT II – ECOWAS Regional trade information networks (01/03/2010 – 31/12/2013) Canada	116 000	184 989	- Needs assessment mission carried out, report produced on capacity of ECOWAS TEN members to produce market news bulletins - Training programme undertaken in relation to Accessing and Analyzing Trade information For Priority Value Chains in order to enable participants to produce market news bulletins	9 TSIs – that form part of the ECOWAS Trade Experts Network – capable of producing regular market news bulletins on ECOWAS priority sectors. ECOWAS TEN Secretariat strengthened in terms of office equipment.
RAF/20/125A Paul Kelly DMD/Trade Information Services	PACT II – ECCAS Regional trade information networks (01/04/2010 – 31/12/2013) Canada	100 000	181 000	- Analysis of supply and demand market intelligence conducted among 4 pilot countries (institutions / business community), completed and submitted to stakeholders of the network of trade support institutions recommended by the General Secretariat of ECCAS - Workshop in Libreville enabled beneficiaries to contribute to final report on technical and operational infrastructure of regional business information - Workshop also helped form core of network and capacity of its members in management of business information in network context: post-facto assessment conducted - Creation of workshop content for the platform; one month later workshop using the platform	A web platform for regional trade information is functional to the General Secretariat of ECCAS with the support of four pilot countries of focal points (Gabon, Cameroon, DRC and Republic of Congo).
INT/U1/45A Paul Kelly DMD/Trade Information Services	ITC's client relationship management system (CRM) (15/07/2010 – 31/12/2012) ITF Window I	30 000	29 201	- 4 contractors assigned in migrating ITC contact data to the new CRM system - ITC's new CRM system has been loaded with data migrated from Corporate Contacts and other section contact databases.	No outcomes to report to date.
INT/U1/24A Shitaye Lemma DMD/Trade Information Services	Market News Service (MNS) (01/01/2010 – 31/12/2013) ITF Window I	98 000	97 711	- Market News reports produced on following selected sectors: • Cut Flowers and Ornamental Plants 52 weekly + 11 monthly), • Fruit and Vegetables European Markets (35 weekly + 11 monthly), • Pharmaceutical Starting Materials(2 bi-monthly), • Essential Oils and Oleoresins (3 bi-monthly), • Fruit, Vegetables and Herbs Middle East (4 bi-monthly) • Spices and Culinary Herbs(4 bi-monthly), • Medicinal Plants and Extracts (3 quarterly) • Gum Arabic and Gum Resins(3 quarterly) • Fruit Juices(4 quarterly) - Production and dissemination price information and trends on selected primary and semi processed products of particular interest to developing countries	MNS Price information used as a negotiation tool by small scale exporters resulting in better prices for their products in international markets. The MNS reports were used in the formulation of export strategies for Gum Arabic in Chad, Spices in Ethiopia and Mango in ECOWAS. MNS established formal partnership agreement with the following TSIs through the implementation of License Dissemination Agreement • Dominica Export Import Agency (DEXIA) • Horticultural Crops Development Authority (HCDA), based in Kenya • Trade point South Africa Durban, based in South Africa Association with a view to further improve its outreach and its content coverage. Regular feedback obtained through MNS e-survey, telephone interviews and questionnaires on the relevance and impact of the information provided by MNS.
ITC Division of Country Programmes (DCP); Director: Friedrich von Kirchbach					
Business and Trade Policy Section; Chief : Rajesh Aggarwal					
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	78 000	160 268	- Two regional consultations held with ECCAS Secretariat in Douala, Cameroon, March and September 2011; consultations focused on impact of economic regional integration process taking place within ECCAS for business community; identification of the concerns; and possible recommendations to be conveyed by the private sector to respective Member States; approximately 60 public and private sector national representatives from 3 regional apex bodies attended both events - 1 comprehensive position paper articulating concerns and recommendations of ECCAS private sector on challenges faced in context of regional integration - 3 dedicated regional apex bodies and their national constituencies (Chambers of Commerce, Employers' Associations and Women Entrepreneurs Associations) established	- Regional apex bodies are familiarized with regional trade integration issues and their impact on business development during consultation events. - The awareness of the 3 newly established regional apex bodies on the needs, the benefits, and the challenges of conducting business advocacy at regional level was increased. This occurred through their exposure and involvement in the preparation and reviewing of the first comprehensive position paper presenting the views of the private sector on the lack of implementation of the policy decisions by Member countries and its impact on business development. This culminated in the first regional common private sector's declaration - the "Call of Douala" - addressed to ECCAS Member States asking for the effective implementation of decisions adopted by policymakers to facilitate regional trade and business transactions. They also identified specific issues for future position papers to engage in business advocacy and public-private dialogue at the regional level.
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	110 000	91 573	- 2 position papers prepared on behalf of EAP on impact of the ECOWAS Trade Liberalization Scheme (ETLS) on mango and palm oil industries and endorsed by public and private stakeholders involved in the two EXPECT priority value chains - Training session on regional integration, the ECOWAS Trade Liberalization Scheme and its impacts on the 2 regional value chains organized for 20 public and private sector representatives involved in these value chains, in Togo - 3 regional public-private consultations organized: Between the ECOWAS Commission and the EAP - held in Accra, Ghana, in March 2011 and in Lomé, Togo, in August 2011 to prepare and fine tune the 2 position papers; and dedicated public-private dialogue session on the issues related to the 2 region value chains (mango and palm oil industries) during the EAF in December 2011	Awareness of the need to establish a public-private dialogue mechanism at regional level has clearly been increased within ECOWAS Secretariat as well as among private sector. This materialized through the establishment of the Export Actors Platform (EAP) together with the Trade Experts Network. Awareness and understanding of the ETLS by public and private sector actors from the mango and palm oil value chains as well as the ECOWAS-TEN members was increased as a result of a dedicated training as well as throughout the process of the drafting and endorsement of the position papers.

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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	189 000	111 327	<ul style="list-style-type: none"> - 1st position paper produced on rules of origin in the context of COMESA and the Tripartite COMESA-SADC-EAC FTA - 2nd position paper drafted on gradual elimination of visas within COMESA; based on this draft, a joint declaration was adopted and circulated by the members of the CBC who participated in the Regional Private Sector Dialogue on the Gradual Elimination of Visas within COMESA - Regional Trade Policy Training organized for policy analysts of private sector organizations from the region. Immediate outputs: <ul style="list-style-type: none"> - Road map adopted to guide participants to the training/potential CBC members in drafting process of position paper on gradual elimination of Visa within COMESA in relation to service providers - Questionnaire drafted by CBC to poll private sector operators on issues related to actual delivery/use of visas; - Networking Forum of Private Sector Trade Policy Analysts launched to share information, keep collaborating on drafting position papers, including the one on gradual elimination of Visa in relation to services providers - Regional private dialogue on gradual elimination of visa within COMESA held in October 2011; 20 participants from private sector as well as from the COMESA Secretariat - 2nd CBC Board Meeting held in March, gathering the Chairman and Board elected in August 2010. Communication/reporting system between Board and Secretariat established to improve work efficiency. CBC activity reports 2010/2011 and work plan 2011/2012 approved by the Board; 2nd Annual General Assembly held in October 	<p>PACT II ensured the operationalization of CBC through the recruitment, support and mentoring of the CBC Coordinator for the first 10.5 months. Increased intensity of exchanges and recognition of CBC by its members, the private sector and donors steadily engaged in/supportive of CBC activities, to progressively contribute to the organization's sustainability beyond PACT II:</p> <ul style="list-style-type: none"> - 18 national and pan-African business associations and SMEs sent written expressions of interest to become CBC members by paying fees - CBC activities, such as COMESA Business Forum, sponsored not only by PACT II/CIDA and COMESA Secretariat but also USAID. - Cooperation agreements/initiatives for extra-regional business linkages e.g. Corporate Council for Africa, India-East Africa Business Forum, China-COMESA Business Seminars, COMESA-AGOA Taskforce. - Annual budget for 2012 secured from different sources of funding (PACT II, USAID, EC and membership fees) - 3 CBC consultative committees on agriculture, industry, services formed by the Board to develop private sector's positions for COMESA policy organs. - CBC's role as a key platform for business advocacy strengthened: - CBC and its members gained knowledge/skills to produce position papers and conduct business advocacy - Position Papers produced and used for COMESA-EAC-SADC Tripartite policy negotiations. - CBC formed a working group on NTBs composed of national private sector apex bodies to draft a position paper on visa elimination in COMESA region. - CBC partnered with AITEC Africa to form sectoral associations to support the liberalization of the service sector. CBC assumes the secretariat of a regional bankers' association taskforce. - CBC coordinated a private sector survey against Tobacco Control Framework Convention and the endorsement of a position paper promoting regional access to pharmaceuticals, presented during regional conferences - CBC is the coordinating body for the COMESA-EAC-SADC Tripartite Private Sector Working Group. It held the first Tripartite Business Forum in March 2011 in South Africa and coordinated the preparation of a Pan-African Private Sector Recommendation Report which was presented at the AU Ministerial meeting jointly with the East African Business Council (EABC). - CBC presented A summary of Policy positions to the 30th Intergovernmental Committee meeting, and Council of Ministers meeting in Malawi. The council adopted the decisions presented by CBC in their Report. - Participants were enabled to debate on preliminary findings reflected in the draft position paper, better understanding of the regional regulatory framework and policies designed by the COMESA Secretariat, and to understand better the differences and challenges faced at country level. The discussions led to the consolidation of the draft position paper, the adoption of a work plan for its final improvement, as well as the adoption of a final declaration. - Strengthened understanding of potential CBC members on how to conduct business advocacy campaign
INT/U1/20A Jean-Sébastien Roure DCP/Business and Trade Policy	Business and trade policy (01/01/2010 – 31/12/2013) ITF Window I	315 000	305 461	<ul style="list-style-type: none"> - 5 modules upgraded (Exports and Foreign Investment; Moving Goods across Borders Rapidly, Reliably and Cost Effectively; Export Market Issues; Access to inputs for the production and delivery of competitive exports) - New case study on fragmentation of global supply chain (Textiles clusters in India) produced - ITC official publication <i>Public Private Collaboration for Export Success</i> finalised, and translated French/Spanish - Support to training programme of following national Chambers of Commerce and Industry provided: Vietnam Chamber of Commerce and Industry (training on trade policy for business managers with a specific focus on intellectual property rights delivered in Viet Nam; approximately 60 business managers from various sectors trained); Philippines Chamber of Commerce and Industry (1-week training on trade policy applications for business and competitiveness conducted for approximately 40 business managers); Federation of Indian Chambers of Commerce and Industry (training session on trade, FTA, regional integration and WTO issue from private sector perspective conducted for approximately 25 business managers) - Contribution to WTO Regional Trade Policy Courses so as to sensitize policymakers on the business opportunities stemming from the multilateral trading system provided through delivery of 2-day training sessions for following 	<p>The understanding of trade policy issues is strengthened in Viet Nam and the Philippines. The training programme (realized through a partnership with the College of Business Administration of the Vietnam Chamber of Commerce and Industry (CBAM) and the Universal Access to Competitiveness and Trade initiative of the Philippines Chamber of Commerce and Industry) has become more topic specific over time. Evaluation of the training reflects a good transfer of knowledge as well as demand for even more cutting edge issues. Policymakers who participate in the WTO Regional Trade Policy Course consider the training module on the business opportunities stemming from the multilateral trading system as most relevant (as indicated by systematic evaluation carried out by WTO). In Belarus, the awareness of the private sector on the implications of WTO accessions has been strengthened through the previous (November 2010) workshop, which dealt with the benefits and challenges of WTO Accession for Belarus, followed-up by this workshop which further deepened the requested issues of specific interest to Belarus (i.e. WTO Rules on subsidies and domestic support, on competition policy and transparency in government procurement; and on regional integration). Strong interest was expressed for ITC to continue broadening its assistance in the framework of Belarus' WTO Accession to encompass all stakeholders, as well as deepening its assistance to encompass specific fields of interest. In the wake of Russia's Accession to WTO approved during the 8th WTO Ministerial Conference in December 2011, this event provided for the much sought after information from public authorities to</p>

