

CDH/CHA/2776/2013
Date : September 30, 2013

MEMORANDUM

To: *Alo* Agustin Aguerre *GD*
Representative

From: Ana María Sáiz *Ana María Sáiz B*
Operations Specialist

Subject: Haiti - HA-T1191: Exchange between Haiti and Costa Rica, Guatemala and Nicaragua on Industrial Parks.

I. SONAPI and the Development of Industrial Parks in Haiti

- 1.1. Created by executive order in 1981, the National Society of Industrial Parks (SONAPI) is an autonomous national public Haitian institution that is both the regulator and manager of the national policy of export-oriented industrial and manufacturing spaces in Haiti. It manages one industrial park, the Metropolitan Industrial Park (PIM), located near the Port-au-Prince international airport, and will begin managing the Caracol Industrial Park (PIC) in the coming years.
- 1.2. The PIC is being developed by the Government of Haiti (GoH), with the help of the United States Government and the Inter-American Development Bank, as a globally-competitive industrial park in an effort to attract private investment to the Northern region of the country. The PIC aims to address the key obstacles facing manufacturers that want to do business in Haiti by providing: (i) modern production facilities; (ii) reliable on-site utilities (water, sanitation, electricity); (iii) secure road access in and out of the park; and (iv) professionally operated and well-maintained facilities, backed by enforceable tenancy agreements.

- 1.3. SONAPI is a weak institution due to, among other reasons, inadequate human resources capacity and internal managerial systems, and technical expertise in the management of industrial parks. Aware of its shortcomings in managing the PIM, SONAPI has sought the help of the Bank to help it: (i) define its role within the context of other institutions that are involved in attracting and facilitating national and foreign direct investment; (ii) develop its strategic planning process; and (iii) improve its management of the PIM and, thereby, prepare it to manage the PIC as well.
- 1.4. As part of the strengthening activities, through the present CT/Intra operation, the Bank aims to help SONAPI and the MCI learn how industrial parks are managed in three Central American countries. This CT/Intra responds to a request by the Ministry of Economy and Finance (MEF) presented to the Bank on 30 September 2013 [see Request Letter attached].
- 1.5. The industrial parks that will be visited have agreed to