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				<p>countries: English-speaking African countries (Swaziland), approximately 30 participants; French-speaking African countries (Benin), approximately 30 participants; Eastern Europe and Central Asia (Turkey), approximately 30 participants; Asian countries (India), approximately 30 participants</p> <ul style="list-style-type: none"> - Improved understanding of business implications and potential benefits of WTO accession: Belarus - public private dialogue organized in Belarus to support Government of Russia in building stakeholders confidence in their accession negotiation to the WTO, by improving understanding of business implications of WTO accession and related domestic reforms, and improving the dialogue with private sector representatives; approximately, 40 participants; Russia - with the aim to discuss business implications of Russia's pending accession to WTO, 2-day public-private dialogue held in Cheboksary, in the Chuvash Republic; organized in close partnership with Centre of Export Support of the Chuvash Republic in Cheboksary, and the Cheboksary State University, this workshop was 1st of its kind, bringing together businesses, academia and public sector representatives to exchange their views on how best to proceed to reap the benefits of WTO Accession; main issues discussed included negotiations on market access commitments in industrial goods and agriculture, as well as process of adjusting to WTO rules and regulations through domestic reforms - Following on from Ugandan case study on A4T, 3 new case studies on assessing the impact of A4T from private sector perspective in Mauritius, Kenya and Rwanda - 54 issues of the Trade Policy Business Briefing produced and circulated to 4,000 recipients 	<p>private companies about the status of Russia's Accession negotiations and specific challenges for the Chuvash Republic. Through presentations from a diverse set of perspectives and considerations, participants equally enhanced their appreciation of their Governments' negotiation process and the role of the WTO in governing global trade relations. As such, this public-private dialogue contributed to the confidence needed for local businesses to strategize and undertake the necessary steps to deal with challenges that may occur as a result of Russia's entering into WTO. With respect to A4T, ITC is perceived as a key actor enabling SMEs to participate in this initiative, and as such participates in all key A4t official meetings.</p>
INT/U1/20B Jean-Sébastien Roure DCP/Business and Trade Policy	WTO accession - Pacific LDCs (01/01/2010 – 31/12/2013) ITF Window I	97 000	146 853	<ul style="list-style-type: none"> - Training on developing analytical capacity of Samoan private sector focusing on skill-building on market research and usage of trade information sources for tariffs simulations, or research on non-tariff barriers, delivered - JAG Panel session on "Trade Capacity for WTO Acceding LDCs" organized; panel included participation of the Immediate Past President of the Samoa Chamber of Commerce to showcase how commercial interests are reflected in Samoa's commitments; the role played by the private sector in managing the perception of WTO accession process, and in ensuring that business interests of the country are reflected in Samoa's negotiating strategy; as well as the support needed from the Samoan government and international institutions to address some of these challenges - On the occasion of the final formal meeting of the Working Party on Samoa's accession, ITC sponsored participation of representatives of private sector; ITC also financed participation of 3 private sector representatives at the WTO Ministerial in December where the accession of Samoa was formally adopted by WTO Members (valuable exposure and experience of negotiating mechanics in the WTO first hand) - Public-private dialogue held, marked by wide attendance (over 60 participants) representing all prominent stakeholders e.g. private sector, Samoan Government, NGOs, civil society, women entrepreneurs, specific business interests (e.g. tourism, insurance, agriculture, church groups, representatives from village communities, etc.); Samoan negotiating team explained and discussed each accession commitment in open and transparent manner, addressing specific concerns, and clarifying misunderstandings. This meeting assisted Samoa in building a solid national consensus in support of the WTO membership. 	<p>Understanding, ownership and confidence of the private sector in Samoa's bid for WTO accession has been strengthened (as reflected by the presentation of the Samoan Immediate Past President of the Samoa Chamber of Commerce during the JAG Panel on WTO Accession, the participation of key private sector representatives at the last Working Party Meeting and the WTO Ministerial Conference). ITC's endeavour in building the confidence of the private sector in the WTO Accession process has contributed in Samoa's accession to the WTO announced during the WTO Ministerial Conference held in Geneva on 17 December 2011. The support provided by ITC to Samoa throughout its accession process was recognized by Mr. Pascal Lamy, Director General, WTO, in his official speech delivered during the session on Samoa's accession of the 8th WTO Ministerial Conference.</p>
INT/U1/20C Jean-Sébastien Roure DCP/Business and Trade Policy	WTO accession – Lao PDR (01/01/2010 – 31/12/2013) ITF Window I	162 496	123 294	<ul style="list-style-type: none"> - 1st workshop aimed at presenting business implications and potential benefits of WTO accession for Lao PDR organized; through presentations and sharing of experiences, participants exposed to in-depth knowledge regarding process and technical issues around WTO Accession; 60 participants, mostly private sector (60%) and public sector (40%) - Workshop on specific business implications of services liberalization ; lessons from other acceded countries delivered; discussions specially focused on need to liberalize 2 sectors particularly important for Lao PDR: Financial Services and Tourism Services; participants included private and public sector representatives; effective forum for exchanges of views and consensus building both on dynamics of accession negotiations as well as on domestic development policies pertaining to services reform - Workshop on role of private sector organizations in context of WTO accession 	<p>Over the last year the atmosphere in Lao PDR has clearly shifted in favour of WTO membership. There is much greater awareness in the private sector that the WTO is necessary in order to underpin ongoing domestic reforms as well as to provide stability and direction to the regional integration process.</p> <p>With increased understanding of the demanding process of adjustments and negotiations, participants of the workshops were able to better appreciate their governments' leading role in this process, as well as realize their own (private sector) responsibilities in the process. Private sector feels that key sectors are now prepared for WTO accession (e.g. Garment) and that ITC's activities addressed the gaps in knowledge in the services area where the private sector is much less sure-footed compared to the area of goods. The private sector seems visibly keen to learn more about the implications of WTO membership. LNCCI has gained a good understanding of its advocacy role as well as on the ways and means to put it in action. The national consensus behind WTO accession seems to be firmer than last</p>

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				<p>process; lessons from other acceded countries delivered; discussions focused on the services private sector organizations may provide to its membership to keep them informed (status of negotiations, business opportunities, regulations and other NTMs, etc.) and to enable the private sector to play active role in negotiations (preparation and dissemination of position paper, communication strategy, etc.)</p> <ul style="list-style-type: none"> - Training delivered on developing business advocacy services and analytical capacity in LNCCI focusing on skill-building on market research and usage of trade information sources for tariffs simulations, or research on non-tariff barriers - WTO Reference Centre established in LNCCI with ITC support and guidance; ITC completed training of personnel required to run the centre which was welcomed by LNCCI; LNCCI now in process of completing logistical arrangements in order to get centre fully operational as soon as possible 	<p>year. However, work is required to go on creating deeper awareness. This is particularly true in some important regions which are home to major industries but where the message has yet to have impact.</p>
ETH/58/08A INT/U1/20F Jean-Sébastien Roure DCP/Business and Trade Policy	<p>WTO accession – Ethiopia (01/01/2010 – 31/12/2012)</p> <p>Spain</p> <p>WTO accession – Ethiopia II ITF Window I</p>	17 000 150 000	8 752 96 738	<p>Outputs achieved in parallel with INT/U1/20F WTO Accession Ethiopia II:</p> <ul style="list-style-type: none"> - Training on developing analytical capacity of Ethiopian private sector focusing on skill-building on market research and usage of trade information sources for tariffs simulations, or research on non-tariff barriers delivered; 40 participants - WTO Reference Centre established in ECCSA, EPOSPEA and EMPEA; dialogue with WTO on how to build synergies between ITC and WTO support for WTO Reference Centers initiated - Draft of case studies on Ghana/Nigeria Financial Services liberalization finalised - Regulatory audit for specific sectors (Services) - JAG Panel session on "Trade Capacity for WTO Acceding LDC's" organized; panel included participation of Ambassador of Ethiopia to showcase Ethiopian perspectives regarding the benefits envisaged from WTO membership, the challenges that Ethiopia is facing in the negotiating process, as well as what support Ethiopia needs from multilateral institutions in this regard - Public-private dialogue held on Financial Services Liberalization in the context of Ethiopia's WTO Accession; 60 participants. 	<p>Outcome achieved in parallel with INT/U1/20F WTO Accession Ethiopia II: Understanding and confidence in Ethiopia's bid for WTO accession is improving as reflected by the presentation of the Ethiopian Ambassador during the JAG Panel on WTO Accession. Ethiopia now envisages concluding its negotiations on WTO accession by 2015. Specifically, activities carried out in 2011 deepened the much-needed understanding of all stakeholders of the potential benefits, risks, and approaches taken by other countries in liberalizing their financial services sectors. In Ethiopia, the question is no longer whether or not it should embark on liberalization and reform in Financial Services, but when and how this should be done.</p> <p>Public-private dialogue participants from the government (responsible Ministries) gained understanding of the means and tools available to embark on Financial services liberalization, whereas participants from the private sector (commercial banks, associations) now acknowledge the necessity of engaging in the process by providing relevant inputs that can guide the Government in appropriate sequencing of reforms, prudential measures and limitations, as well as extent to which Ethiopia gives in to the requests for liberalization in the WTO Accession process.</p>
INT/U1/20D Jean-Sébastien Roure DCP/Business and Trade Policy	<p>WTO accession – LDCs in early phase of accession (01/01/2010 – 31/12/2013)</p> <p>ITF Window I</p>	255 876	165 406	<ul style="list-style-type: none"> - Participation as resource person in awareness raising workshops / seminars jointly with WTO - Please see also outputs under INT/U1/20C; INT/U1/20F; INT/U1/20B - Least Developed Countries breakfast meeting organized by ITC as side event to 8th WTO Ministerial Conference where Ministers of selected LDCs debated on the benefits of WTO membership - Two analytical papers produced on (i) the linkages between foreign investments and exports, including the role of business advocacy required to improve government policies towards exports by stimulating foreign investment; and on (ii) moving goods across borders rapidly, reliably and cost effectively 	<p>Please refer to outcomes shared under projects for Ethiopia (ETH/58/08A and INT/U1/20F), Lao PDR (INT/U1/20C), and Samoa (INT/U1/20B).</p>
PAK/70/02A Jean-Sébastien Roure DCP/Business and Trade Policy	<p>Pakistan Trade-related Technical Assistance (TRTA II) – Trade policy capacity building (06/06/2011 – 31/12/2014)</p> <p>UNIDO</p>	316 000	256 622	<ul style="list-style-type: none"> - Hardware and software needs of PITAD assessed - Required items procured - Partnership arrangement between PITAD and WTI, University of Bern, Switzerland finalized for enrichment of short and long term courses - Needs in PITADs courses identified - Survey completed of government ministries, agencies etc. and key outcome derived for curriculum development - 5 modules developed by PITAD, IBA, LUMS and TDAP (1 module jointly certified by PITAD and WTI already integrated the 2011-2012 curriculum of PITAD STP Programme) - 7 Master Trainees and respective Mentors developed training modules; 16 day face to face ad hoc training between Master Trainees and Mentors held in Bern, Switzerland; potential topics identified following a survey of government officers - Ad hoc training on Trade Policy formulation conducted by Master Trainers and Mentors in Pakistan (32 government officers trained) - Ad hoc training on Regional Integration conducted by Master Trainer and Mentor in Pakistan (35 government officers trained) - 5 Research Studies (on Services Trade and Regional Integration) finalised and presented during 2 public-private dialogues - Public-Private Dialogue Steering Committee (PPDSC) comprising of public and private stakeholders established in consultation with and approval from Ministry of Commerce to steer the process of Public Private Dialogues (PPD) and to commission a number of research studies to feed into the PPDs - Orientation framework/methodology for developing national trade policy and 	<ul style="list-style-type: none"> - Local technical expertise on trade policy has been strengthened - PITAD training capacity has been strengthened through the partial 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 co certify some of the modules developed by the Master Trainers under the supervision of their Mentors - Additional Secretary Department of Commerce and Industry, Government of Punjab who participated in the training informed that a budget of Rs. 2 millions for capacity building available in his department. He was impressed by the quality of training provided by the Master Trainers and expressed his interest in requesting them to conduct further capacity building activities. - Local research capacity has been strengthened through a peer-review mechanism established for the production of research papers by local experts from PITAD and other Pakistani research institutes. This process, which includes a continuous supervision of local experts by world class international experts, led to the finalization of technical papers which were used to inform the public-private dialogues. The foundations for a locally driven public-private interaction mechanism for trade policy formulation have been established through the recognition by the Government of the Public Private Dialogue Steering Committee and the activation of its Executive Committee, which has led the preparation, conducted, and carried out the follow up work of the first two public private dialogues (Trade in Services and Regional Integration).

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				<p>regulatory business friendly environment delivered</p> <ul style="list-style-type: none"> - TRTAll website contents and newsletters produced - First PPD on Trade in Services held with approximately 110 participants - 2nd PPD on Regional Integration held with approximately 100 participants - PPDs resulted in key policy recommendations for exports in services sector as well as in light engineering and textile made-ups sectors among ECO countries 	
INT/U1/20E Jean-Sébastien Roure DCP/Business and Trade Policy	Regional Integration and EPA (03/01/2011 – 31/12/2013) ITF Window I	640 000	435 523	<p>1.1 Series of reports mapping business advocacy capacity of African business organizations. 1.1 Drafting of two case studies on the business implications of regional integration (Textiles and clothing in the Andean Community; and Financial Services in Central America). 1.1 Drafting of a position paper on the challenges for the private sector stemming from the implementation of the SADC Free Trade Area and policy recommendations. 1.2 Participation and contribution to the working group on developing a framework for African private sector participation in trade policy formulation and multilateral trade negotiations. 1.3 Organization of a SADC wide public private dialogue on the business implications of the SADC FTA held in Johannesburg, South Africa, in September 2011. The workshop was designed to allow stakeholders, including national and regional business organizations, SADC member states representatives, SADC Secretariat and technical experts, to discuss and agree on the key elements of a regional strategy for promoting more effective, integrated and sustainable private sector involvement through public-private dialogue processes within SADC. The meeting gathered approximately 50 participants. 1.3 Organization of an EAC wide public private dialogue on the EAC Common Market Protocol and its implications for businesses held in Kigali, Rwanda, in November 2011. The workshop aimed to strengthen the technical understanding of the private sector on policy/regulatory issues of immediate concern related to the Protocol (and Annexes) as well as on the business opportunities and challenges stemming from them. To this extent, the workshop specifically addressed the five pillars of the EAC Common Market protocol (i.e. free movement of Goods, Persons, Services, Capital, and harmonization of policies and measures) and their respective implications for businesses. Through a consultative process, participants achieved to map out and prioritize the challenges stemming from the implementation of the EAC Protocol and initiated the design of a road map so as to address them. This work plan is to be taken a step further by the East African Business Council, on behalf of the private sector of the region.. Participants included a delegation comprising representatives from private sector and government officers from each EAC country, representatives from regional business associations such as the EABC, the Eastern African Grain Council, the Federation of East African Freight Forwarders Association, the Federation of Women Entrepreneurs Associations, as well as representatives from the EAC Secretariat. The meeting gathered approximately 40 participants.</p>	The awareness of the private sector of the implications stemming from regional integration process has increased. The private sector-led initiatives aimed at activating public private consultation processes on policy issues at regional level have intensified. ITC's role for regional integration and trade policy related activities and programmes is recognized, especially with regards to the involvement of the private sector. (e.g. ITC has become a member of the Pan African Private Sector Trade Policy Committee' - PAFTRAC)
Export Strategy Section; Chief: Anton Said					
INT/75/24B Eric Buchot DCP/Export Strategy	All ACP agricultural commodities development programme - Agri-food and agri-business sector strategy development (01/09/2007 – 31/12/2011) European Union	468 544	306 537	<ul style="list-style-type: none"> -Elaborated detailed sector strategies with corresponding plan of action and implementation framework -Strategy management mechanism confirmed and capacity-building in sector strategy implementation management facilitated - Exporters' requirements (current and potential exporters and entrepreneurs) confirmed -Defined scope and principal objectives of the sector strategy to allocate scarce resources adequately and effectively - Endorsement of the strategies by key stakeholders, including the main arms of the national or regional governments responsible for the sector -Strategies translated into national and regional development plans and policies and received adequate government backing 	<p>The following countries benefited from below's project's outputs: Central Africa (Cameroon – Manioc, Cameroon - Banane Plantain, Regional – DR Congo – Coffee), West Africa (Mali – Arabic gum, Burkina Faso – Arabic gum, Liberia – Cassava), ESA (Zambia – Cassava, Ethiopia – Spices), Pacific Region: (Solomon islands – Coconuts), Caribbean Region (Jamaica – Agri-foods, Grenada – Spices)</p> <ul style="list-style-type: none"> - Empowered national stakeholders from within the sector which are capable of contributing to export development activities -Improved ability to design policies with attention to local peoples' needs are more likely to be equitable and fair. Enhanced capacity and inclusion of marginalized groups (such as small size producers) - Improved public and private dialogue supporting the development of a national export culture in the above countries -Enhanced awareness of available options for export development and how to mainstream trade into national planning and policies -Improved ability of the sector representative to receive and utilize A4T. -Improved future interactions with the different stakeholder groups to achieve common understanding around complex, misunderstood or even contentious issues

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
INT/75/24C Eric Buchot DCP/Export Strategy	All ACP agricultural commodities development programme - Cotton sector strategy development (01/09/2007 – 31/12/2011) European Union	249 417	327 267	<ul style="list-style-type: none"> - Widespread consultation with all key stakeholders of both private and public sectors in cotton-textile-clothing and oil production industry of ECCAS sub-region - Value chain diagnostics conducted; key common constraints to trade for the ECCAS sub-region and critical success factors identified at various stages of value chain of cotton-textile-clothing and oil production industry; exporters' requirements (current and potential exporters and entrepreneurs) examined - Endorsement of strategies by key stakeholders of all segments of cotton-textile-clothing and oil production industry, including main arms of national and regional governments responsible for cotton sector - Elaborated detailed cotton/textile/clothing sector strategies for West and Central Africa with corresponding plans of action and implementation frameworks - Governance structures established in West Africa (WAEMU) - Planned framework recognized by the bodies of the WAEMU Commission, for mobilizing resources required for implementation of priority activities identified and for providing effective support in the development of the cotton-textile-clothing industry in the WAEMU region 	<ul style="list-style-type: none"> - Empowered national and regional stakeholders from within the cotton sector which are capable of contributing to sector development activities in West and Central African regions. - Improved ability of WAEMU Commission and ECCAS secretariat's officers to design policies with attention to local peoples' needs is more likely to be equitable and fair. - Improved public and private dialogue supporting the development of a regional export culture. - Enhanced capacity and inclusion of marginalized groups (such as small size cotton producers). - Improved future interactions with the different stakeholder groups to achieve common understanding around complex, misunderstood or even contentious issues. - Enhanced awareness of available options for export development and how to mainstream trade into national planning and policies. - Improved ability of the regional bodies to receive and utilize A4T.
RAF/20/115C Hernan Manson DCP/Export Strategy	PACT II - ECCAS Sector strategy (01/07/2009 – 31/12/2012) Canada	69 000	44 744	<ul style="list-style-type: none"> - Development of 1 Regional Coffee Sector Strategy for ECCAS using a stakeholder-led participatory approach with participation of all member countries including: Value chain constraints to trade, intraregional linkages and critical market-related success factors identification; high level private sector representation and ownership as well as policymaking arms of the national or regional governments; action plans providing a platform for improved decision making and allocation of resources - Capacity-building in sector value chain analysis and strategy management facilitated to ECCAS Secretariat 	Improved public and private dialogue supporting the development of a regional export culture. Enhanced awareness of available options for trade development and mainstreamed into planning. Improved ability to design policies with attention to stakeholder needs is more likely to be equitable and fair. Improved future interactions with the different stakeholder groups to achieve common understanding around complex, misunderstood or even contentious issues.
RAF/20/116D Hernan Manson DCP/Export Strategy	PACT II - ECOWAS Sector strategy (01/07/2009 – 31/12/2012) Canada	101 000	146 168	<ul style="list-style-type: none"> - Development of 1 Regional MANGO sector strategy for ECOWAS using a stakeholder-led participatory approach with participation of member countries including: Value chain constraints to trade and critical market-related success factors identified; high level private sector inputs as well as policymaking arms of national governments; activities and log frame as platform for improved decision making, alignment at national level and allocation of resources - Strategy management and implementation mechanism (ECOWAS TEN Core team) confirmed by EXPECT - Capacity-building in sector value chain analysis and strategy management facilitated to Core team and ECOWAS/TEN experts 	Improved public and private dialogue supporting the development of a regional export culture. Enhanced awareness of available options for trade development and mainstreamed into planning. Improved ability to design policies with attention to stakeholder needs is more likely to be equitable and fair. Improved future interactions with the different stakeholder groups to achieve common understanding around complex, misunderstood or even contentious issues.
RAF/20/114B Hernan Manson DCP/Export Strategy	PACT II - COMESA Sector strategy (01/07/2009 – 31/12/2012) Canada	294 000	243 464	<ul style="list-style-type: none"> - Development of 1 Regional leather sector strategy for COMESA using a stakeholder-led participatory approach with participation of 15 member countries including: Value chain constraints to trade and critical market-related success factors identified; high level private sector inputs (60% representatively) as well as policymaking arms of national governments; detailed implementation plans for improved decision making and allocation of resources - 3 National case studies (Malawi, Zimbabwe and Uganda) with detailed value chain analysis done by value chain stakeholders - Strategy management and implementation mechanism (core team) confirmed - Participatory meetings in Zimbabwe for development of national sector strategy COMESA - Capacity-building in sector strategy implementation management facilitated to core team and COMESA LLPI 	Improved public and private dialogue supporting the development of a regional export culture. Enhanced awareness of available options for trade development and mainstreamed into planning. Improved ability to design policies with attention to stakeholder needs is more likely to be equitable and fair. Improved future interactions with the different stakeholder groups to achieve common understanding around complex, misunderstood or even contentious issues. As per COMESA Secretary General letter to ITC dated 23 January 2012: "This process has stimulated regional collaboration amongst the private sector stakeholders and has also helped the COMESA leather industry to focus on value addition rather than on the export of raw materials. This strategy document is pivotal in our fund raising drive and will inform our programming for the sector in the next 10 to 15 years."
INT/U1/26A Anton Said DCP/Export Strategy	Export strategy design and management (01/01/2010 – 31/12/2012) ITF Window I	841 100	717 903	<ul style="list-style-type: none"> - Endorsement of national strategies by key stakeholders in Dominica - Support to the development of a national export culture reported in Jamaica, Liberia, Uganda, Dominica and Yemen - Strategy management mechanism confirmed and capacity-building in strategy implementation management facilitated in Jamaica, Dominica and Liberia - ES Section capacity built according to 2010-2011 plan - Enhanced support tools for use by beneficiaries developed and deployed in English/French - ES support literature refined (including material in French) - ES support systems developed to allow better management and monitoring of activities around projects, including those not managed by ES - Business development activities held for Antigua and Barbuda, Armenia, Guyana, Kenya, Kyrgyzstan, Liberia, Palestine and Viet Nam - Support to Yemen NES initiative after NTF II was frozen 	<ul style="list-style-type: none"> - Empowered national stakeholders capable of contributing to export development activities. - Improved public and private dialogue supporting the development of a national export culture - Enhanced awareness of available options for export development and how to mainstream trade into national planning and policies in Liberia and Yemen. - Improved ability to design policies with attention to local peoples' needs is more likely to be equitable and fair. - A strengthened capacity of the country's policymakers, TSIs and enterprises to formulate and manage export development strategies that are relevant and realistic. - An increased capacity of private and public institutions to support and stimulate exports through the provision of relevant and accessible trade support services. - Improved ability of the country to receive and utilize A4T. - Increased number of policy proposals by TSIs reported in Jamaica and Dominica.

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
Office for Africa; Acting Chief: Constantin 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	158 000	49 712	- Joint ITC/UNCTAD Workshops on maximizing benefits from WTO membership - Final version of the Study on "Implications of Loss Preferential Market Access"	Aligned with the recommendations of October workshop on "Cape Verde graduation and its impacts on markets access" it was reported that Cape Verde signed up the GSP+ with the European Union Refer to the following link: http://trade.ec.europa.eu/doclib/press/index.cfm?id=763
MLI/19/03A Ekutu Bonzamba DCP/Office for Africa	Mali - Participation à la foire Fruit Logistica 2011 (15/10/2010 – 15/08/2011) Mali	96 000	88 293	Effective participation of Malian exporters of fruits and vegetables in Fruit Logistica Trade Fair (Berlin)	-Strengthening of partnership between Malian exporters and their respective importers - Additional contacts made with potential importers from Europe (France, Netherland, Germany, Spain, and Italy) and Maghreb Countries (Egypt, Tunisia, Morocco, Algeria, and Libya)
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	255 000	548 193	- Mapping of Ivorian main TSIs realized with joint collaboration of Association de promotion des exportations de Côte d'Ivoire (APEX-CI); serves to determine TSIs that will be involved in the design of a national export strategy and will benefit from training in institutional strengthening; out of 42 TSIs identified, 16 identified as priority TSIs that may be considered to benefit from capacity building activities to be offered under PACIR - Ivorian trade counsellors based in Brazil, Canada, France, Ghana, Germany, Switzerland, the United Kingdom and the United States trained on trade information and foreign trade representation; training very important for new Government of Côte d'Ivoire whose main commercial objective is to promote Ivorian exports and FDIs - Personnel of Cour d'Arbitrage de Côte d'Ivoire (CACI) benefited from a study tour in Paris at Centre de Médiation et d'Arbitrage de Paris (CMAP); training delivered by the CMAP contributed to enhance skills on mediation and arbitration	APEX-CI has benefited from ITC's methodology on TSIs assessment and is able to assess TSIs strengths and weaknesses; formulate capacity building activities for institutional strengthening. Ivorian trade counsellors have been provided with tools and methodologies which will allow them to promote efficiently Ivorian products and services abroad. This promotion will directly benefit to the Ivorian external trade and is supposed to have a positive impact on FDI.
MLW/17/03A Ramin Granfar DCP/Office for Africa	SADC Supply chain and logistics programme – Malawi (01/01/2010 – 30/06/2012) Flemish Government	104 000	86 823	- Cooperatives continued sales to the formal markets through the cooperatives which have diversified their production according to the formal market demand	Small holder farmers doing repeatedly business with formal markets with which they had no previous dealings. Increase in productivity. Increase in incomes of participating farmers.
MOZ/6A/01A Silencer Mapuranga DCP/Office for Africa	Mozambique - Capacity building for effective trade policy formulation and management (01/05/2010 – 30/06/2012) Mozambique One UN	439 000	138 240	- Completed pedagogic training materials, practical exercises and case studies developed by ITC, Chamber of Bogota and CACM in Portuguese for the training of mediators - 42 people trained on mediation techniques and practices using ITC training materials - 55 people trained in contract development by BE on Train-the-Trainer and SMEs level - Progress report submitted and endorsed by government - IPEME and SMEs brought into the design of NES, and IPEME now key organizational player in NES discussions	- Model contracts knowledge to SMEs enhanced. - ITC has increased scope of its services to SMEs in various provinces. - IPEME knowledgeable about business contracts and partnership agreements.
URT/98/02A Silencer Mapuranga DCP/Office for Africa	Standards and trade development facility, Tanzania UR - Supporting the Horticulture development council (01/10/2009 – 30/09/2011) WTO	25 000	20 796	- Supervised, reviewed and guided HODECT in designing its future services as the think-tank and leader TSI in the Horticulture business development area and under the Kilimo Kwanza programme of the government; supervised HODECT to design an SPS, Globalgap and Quality services framework for the horticulture sector in Tanzania mainland and Zanzibar as agreed with WTO - HODECT CEO and Chairman trained and exposed to Horticulture business trends and supported/assisted to attend global fora for the relevant horticulture thematic issues Food Logistica, African food fair, ITC WEDF etc.	HODECT infrastructural setup established and scope of future service delivery system agreed by public/private sector in the horticulture sector. HODECT now leading the horticulture and tourism business discussions for linking and bringing together the various product specific TSIs/Associations from the two subsectors, into an inclusive supply and value chain system.
MOZ/70/01A Silencer Mapuranga DCP/Office for Africa	Mozambique Business Environment Support and Trade Facilitation Programme (BESTF) - Strengthening IPEX (01/10/2009 – 31/12/2011) UNIDO	425 000	451 608	- NES preparation workshops completed and document submitted to the country for translation and final approval/endorsed by beneficiaries - Trade information system partially upgraded and related management skills enhanced: (i) Completed training of IPEX staff in trade information management; (ii) Procurement of journals completed and delivered to IPEX. - Packaging Information Centre web system developed and content partially developed	IPEX management now able to better lead and coordinate NES design in country; the country now understands the scope and meaning of designing a National Export Strategy. Services to SMEs are improved through material and website facility.

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INT/U1/66A Silencer Mapuranga DCP/Office for Africa	Project Development - Integrating Horticulture into Tourism Supply/Value chain (01/08/2011 – 31/12/2011) ITF Window I	72 300	70 727	- Workshop completed in August 2011 - Project Document discussed and shaped by stakeholder: Hotels and producers - Project document prepared through national consultations	Project document submitted to PQAG as Project Plan for approval by SMC.
MOZ/17/04A Silencer Mapuranga DCP/Office for Africa	SADC Supply chain and logistics programme – Mozambique (01/01/2010 – 30/06/2012) Flemish Government	268 000	84 006	- Partnership agreements changed in ITC's project partner from CEPAGRI to IPEME on advice of the Ministry of Trade - Partnership with IPEME built and activities conducted according to plans from end of August 2011 - ITC facilitated training of IPEME personnel in the United Republic of Tanzania toward developing IPEME's own programme of Fruit/Vegetable supply chain to supermarkets; - IPEME Senior Management (4) and 6 SMEs trained in food processing at SIDO in the United Republic of Tanzania - Inter-organizational MoU signed between SIDO and IPEME for further SME training in food hygiene and supply to supermarkets - ITC delivered training for GS1 system for bar code registration in Mozambique, something readily adopted by both businesses and government and in support of the supply of packed fruits and other fresh products - ITC commenced procurement of 2 small-size machines for crushing Amarula seeds into export oils to South Africa	The IPEME as a TSI now understands the scope and meaning of designing a supply chain system in the agro-industry sector and how to process products under stringent hygienic conditions. Management has been exposed to the operations of similar LDC-based organizations that are successfully supporting SMEs and informal sector businesses. Initial sales of Amarula oil initiated for a South African buyer, under the ITC partnership with JICA's One-Village One-Product in Chokwe district.
INT/20/100A Calson Mbegabolawe DCP/Office for Africa	PACCIA / PACT II UMBRELLA (01/10/2008 – 31/12/2013) Canada	505 000	883 320	- RBM reporting, based on M&E, performance agreements - Increased decentralization of funds and implementation to RECs, through grant MOUs - Regular Senior Management Committee and Programme Steering Committee meetings that reviewed and approved programme performance - Enhanced liaison and communication tools and utilization	- Fund decentralization to the RECs has contributed to the enhancement of their own capacity to manage and deliver trade development and promotion work - Increased use of M&E and RBM reporting in both PACT related and RECs own programmes - Improved coordination of PACT contributed to improved achievement of programme deliverables, more in line with RECs, CIDA and ITC expectations - Improved programme coordination to deliver work plan targets in all key programmes - Increased RECs, TSI and SMEs capacities to facilitate TDP
INT/20/104D Calson Mbegabolawe DCP/Office for Africa	PACT II - ECOWAS Coordination (01/01/2009 – 31/12/2013) Canada	169 000	390 784	Coordination outputs achieved including: - Annual work plan for 2011 - Monitoring and implementation reporting - Liaison and communication channels	- Institutionalization of ECOWAS-wide programme, -wide coordination and management of PACT deliverables, in particular a functioning ECOWAS TEN - RTA facilitated the initiation of ECOWAS platforms and forums supporting trade development and promotion in the region - ECOWAS co-funded its PACT-supported EXPECT programme, a long-term initiative on trade development and promotion
INT/20/103C Calson Mbegabolawe DCP/Office for Africa	PACT II - ECCAS Coordination (01/01/2009 – 31/12/2013) Canada	190 000	354 340	Key programme implementation and management outputs included: - Annual work plan - Monitoring and implementation - Liaison and communication strategy	ECCAS Secretariat acquired RBM skills and methodologies that were used for its regional work planning for 2011. The programme facilitated the training of regional experts on trade information and market analysis and research skills. Trade division institutionalised programme implementation systems, including monitoring and evaluation practice.
INT/20/102B Calson Mbegabolawe DCP/Office for Africa	PACT II - COMESA – Coordination (01/01/2009 – 31/12/2013) Canada	221 000	318 180	- Annual work plan prepared and approved by COMESA, ITC and PSC - Monitoring and evaluation reports - Improved Liaison and communication among programme stakeholders	A key coordination outcome was the institutionalization of the Regional Implementation Unit where REC Secretariat officials regularly review and coordinate programme delivery, as well as monitor and evaluate progress towards achieving the principal programme outcomes.
RAF/20/101A Sebastian Turrel DCP/Office for Africa	ACCESS II for African businesswomen in international trade (01/11/2008 – 31/12/2013) Canada	927 000	899 252	- Programme rolled-out and training provided to women entrepreneurs by AFP at country level (Cameroun, Chad, Nigeria, Kenya, Benin, Zambia and Rwanda, Congo, RDC and Liberia) - Full-fledged Business Counselling post-training offered to selected beneficiary countries (Ethiopia and Uganda) - Delivery of ACCESS! training activities at national level as per approved national strategy documents for all 19 countries - Assisted selected TSIs to implement country-specific exporter readiness programmes and services for businesswomen and link them to sector specific structures through Business Counselling (Uganda, Kenya and Ghana) - New ACCESS! web portal operational	- Certification of new national teams of trainers in 19 countries, including national leaders - Unexpected outcome: Spontaneous Market access initiatives delivered by National Focal Point institutions with their own resources and for selected markets (US + South Africa)

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
Office for Asia and the Pacific; Chief: Xuejun Jiang					
CPR/22/07A Raimund Moser DCP/Office for Asia and the Pacific	Export Development in Chongqing China (01/08/2011 – 31/03/2012) China	100 000	69 538	<ul style="list-style-type: none"> - 3-day training workshop on market analysis and market profiles held 9-11 November for 32 participants (17 women) - 4-day training-of-trainers workshop for TSIs and market analysis consultants held 14-17 November in Chongqing. 23 persons trained (11 women). 11 full-time participants certified as ITC trainers (4 women) - 1 Seminar on food safety in world trade held 29 September in Chongqing for 70 participants; 25 corporate representatives (11 women- 45%) equipped with tools to implement corporate food safety management systems - On-site counselling and advice provided for 2 agro-processing companies in Chongqing to improve capacities to implement ISO 22000 requirements 	To be reported in 2012.
CMB/49/05A Raimund Moser DCP/Office for Asia and the Pacific	Cambodia - Sector-wide silk project II (01/04/2010 – 31/03/2012) New Zealand	520 000	473 716	<ul style="list-style-type: none"> - 1057 workshop participants trained (970 women) - 150 training workshops held to build capacities in: Basic and advanced weaving techniques (manual and semi-automatic looms); dyeing (azo-free dyes/German dyes; natural dyes; Thai dyes); product specialization with highly skilled weavers; weft preparation; costing and pricing; trade fair participation; design creation (patterns and colours); embedded embroidery; export marketing and branding; purchasing imported silk yarn; quality control - Participation in 3 international trade fairs (Lifestyle Vietnam; Hongkong trade fair; Paris Maison and Objet trade fair) and 1 national trade fair (Angkor Handicraft Fair) prepared, supported and facilitated - 1 product catalogue developed and dispatched to 200 potential buyers - 3 missions of buyers facilitated - 8 study tours to markets organized - 3 new purchasing units established in Prek Chang Kran, Kandal Koh and Mreas Prao and Prai - New credit lines established for purchasing units - New contacts and commercial links developed with buyers including Jordan River Foundation, The Bodhi International Co., Ltd, Phildansk and the Priddy Brothers - 4 Silk Sector Steering Committee Meetings organized - Project website set up: www.cambodiansilksector.org - Facebook site created and regularly updated - 1 mid-term evaluation conducted - Roadmap for the establishment of a national Silk Board prepared and approved by SC - Demonstration on silk yarn sourcing - Access to trade finance facilitated through EMAF for Goel Community, Women for Women, Craft Village, Village work, KSV, Rajana association and Sentosa to join Lifestyle Vietnam Fair in April 2012 - 329 End-of-project surveys completed - Follow-up silk project idea under EIF Tier II prepared and approved by SMC 	<ul style="list-style-type: none"> - Skills and production capacity of approx. 200 weavers upgraded - 3 new purchasing units established in Prek Chang Kran, Kandal Koh and Mreas Prao and Prai - Design and product development skills of 60 weavers strengthened - 203 weavers enabled to serve export markets - 11 silk exporting silk enterprises improved their business management, marketing and branding skills (Watan; Santosa Silk; Kravan House; Rajana; Nyemo; RCC; Woman for woman; Color of Life; KSV; CCC; Goel; Samatoa - 32 export transactions with new buyers facilitated - Forecasted export sales equivalent to US\$ 100,000 generated - 3 businesses enabled to become export-ready - Sales revenue for silk scarves increased by 57%
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	150 000	94 906	<ul style="list-style-type: none"> - Supply and demand surveys in handicraft and agriculture sectors undertaken - Assessment of training needs for local handicraft producers conducted - Curriculum for agriculture related training programme developed, covering modern techniques of production and supply chain management - Study tour organised for 14 local handicraft producers, including 12 women - 24 participants (20 women) trained in pricing and costing and organization of their businesses - Capacity building meetings organized for ethnic groups and household-based businesses to improve raw material sourcing with 62 participants (46 women) 	The project is in early implementation stage. Therefore assessing actual outcomes are premature. The delivery of outputs has been satisfactory and the project is moving forward smoothly.

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
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	651 000	530 670	- 5 value chain studies conducted - Design support and training on fair trade participation provided to 15 companies - Programme brochure and website developed and disseminated - Support provided for Lifestyle Vietnam 2011 (a specialized trade fair) - Training workshops on entering and selling in the US Market organized: on opportunities and requirements of Fair Trade; on CBI Export Coaching Program for Home Decoration and Home Textiles Training; and on Product and Range Development with 117 participants (72 women) - Export readiness assessment for US market prepared by Aid To Artisans - Proposal submitted to the Documentation Initiative launched by UN Women Catalogues displaying the traditional patterns and natural dyes of ethnic minority groups created for the Hanoi Gift Show 2011	Preliminary results suggest that the project is progressing satisfactorily towards achieving its outcomes. Value chains are now better understood by all stakeholders while increased export orders may well imply good prospects for improved incomes at the household level.
INT/U1/69A Govind Venuprasad DCP/Office for Asia and the Pacific	Project development: Fiji - supporting the horticultural sector (12/09/2011 – 31/10/2012) ITF Window I	44 700	26 738	Draft contribution agreement under discussion.	No outcomes to report to date.
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 – 31/07/2012) ITF Window I	61 000	61 838	Initial draft project document for Tonga completed.	No outcomes to report to date.
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 – 31/12/2011) Sudan	47 000	36 700	- Workshop on trade information management - Recommendations on the improvement of the TIC - Project proposal for the improvement of the TIC	The project showed the importance and the interest of the trade information in the process of trade and export development.
TUN/61/120A Abdeslam Azuz DCP/Office for Arab States	Project de promotion des exportations tunisiennes (05/01/2009 – 30/04/2012) Switzerland	279 000	193 546	- Trade intelligence collected and processed in the format agreed upon by network members; Trade intelligence platform created and improved on a regular basis by the "Comité de Veille" - 2 sector strategies finalized and endorsed by stakeholders - Implementation plans finalized and prioritized - Group of 11 enterprises selected for further assistance under Module 3 on the basis of pre-established criteria; enterprise diagnostics related to strategic positioning and production undertaken for the selected companies; Action Plan of assistance to the 11 companies finalized and endorsed with counterparts.	The complete ownership of the Trade Intelligence network (réseau de veille) by the national counterparts: - The "Comité de Veille" holds meetings on a regular basis to ensure full coordination, problem solving and anticipation of needs among members for the platform (contributions, dissemination to private sector...) - Capacities built under the project have enabled network members to complete and update their trade intelligence management skills on the selected topics on a regular basis and to disseminate it to key stakeholders in the private sector. - Potential partnerships with other national entities involved in the area of trade intelligence and veille are being discussed to ensure complementarities at the national level (e.g. Institut Arabe des Chefs d'Entreprises). - Interest for replication of the model in regional institutions (e.g. Chamber of Commerce of the Centre) funded by GTZ (reporting by Ministry of Trade, Industry and Tourism). The full ownership of the sector strategy formulation process by the Tunisian counterparts and the setting up of a follow-up group which is prioritizing actions related to the implementation of the Action Plan. Capacities built during the process, particularly within the Ministry and in CEPEX will enable counterparts to replicate the process for other sectors.
OCT/78/517A Abdeslam Azuz DCP/Office for Arab States	Project on Export Development in occupied Palestinian territory (oPt) (01/09/2011 – 31/03/2015) UNDP	200 000	130 320	- 121 assessed PalTrade's existing structure and functions, human resources, and services - 122 identified gaps in staff/institution expertise - 123 defined corresponding staff development needs or procedural improvements - 140 coached PalTrade on conducting survey for PalTrade Client Survey with members-and non-members (appx. 400) and Coach PalTrade on conducting NTM	No outcomes to report to date.

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
MAL/36/08A Abdeslam Azuz DCP/Office for Arab States	Malaysia - Strengthening the training department of the Trade Development Corporation MATRADE (01/07/2009 – 30/06/2011) Islamic Development Bank	14 000	15 202	Revised project document finalized, validated in workshop and shared with all stakeholders and ITFC for financing	The project has resulted in a greater awareness among TPOs about the importance of strengthening their training departments and the need for enhanced networking among TOPs in OIC Countries.
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	723 000	888 430	<ul style="list-style-type: none"> - Specific outputs for each EnACT country project are reflected under the respective EnACT country project portals - Technical missions to EnACT countries undertaken - Annual progress and financial report submitted to CIDA - EnACT programme website revamped - Participated in Annual report presentation organised by the Ministry of Foreign Trade of Morocco in Rabat - Organised consultation mission for Tunisian delegation to ITC in Geneva - EnACT programme roundtable organised in Geneva with all the 5 EnACT countries participating - Participation in Canadian Synergy Group Meeting organised by the Embassy of Canada in Cairo - Regular programme update to ITC management 	Implementation in accordance with the workplan and country priorities. Donor satisfied with programme management and reporting. Actual outcomes for each EnACT country project are reflected under the respective EnACT country project portals.
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	468 000	314 909	<ul style="list-style-type: none"> - 10 SMEs in the agro-food sector selected to be coached to export to the Canadian market - Non-tariff measures survey report completed - CTAP completed with 24 trade advisors certified as well as 8 individuals under trainers programme - 21 SMEs audited in process of CTAP programme with assistance from international coaches - 2 market profiles workshops held in Oujdah and Rabat - Training on quality and standards held for Moroccan leather sector in Casablanca in collaboration with the Moroccan federation of leather industries - Institutional diagnostic report finalised and submitted to Moroccan authorities - Workshop on customer follow-up after trade shows for leather goods exporting enterprises - Order by Japanese luxury goods company facilitated by EnACT for Moroccan made leather bags with average sale price of € 200 per handbag from Morocco thanks to design improvements by EnACT advisors - Audits for Export completed in Fes with 9 Leather SMEs; problems identified 	Moroccan exporters conduct business. New export orders generated leading to employment creation for women and youth in the leather sector. For example, each Moroccan made leather bag creates 18 hours of employment. <ul style="list-style-type: none"> - Moroccan companies conduct business with Egyptians. - Trained export advisors conduct audits for SMEs in the leather sector. - Problems facing small exporting firms identified and discussed with Government so that solutions could be brought. Most of these problems relate to the SMEs' lack of access to modern equipment in order to be competitive in today's markets.
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	210 000	381 885	<ul style="list-style-type: none"> - Report on export potential of handicraft products made in the interior of Tunisia completed and shared with the Tunisian authorities - CTAP workshop held; field work and coaching in progress - Work ongoing on revamping website of Ministry of Commerce and Tourism - Survey on Tunisian carpet exports completed and presented to stakeholders - Tunisian handicrafts exporters coached and supported during the Maison et Objet international professional salon in Paris. The participation was successful, leading to participants generating orders of up to € 21,000 and 40 new contacts for potential follow-up - 28 CTAP Advisors received ITC Certification 	<ul style="list-style-type: none"> - Tunisian exporters conduct business. New export orders generated leading to employment creation for women and youth - Handicrafts sector exposed to international markets; SMEs meet potential buyers. - SMEs conduct business; companies in the handicrafts sector independently participate in Trade Fairs and increase exports; trained trade advisors support SMEs in their first exports. - Certified CTAP advisors start coaching small exporters. A programme called First Step, initiated by EnACT in Tunisia, helps enterprises accomplish their first export with the help and coaching of the new certified advisors
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	490 000	318 542	<ul style="list-style-type: none"> - National Trade Observatory (NTO) established and started providing technical and advisory assistance by applying ITC's database to provide information for relevant departments within the ministry of industry and trade - NTO prepared a report for the Jordanian Government on Jordan's potential export opportunities in the African markets - Workshop on market analysis tools conducted for staff of national trade observatory, Ministry of Industry and Trade, JEDCO, and the department of statistics - Report on National Branding finalised and presented to Jordanian authorities - National Export Strategy consultations held with stakeholders - 2 Jordanian SMEs in the Handicraft Sector connected to the Louvre Museum to sell their art crafts in the Museum store 	<ul style="list-style-type: none"> - National Trade Observatory (NTO) provides technical and advisory assistance to the relevant departments within the Ministry of Industry and Trade. - Women-owned Jordanian companies conduct business with Louvre Museum in Paris. - Companies prepared to participate independently in international trade fairs. - Companies conduct business with Egyptian counterparts.

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
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	288 000	510 612	<ul style="list-style-type: none"> - Study on non-oil exports from Algeria drafted to be submitted to the Ministry of Commerce - Cooperation with Women and Youth business associations initiated - Training workshop held for women entrepreneurs on the opportunities presented by exports and challenges specific to Algeria - Training workshop on e-commerce held for women and youth entrepreneurs - Partnership built with the Ministry of Tourism and Handicrafts to support artisans participating in exhibitions, trade fairs and in organising an itinerant exhibition of Algerian crafts in Spain, France and Germany - Business Information Review finalised and recommendations including a workplan to set-up a trade information centre submitted to ALGEX - CTAP training workshops held - Report on institutional diagnostic prepared and summary submitted to the stakeholders 	SMEs ready to participate independently in trade fairs.
RAB/20/133A Torek Farhadi DCP/Office for Arab States	Enhancement of Arab capacity for trade (EnACT) – Egypt (01/04/2009 – 30/03/2013) Canada	215 000	415 519	<ul style="list-style-type: none"> - Marketing and branding workshop completed in Cairo - Marketing focus group held with 33 companies from Egypt Engineering Council; concepts of a "Buy Egyptian products" campaign circulated with stakeholders - Report on Egypt's export performance in COMESA markets prepared and findings presented to the Minister of Industry and Foreign Trade - Training programme held at UN Women's premises for young women (jewellery makers) on designing for export - Paper on harnessing Egyptian industrial assets to the benefit of Trade completed and draft submitted to the Minister of Industry and Foreign Trade - Partnership established with the Foreign Trade Training Institute to collaborate with ITC in organising training programmes in Cairo - Non-tariff measures (NTMs) survey launched in Egypt 	Egyptian companies conduct business with Moroccan and Jordanian counterparts. They are now more conscious of how they can use the Egyptian Free Trade Agreements for increased Exports, especially towards sub-Saharan Africa with the COMESA Bilateral Agreements.
INT/U1/76A Ashish Shah DCP/Office of the Director	Project Development: Preparation of the Sustainable employment through export development (SEED) program (01/11/2011 – 31/03/2013) ITF Window I	3 600	3 475	No outputs to report to date.	No outcomes to report to date.
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 ITF Window I	84 000	17 371	<ul style="list-style-type: none"> - Consultations with the national focal points and with officials from the participating countries' permanent missions in Geneva 	<ul style="list-style-type: none"> - Relations with officials at the permanent missions of Belarus, Kazakhstan and the Russian Federation in Geneva reinforced. As a result, countries' endorsement of ITC's activities in the region obtained. - Obtained commitment of beneficiary countries to the project activities and approach, as demonstrated by the assignment of a national focal point in each country, including received recommendations for national consultants.
TAJ/61/124A Armen Zargaryan DCP/Office for Eastern Europe and Central Asia	Trade promotion in Tajikistan (01/09/2009 – 31/12/2012) Switzerland	532 000	614 882	<ul style="list-style-type: none"> - 2-day workshop on Market Analysis and Investment Promotion conducted by ITC experts, 21 participants - Compendium of studies on the Russian clothing market prepared, and circulated among pilot companies, relevant ministries, local BSPs - Exchange visit to Tajikistan of a Kyrgyz delegation organized, consisting of designers and university representatives, aimed at introducing Kyrgyz BSPs to Tajik T&C companies, share experiences, and facilitate establishing business contacts - Workshop on "Success in the International Fashion Market: Steps for Planning, Preparing and Participating" conducted - Participation in Ethical Fashion Show Paris, organized for 2 Tajik artisanal companies - Participation in the "Textillegprom" trade fair in Moscow, Russia, organized for 7 Tajik T&C companies - Meetings conducted in Dushanbe and Khujand to disseminate the results of the Paris Ethical Fashion Show and Moscow "Textillegprom" trade fair (79 participants, 57 women) - 2 seminars on "Quality and Productivity Gain Sharing for Sustaining the Improvement in Textile and Clothing" conducted in Dushanbe and Khujand, 43 participants (22 women) - Training of trainers on "Effective Training of Industrial Sewing Machine Operator" organized in Bishkek, Kyrgyz Republic; Representatives of 4 Tajik 	<ul style="list-style-type: none"> - 2 beneficiary artisanal SMEs have upgraded their product range, based on ITC's customized recommendations to present their products in the French market - 10 beneficiary T&C SMEs have upgraded their product range, based on ITC's customized recommendations to present their products in the Russian market - The T&C sector has received customized export market intelligence related to the Russian T&C market. - T&C sector stakeholders have been introduced to existing sources of T&C market information and have acquired the necessary know-how for making good use of them. - Universities and other participating local organizations, including consultancy firms, have reinforced their expertise in the generation and communication of market intelligence to the T&C sector.

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
				<ul style="list-style-type: none"> clothing companies (2 from Dushanbe and 2 from Khujand) attended the training. - Report on "Competitive Material Sourcing" prepared by ITC experts and disseminated to relevant stakeholders - Practical internship for 2 students from Kyrgyz State University of Construction, Transport and Architecture (KSUCTA) arranged at Tajik clothing company "Yokutiyon" - Study tour organized for personnel from 2 accredited Tajikstandart food testing laboratories to Budapest, Hungary organized - Follow-up mission by ITC Senior Adviser on Standards and Quality Management undertaken - 2nd and 3rd meetings of Working Group on SPS and TBT held; Action Plan discussed and finalized - Follow-up mission to the field on SQAM-related project activities undertaken by ITC Senior Adviser on Standards and Quality Management - Mission by international consultant on SPS undertaken for completing the analysis of the distribution of roles and responsibilities for food safety activities between various Ministries and agencies of the Government of Tajikistan - Food Safety Assessment matrix prepared, which identifies gaps and duplication of activities among different institutions in the field of food safety - Roundtable organized with stakeholders in the SPS area to discuss the options for change to minimize duplication and reach consensus on the way forward - High-level seminar on "Implications of the SPS Agreement for Public Sector Management" organized - Project Steering Committee Meeting held 	
KYR/61/123A Armen Zargaryan DCP/Office for Eastern Europe and Central Asia	Trade promotion in Kyrgyzstan (01/09/2009 – 31/12/2012) Switzerland	439 000	545 601	<ul style="list-style-type: none"> - 2 workshops on Market Analysis and Investment Promotion conducted, 16 participants (8 women) - 2nd workshop on Market Analysis and Investment Promotion conducted at the request of the Kyrgyz Chamber of Commerce, 18 participants (8 women) - Legprom's website developed and launched - 2nd market study focusing on detailed analysis of Russian clothing market prepared and circulated among stakeholders - 1-day training conducted on Core Consultancy Skills in cooperation with EBRD BAS Programme - Exchange visit organized to Tajikistan of a Kyrgyz delegation to share experiences, and facilitate establishing business contacts, consisting of designers and university representatives - Assisted association Legprom in organizing a fashion fair in February and a vacancy fair in June - 3rd mission of ITC experts on product design and development, and quality management and productivity conducted to T&C and artisanal company - Seminar on "Quality and Productivity Gain Sharing for Sustaining the Improvement in Textile and Clothing" conducted, 37 participants (26 women) - Training of trainers on "Effective Training of Industrial Sewing Machine Operator" organized with participation of representatives of 16 Kyrgyz clothing companies and BSPs - Workshop on "Success in the International Fashion Market: Steps for Planning, Preparing and Participating" conducted - Participation in the Ethical Fashion Show in Paris, organized for 4 Kyrgyz artisanal companies; Participation in "Textillegprom" trade fair in Moscow, organized for 10 Kyrgyz T&C companies; follow-up meeting conducted to disseminate the results of the Paris Ethical Fashion Show and the Moscow "Textillegprom" - Report on "Competitive Material Sourcing" prepared by ITC experts and disseminated to relevant stakeholders - Practical internship for 2 students from Kyrgyz State University of Construction, Transport and Architecture (KSUCTA) arranged at Tajik clothing company "Yokutiyon" - Assistance provided to KAC in its bid for ILAC membership, including translation of necessary documents into English and payment of its ILAC membership fee for 2011 - Pre-peer evaluation of KAC conducted by 2-person ILAC team - Guidance provided to Kyrgyz Ministry of Agriculture for establishment of formal Working Group on the Transparency Provisions of the WTO Agreement on SPS - Mission undertaken by ITC Senior Adviser on Standards and Quality Management - Draft Action plan for implementing the transparency provisions of the WTO 	<ul style="list-style-type: none"> - 4 beneficiary artisanal SMEs have upgraded their product range, based on ITC's customized recommendations to present their products in the French market in September 2011 - 10 beneficiary textile and clothing SMEs have upgraded their product range, based on ITC's customized recommendations to present their products in the Russian market in September 2011. - 10 beneficiary clothing successfully participated in the international trade fair "Textillegprom" in Moscow on 27-30 September 2011, established new contacts leading to practical deals. - 4 artisanal companies participated in the Paris Ethical Fashion Show on 1-4 September (new contacts established, increased visibility of the sector). - T&C sector stakeholders have been introduced to existing sources of T&C market information and have acquired the necessary know-how for making good use of them. - Associations and other participating local organizations, including consultancy firms, have reinforced their expertise in quality management, productivity and training of trainers, and linkages with vocational training institutes have been reinforced. - Progress has been made towards streamlining the Kyrgyz food safety infrastructure, a draft Food Safety Assessment Matrix aimed at streamlining the SPS infrastructure has been finalized. - Progress has been made towards obtaining full membership in the International Laboratory Accreditation Cooperation (ILAC) by the Kyrgyz Accreditation Centre (KAC).

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
				<ul style="list-style-type: none"> Agreement on SPS finalized by Working Group - Draft Food Safety Assessment Matrix was prepared by ITC national and international experts aimed at streamlining the SPS infrastructure - Mission undertaken by ITC International consultant on SPS to review and offer proposals for rationalizing the administrative structures responsible for the management of sanitary and veterinary issues - Mission undertaken by IC on SPS to review and offer proposals for rationalizing the administrative structures in and Kyrgyzstan that are responsible for the management of sanitary and phytosanitary issues - Senior Executive Seminar on "Management of modern SPS-related government agencies" conducted - Roundtable with stakeholders organized by ITC international consultant on SPS to discuss the proposals for streamlining the SPS infrastructure; 26 participants – 14 women) 	
GEO/5A/01A Armen Zargaryan DCP/Office for Eastern Europe and Central Asia	Georgia - Capacity building in market analysis and trade information; trade development programme preparation (01/01/2010 – 31/12/2011) Romania	42 000	42 010	<ul style="list-style-type: none"> - Market Profile Workshop conducted in Tbilisi, Georgia for 20 participants (8 women and 12 men), including representatives from the Ministry of Foreign Affairs, IPA, GEA, and companies interested in exports, to present in-depth use of the ITC's Market Analysis Tools and other trade information sources - Concept paper for proposed "Trade Development Programme in Georgia" prepared, aimed at expanding and diversifying Georgian exports to contribute to sustainable economic and social development in the country, and main counterparts identified 	<ul style="list-style-type: none"> - Access to trade information by representatives of the Georgian Employers' Association (GEA) improved and their skills enhanced in the use of market analysis tools and methodologies for trade development. - A programme proposal for trade development in Georgia finalized and endorsed by stakeholders.
Office for Latin America and the Caribbean; Chief: Claudia Uribe					
INT/U1/47A Beatriz Rodríguez DCP/Office for Latin America and the Caribbean	OLAC Regional Office in Mexico (01/09/2010 – 31/08/2012) ITF Window I	77 000	66 675	<ul style="list-style-type: none"> ITC office set-up in August 2011 and fully operational since December 2011: - Senior Trade Promotion Officer recruited and reported to duty on 15 August - Letter of Agreement between UNDP-Mexico and ITC signed in December to formalise the rent of ITC's office in the UNDP premises - Financial procedures between UNDP and ITC established and agreed to ensure a smooth functioning of the office operations - Initial consultations made by the Chief OLAC during her mission to Mexico and Central America 	<ul style="list-style-type: none"> Promising prospects for developing new activities exist with the Mexican Ministry of Agriculture (SAGARPA) and with the State of Jalisco in Mexico (JALISCO), as well as with the EC regional office for Central America. 2 project documents have been drafted, two for SAGARPA and one for JALTRADE. Preliminary discussions have started with both counterparts. However, the forthcoming general elections scheduled for mid 2012 in Mexico may jeopardise the opportunities identified. OLAC has also engaged the Office of the First Lady of the Dominican Republic and started discussions for a multi-year, multimillion project that will provide support to the Dominican handicrafts sector. OLAC and its field office in Mexico are taking the lead in developing a project idea for this opportunity.
RLA/75/26A Jeanette Sutherland DCP/Office for Latin America and the Caribbean	Promoting CARIFORUM Creative Industries (15/09/2010 – 31/03/2012) European Union	1 434 000	1 337 095	<ul style="list-style-type: none"> - Rapid Needs Assessment Report - Study tour to Colombia took place at the launch of the project. Representatives from CARIFORUM regional and national institutions participated in the 4-day tour that provided an opportunity for learning about the experiences and good practices in developing Artesania de Colombia as well as to explore and develop networks for South-South collaboration - Main promotional launch for rebranded Caribbean Gift and Craft show, (launched as Design Caribbean Trade Fair) took place in April in the Dominican Republic. Smaller scale launches took place in other CARIFORUM countries - Launch of Design Caribbean took place September 1-4; design Caribbean Website developed and launched; 4 winners selected under the design award competition and presented with certificates at the Design Caribbean trade fair - Product design workshops completed in each of targeted 5 countries. 72 entrepreneurs/producers trained; they produced prototypes of new product lines for consideration to be exhibited at the Design Caribbean Fair; new product lines exhibited under collection "Contemporary Caribbean Design" at the Design Caribbean Trade fair; a catalogue of the new collection published - 2-day training workshop on export marketing implemented in each of the 5 beneficiary countries; additionally export marketing training manuals in English /French/Spanish developed in collaboration with national support institutions - Training seminar on data collection, analysis, and dissemination completed - National study (Trinidad and Tobago) on contribution of the Creative Industries sector to the economy completed - Several press releases/audiovisuals on the project activities circulated in the region 	<ul style="list-style-type: none"> While it is too early to assess the project's impact, response to the project activities, to date, has been quite positive: - The feedback provided by the committee on the product design ranged from "of a reasonably high standard", to "impressive," and "wow." On the results of the training in the Trinidad and Tobago, the committee remarked that what was, "striking about this workshop was the cross-fertilization that had taken place among the participants. The traditional wood worker was working with the ceramist and the leather worker was making products incorporating ceramics and the metal worker had a queue of people desperate to make tables and stands with him. The energy was palpable!" - The national support institutions have also expressed satisfaction with the training interventions implemented to date. The Creative department of one of the campuses of the University of the West Indies has expressed interest in having such training interventions on an on-going basis. - Policymakers have shown support for the project and have indicated an interest in having increased and enhanced data on the sector to improve their policy decision making. As a result of the training seminar on data collection, analysis, and dissemination, ITC (on behalf of the joint agency group that supported the training seminar-- ITC, WIPO, UNCTAD, WTO) was invited to make an intervention at the region's Council of Trade and Economic Development (COTED) meeting on the importance of data collection for the promotion of the Creative Industries sector. The Council of Ministers representing the COTED-CARICOM's 2nd highest decision-making body-endorsed the recommendations made by the team of development partners and tabled a proposal for member states to prepare a pilot regional project on improving data collection, targeting selected creative industries sub-sectors. - Trinidad and Tobago's Ministers of Trade and Industry and Planning convened a follow-up meeting to the COTED and allocated financial and personnel resources to undertake the data related study in their country. The Minister of Planning also requested that the data currently being collected be made available to him in August to help facilitate planned meetings on the restructuring of the national economy.

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
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	663 000	427 559	<ul style="list-style-type: none"> - Policy dialogue: Design and agreement on consultation mechanisms; definition of format and content for the organization of the policy dialogue; divulgation and preparation meetings with the regional actors; organization of 1st major forum with regional and national actors (16-18 November Chiclayo), which allowed to reach 3 agreements as start of a macro regional initiative in promoting the export sector - Institutional strengthening: 7 institutions selected and consultant team hired to develop diagnose and improvement Plan; initial assessment started at the end of 2011; Preparation activities for this output started with 2 months of delay (in October 2011), as result of coordination with MINCETUR, which concluded with all stakeholders for the selection of the TSIs, requiring some basic preparation before the start (preparation which was provided through training and workshops) - Provision of Export development services to TSIs: Based on result of GAP analysis, following training and workshops delivered: <ul style="list-style-type: none"> a) ITC market analysis tools; Objective: Improved market analysis and identification skills (Iquitos (Loreto), Tarapoto (San Martin) and Chiclayo (Lambayeque); 81 trainees/22 women b) Design and management of production infrastructure; Objective: Develop technical skills on the BDS providers for the design and management of production infrastructure systems (Piura (Piura), Cajamarca (Cajamarca) and Chiclayo (Lambayeque); 66 trainees/15 women c) ITC's Standards Map; Objective: Improve knowledge and skills for provision of advice on voluntary standards (Chiclayo (Lambayeque), Tarapoto (San Martin) and Iquitos (Loreto); 77 trainees/27 women d) New technologies and production standards; Objective: Develop technical skills for the use and application of new technologies and production standards (Piura (Piura) Trujillo (La Libertad) and Chiclayo (Lambayeque); 25 trainees/7 women e) Expert on Export Business Management; Objective: Develop skills for Business Management and Business Plan formulation using BMS Model (Chiclayo (Lambayeque) and Tarapoto (San Martín); 37 trainees in Chiclayo (10 women); 21 in Tarapoto (9 women) f) Facilitation Methodologies for Group Associations; Objective: Develop skills for promoting and strengthen producers group associations (Trujillo (La Libertad), Tarapoto (San Martín), Iquitos (Loreto) and Piura (Piura); 25 trainees/06 women (Trujillo) – 30/8 women (Tarapoto) – 27/7 women (Iquitos) – 21/7 women (Piura) g) Market Research and Analysis (Workshop I of III); Objective: Develop skills for researching and analyze market opportunities for regional products (Chiclayo (Lambayeque); 19 trainees/5 women h) Technical Market Access Requirements; Objective: Transfer legal framework and technical access requirements to EU and United States markets (Tarapoto (San Martín) and Iquitos (Loreto); 25 trainees/06 women (Trujillo) – 30/8 women (Tarapoto) – 27/7 women (Iquitos) – 21/7 women (Piura) i) Financial Resources Management; Objective: Transfer legal framework and technical skills to access financial resources for producing and marketing operations (Tarapoto (San Martín) Iquitos (Loreto) and Piura (Piura); 15 trainees/4 women (Tarapoto) - 13/4 women (Iquitos) – 11/2 women (Piura) 	There are no actual outcomes to be reported yet. Nevertheless, it is worth mentioning that concrete progress has been achieved in the following areas: Trade support institutions network strengthened to: (i) identify the needs of local companies (completed), (ii) design and adapt the services they offer (partially done), (iii) deliver quality services effectively (not done yet), (iv) systematically measure results (not done yet), and (v) ensure long-term sustainability of services (not done yet). Informal consultation mechanism to strengthen the dialogue with national authorities on structural problems undermining the long term export potential for the region (started, in need of consolidation). All activities and events have received great attention and positive feedback from beneficiaries. MINCETUR and PROMPERU (project counterparts) and partners within the Northern Corridor Regions, and Private and academic Institutions. All of them are taking part on the project activities with valuable contributions and active participation.
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 – 30/06/2012) Spain	24 000	8 992	<ul style="list-style-type: none"> - 15 women from the alpaca sector were trained on business plans development, marketing, costing and negotiations with the support from PROMPERU and the participation of local institutions - Professional marketing and promotional package about the project developed and distributed to ensure effective communications globally of results and impacts of the project 	Selected women owned enterprises have developed products suited for specific market or could be adapted in a short time, the demands and requirements of international market; have developed business and marketing plans and strategy for their companies; have increased their market access through participation/visit to a selected event/trade fair
PER/61/122A Matias Urrutigoity DCP/Office for Latin America and the Caribbean	Peru - Programme development and support of the Peruvian national export plan (20/05/2009 – 30/04/2011) Switzerland	10 000	14 462	Project activities were finalized and the project was closed.	The project document was submitted and approved by the project counterparts (MINCETUR and PROMPERU) and the donor SECO. The new project was financed by the donor and has started in February 2011.

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ITC Division of Programme Support (DPS); Director: Eva Murray					
Financial Management Services Section; Chief : KC Tan					
INT/71/01A	Organizational strengthening of the International Trade Centre (01/02/2010 – 31/12/2012) United Kingdom	373 000	354 774	<ul style="list-style-type: none"> - IPSAS Accounting policies and guide for PPE and Intangibles Assets produced and under review - Project budget template updated and incorporated into PQAG procedures and guidelines - Full draft set of accounting policies and procedures along with pre-implementation activities for implementation of IPSAS produced and sent to IPSAS UNNY team and BOA for review and comments. 	As there was a delay in the UMOJA project from UNNY, there was no UMOJA thematic review carried out in Geneva by UN. No outcome to report to date as the finalization of the consultancy contract by UNNY is pending.
INT/U1/59A Kim Mei Chan DPS/Financial Management	ITF Window I	145 000	220		
Human Resource Services Section; Chief : Carl Rogerson					
INT/U1/05B Michelle Khodara DPS/Human Resources	HR policies and projects (01/01/2010 – 31/12/2011) ITF Window I	145 000	121 989	<ul style="list-style-type: none"> - Policy management database established - Production of enhanced corporate HR Monthly and Quarterly Reports for the monitoring of progress towards organizational goals and associated milestones and target (i.e. ITC's Strategic Plan, Operational Strategy and HR People's Strategy) including key HR outputs, statistics, trends and compliance with objectives - Comprehensive HR reporting database devised and implemented, allowing for the recording and monitoring of requested reports (e.g. from Member States, UNOG, ICSC and other institutions) - ITC policies on 'Staff Selection System', 'Central Review Bodies' and 'Temporary Appointments' promulgated following extensive joint staff and management consultations - Full review of administrative case management systems conducted, with creation of a comprehensive case database, e-filing and hard filing system 	<ul style="list-style-type: none"> - The production of differentiated Monthly and Quarterly reports provides more focused, timely and results-based reporting. - Enhanced statistical data and analysis produced aids decision making and goal setting by senior management. - Promulgation of the three key recruitment policies has brought ITC into line with the current UN staff rules and regulations, whilst using ITC's delegation of authority to adapt the policies to ITC needs. - New case management systems allow for more effective capture and recording of all key administrative casework and enables a swifter management response to, and efficient reporting on, ITC's administrative casework status and progress.
Information Technology Services Section; Chief : Gerry Lynch					
INT/U1/06A Gerry Lynch DPS/ITS	IT&S strategy implementation ITF/W1 (31/07/2009 – 31/12/2012) ITF Window I	1 444 000	1 186 590	<ul style="list-style-type: none"> - Web content management system (CMS) purchased (25 Licenses for the pilot), configured and implemented - Project portal continually upgraded to meet demands of business in efficiently managing XB delivery - Project pipeline: automated workflow engine for input of all new project data form Idea/Concept/Plan - Corporate e-learning platform established with 4-year support contract available for all ITC RB/XB project managers to utilise; 2 new courses uploaded - All 28 ITC databases upgraded from SQL 2000 to 2008 and further 23 databases identified as redundant and removed; all database security patches applied, ghost and dormant accounts closed to improve database security - A dashboard for monitoring XB projects developed for use by senior management and project managers - ITC Messaging platform upgraded from Novell to MS Outlook, 300 accounts migrated and all end users trained - MS Office 2000 upgraded to MS Office 2007 and training provided (French + English) to 300 end users - Customer Relationship Management: project implemented, RFP process completed and system purchased, configuration and pilot roll out 	<p>Web Content Management System provides a platform that presents ITC to the donor and beneficiary external community in a unified and consistent manner. The CMS has eliminated the use of multiple, non-standard web systems, multiple consultants to maintain and support decentralised systems.</p> <p>Project Portal upgrade has benefited all XB project staff and donors in that many performance monitoring and reporting tasks have been automated, saving time, duplication of effort and improving the quality of reporting.</p> <p>Project pipeline has provided ITC and automated workflow process and efficient system for the management and quality control of all new project ideas.</p> <p>E-learning content is now centralised on one platform and developed against a standardise framework to give a consistent course structure. Expenditure and duplication of effort in maintaining two other e-learning platforms has been removed.</p> <p>ITC Databases: Increase performance (processing speed), increased level of security and opportunity to ability to develop Business Intelligence tools (Dashboard) has been achieved as a result of this upgrade.</p> <p>Performance Monitoring Dashboard: ITC senior management and project managers have a automated and consolidated view of all XB project performance. Generation of performance spreadsheets and inconsistent data has been reduced.</p> <p>Messaging Platform: The new messaging platform provides integration with other ITC information systems (CRM, MS Office) and mobile office systems that was not possible with the old system.</p> <p>Office Automation platform upgrade has provided all ITC staff anup to date software environment to efficiently implement their projects and exchange information with external users.</p>

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
INT/71/07A Gerry Lynch DPS/ITS	IT&S/e-learning (31/08/2010 – 31/12/2013) United Kingdom	30 000	31 110	Corporate e-learning platform in place hosted on dedicated server with ITC's solution provider selected through competitive process. Moodle open source content management system selected. Range of courses delivered (e.g. 11 webinars on Market Analysis, 1 webinar on Market Intelligence for Trade Attachés from Uruguay). Moodle platform used to deliver blended learning on market analysis for beneficiaries in South Africa, Western Africa (ECOWAS region) and Mauritius.	First joint initiative among three ITC sections around one programme undertaken. A pilot with Europe based FTR from Uruguay to take place in Sept-Oct 2011 as a follow up to the strengthening of the National Trade Intelligence platform project already done by TIS. Interest and high level of commitment from counterpart to be part of this pilot shows great potential for this online programme along with improvement to be taken into account after completion of the pilot. NB: Pilot planned as being blended learning - First intro to participants through webinar session, second opening of online content about Networking and Services modules during 5 to 10 days (asynchronous, distance follow up of participants by course managers) and third, final session about Market analysis tools through another Webinar. Total duration 3 weeks.

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	177 000	165 494	- 141 MOU/Grants , 216 advices, 4 briefings to ITC staff, 8 participations to the Committee on Contracts and 11 to the Grants Committee, 9 HR related cases and 7 projects completed	Improved quality of MOUs reducing risks associated with delivery of TRTA projects through partners.
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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	113 000	48 978	<ul style="list-style-type: none"> - 2 joint LDC-ITC projects approved under the EIF Tier-2 multilateral window (The Gambia) and the EIF Tier-2 bilateral window (Lao PDR; SECO funded) - 5 EIF multilateral Tier-2 proposals jointly developed by ITC and LDCs finalised and ready for submission (Cambodia, Maldives Nepal, Uganda, and Zambia) - 6 EIF multilateral Tier-2 proposals jointly developed by ITC and LDCs in advanced stages of development (Benin, Chad, Comoros, Lesotho, Uganda) - 1 EIF Tier-2 bilateral proposal jointly developed by ITC and LDC in development (United Republic of Tanzania; SECO funded) - Project facilitation workshop for 8 LDCs and 9 UN Agencies of the Steering Committee on Tourism for Development (SCTD) conducted in ITC as follow-up to LDC IV - Missions to a number of LDCs to facilitate stakeholder consultations and capacity building in project design - Working session for the Gambia in ITC to finalise EIF Tier-2 proposal - LDCs capacities built through participation in EIF Regional Workshops and related LDC conferences (e.g. LDC IV) - Input provided to design, consultations and validation processes of LDCs' Trade Diagnostic Integration Studies (DTIS) - Effective coordination of ITC's involvement in the EIF and other inter-agency initiatives (SCTD, SECO Cluster, CEB Cluster on Trade and Productive Capacities). 	<ul style="list-style-type: none"> - LDCs' enhanced understanding of the EIF and other inter-agency initiatives - Awareness increased among bilateral donors on importance of EIF - Increased capacities of LDCs to benefit from the EIF (bilateral and multilateral window) and other inter-agency initiatives (e.g. SCTD) - Increased capacities of LDCs to benefit from LDC IV follow-up process
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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	400 000	375 401	<ul style="list-style-type: none"> - WEDF 2011 successfully staged, including speakers and participants mobilization, logistics and catering; staff hired - TR related to WEDF for staff and consultants done - All related expenses are paid or in process of payment - Event strategy not yet completed due to delay in RFP process 	The planned outcome of this project was to offer a cohesive set of events which promotes ITC's objectives, programmes and projects, and benefits its target audience at the events and beyond. WEDF 2011 already showed the successful implementation of the event strategy, with actual projects discussed at the event, including inclusive Tourism projects on: •Ugandan handicrafts •Ethiopian cultural heritage •Integrating Horticulture in the Tourism Supply Chain •Engaging Women Vendors in the Tourism Value Chain These workshop discussions resulted in the formulation of new project ideas
INT/U1/57A Jacquelyn Campo OED/Communications and Events	LDC IV (18/01/2011 – 31/12/2011) ITF Window I	320 000	111 941	<ul style="list-style-type: none"> - ITC expertise and external consultant sent to New York to assist UN-OHRLLS in successful planning - ITC contributed to the LDC IV planning and LDC IV successfully organized - Private sector participation at LDC IV increased - ITC event WEDF contributed to the overall aims and goals of LDC IV 	The planned outcome was to assist UN-OHRLLS to plan and organize the LDC IV conference and to integrate WEDF 2011 in it. ITC's assistance greatly contributed to the smooth running of the LDC IV conference and WEDF was recognized as an important part of it.

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
INT/61/131A Miklos Gaspar OED/Communications and Events	World Export development Forum 2011 – SECO (30/03/2011 – 31/12/2011) Switzerland	69 000	63 729	The planned output was to secure additional attendance of LDC participants. This was achieved.	The planned outcome was to give more LDC representatives the opportunity to benefit from WEDF participation. This was achieved: 9 additional representatives were enabled to participate in WEDF, with some of them still involved in ITC projects which were launched at WEDF, including inclusive Tourism projects on: •Ugandan handicrafts •Ethiopian cultural heritage •Integrating Horticulture in the Tourism Supply Chain •Engaging Women Vendors in the Tourism Value Chain. The actual outcome of the event is the follow up ITC is currently developing.
INT/22/06A Jacquelyn Campo OED/Communications and Events	2010 World Export Development Forum - MOFCOM (China) (30/08/2010 – 31/12/2011) China	37 000	38 051	Chinese government contributions covering: 3 networking lunches (10-11-12 September 2010) for all participants Room, training material translation, printing and charges for training session of 13 September 2010	The planned outcomes were to provide WEDF participants and speakers with the opportunity to network during the lunches on 10-11-12 September and to introduce ITC products to Chinese TSIs/TPOs and enterprises during the training session on 13 September. This was achieved. Lasting contacts between participants from ITC target countries and from China were made. Chinese TSI/TPO and enterprise representatives were trained in using ITC Market Analysis tools.
INT/U1/46A Luisa Cassaro OED/Communications and Events	2010 World Export Development Forum (15/07/2010 – 31/12/2011) ITF Window I	8 000	6 900	WEDF 2010 has been successfully prepared and staged with 300 participants in attendance.	As the first major ITC event in 2010/2011, WEDF 2010 was successfully organized in Chongqing, China. Among the tangible results were: - the Co-operation framework between the Chongqing Foreign Trade and Economic Relations Commission (COFTEC), the China Council for the Promotion of International Trade (CCPIT), the Ministry of Commerce of the People's Republic of China (MOFCOM) and ITC - the Chongqing Platform for action on sourcing from Women vendors.
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	295 000	227 047	- TF 3 designed; TF 3 and 4 copy-edited/proof-read - TF 4 layout French/Spanish - TF online (2nd quarter 2011) - Annual report repositioning and coordination as well as for CPD - Photo report per half day event: Open Forum on "China's role in the new global order"; photo report per 2 days for the JAG 2011 - Videos to promote the new ITC website prepared in English/French/Spanish - Additional CMS modules delivered - Reporting case studies on Kyrgyzstan project - New content created for several ITC sub-sites; planning, coordination and creation of web sites and sub-sites: 100 web highlights written and published - TPO Awards booklet translated	Improved availability and delivery of ITC products and communication: - 30% increase in web site traffic - New structure for the annual report created, taking into account needs for advocacy as well as transparency - More accessible Trade Forum magazine: improved language and consistent use of relevant ITC terminology
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	80 000	26 874	PACT II Evaluation finalised.	Evaluation on trade data for low-income countries produced the following areas for Improvement: - For low income countries, improvements of tools should focus more on the accessibility of tools (navigation, more effective way to download data, etc.) and on training rather than on the quantity of information" - For the entire tools user group, the 4 most desired functionalities are: More effective way to download data (1st choice for low income countries); more data on NTMs; more indicators (3rd choice for low income countries); more training (2nd choice for low income countries) - Several suggestions on how to improve the friendliness of the tools (languages, adding a few indicators, translation to other languages; making important links more visible; a short tutorial on the use of mirror data) could be carried out in the near future. Improved on-line training; continued training of the trainers, case studies to show-case on the MAT's website and in other forum would all contribute to increasing the visibility of tools - Telephone interviews also revealed general feeling that tools were not well advertised. A strategy for better advertising should be devised. More visible exposure on the WTO portal would be another area with a potential for a high payoff. A few good case studies on dynamic/lagging market for specific products using the tools would be another way to attract attention." PACT II Evaluation came with the following recommendation: -To facilitate partnership building and ensure local ownership; ITC needs further position itself as a responsive organization helping to define needs and provide appropriate value added services in relation to those needs. There were instances where the RECs felt ITC, rather than being responsive to need, was the driver of the agenda in ways that did not meet objectives desired. Participatory processes and joint decision making under PCU guidance are ways ITC can ensure that it is responsive to client needs. Active participation is the responsibility of all parties involved -The decentralization of decision making and financial control within ITC led to some

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
					<p>implementation problems because of differences in approach and interests and with the RTAs left to (interminably) engage with technical sections. Dealing with all different decision makers – technical divisions – placed a large burden on the RTAs and made for inconsistent and uneven quality of implementation and even some tensions – left to fight wars. A strengthened PCU with a proper written mandate and sufficient administrative capacity would help reduce administrative fragmentation, clarify decision making authority, provide constructive feedback to the field and build ITC capabilities to manage large programs.</p> <ul style="list-style-type: none"> - The Logic Model as constructed does not reflect the way the programme is actually working. There was a general consensus that the Pan-African trade was dependent on intra-regional trade improvement and that focus needed to be on building that intra-regional trade by supporting TSIs. Capacity building for TSIs is the central target for the years ahead and where impact should be assessed (Centred on Outcome 3). Pan Africa resources would be better allocated to TSI and PCU development. In the case of ECCAS a Private Sector Unit needs support to help TSIs. - PACT II's profile and integration into REC programming is weaker in some RECs than others; Early problems at COMESA were resolved but some challenges of alignment and profile remain. Working with the PCU, clarifying the leather strategy (getting agreement on what to emphasize in the value chain) together with more direct reporting relationships between the RTA and COMESA and supporting more on-going team building and accountability within the PACT II Regional Implementation Team (RIT) would improve alignment in COMESA. - Gender mainstreaming in RECs in relation to PACT II is underdeveloped while ACCESS! programme is poorly integrated in PACT II initiatives. Gender component in the TEN and EXPECT initiative of ECOWAS is not clear; gender specialist in ECCAS is still not in place and the strengthening of COMESA-FEMCOM as a network for businesswomen remains outstanding. ACCESS! remains a successful initiative looking to be more fully integrated into the overall programme and with broader REC gender initiatives. A work group made of REC and ACCESS! representatives (perhaps under the oversight of a gender or M&E specialist and PCU) needs to be established to address how to better integrate/resource the gender components of the programme.
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	500 000	254 618	Fulfilled.	<p>Important efforts focused on the issue of enhancing a performance-oriented culture in ITC. Initiatives centred on the training and coaching of ITC staff members to improve their knowledge and their practice of RBM. These activities were widely spread in ITC and contributed to create a common understanding and culture of the key elements of performance-oriented project design. 3 main areas arose:</p> <ul style="list-style-type: none"> - Templates support high level of quality requirements of working procedures in the management of the project cycle. In 2009, the project design template was developed with the support of the Project Quality Assurance Group (PQAG). This template was further improved and completed during 2011. -The training programme on RBM focused on project design. Efforts were concentrated on diffusing the knowledge on the basis of a project design package. The training was programmed to provide trainees with an understanding of the different phases in project design while connecting them to ITC templates for project design. Special emphasis was put on the central role of logical framework development in project design. As a result, 90 staff members were trained and assessed on project design issues. The course was addressed to P3-above staff members from all divisions (not only project designers) including almost all Directors. Training was complemented with more tailor-made and more focused coaching approach. DMD played a pioneer role in analyzing the existing monitoring and reporting material of each DMD project with a view to improve its quality and coherence and ensure better linkage with ITC's corporate objectives and corporate indicators. As a result, not only the quality of 2011 reporting substantially improved but DMD managers also acquired a better understanding and concrete experience of the importance of reporting on results. - The Performance reporting Dashboard was developed and piloted as a tool to assist Senior Management and Project Managers with a summary of XB delivery. Resources were also devoted to the development of a new ITC corporate logical framework for ITC and its implementation. ITC initiated a series of statistical analyses, focusing on 3 distinct areas: measurement of ITC strategic targets, assessment of ITC delivery capacities on target and assessment of ITC productivity to targets.

Project ID Officer Section	Project title Duration Donor	Expected delivery 2011 in US\$	Gross expenditure 2011 in US\$	Actual outputs 2011	Actual outcomes 2011
TECHNICAL ASSISTANCE PERSONNEL COSTS					
INT/U1/03A; INT/U1/04A; INT/U1/01A; INT/71/09A	ITF Window I	4 328 000	3 554 097	Project innovation in TRTA delivery Innovation in product development and maintenance Global public goods Corporate efficiency	747 938 1 410 525 1 335 862 1 200 783
INT/26/01A; INT/08/15A; INT/08/13A; INT/09/11A; INT/26/03A; INT/07/11A; INT/26/02A; INT/08/14A; INT/08/12A;	Associate Experts France, Finland, Germany, Italy	733 366	896 923		

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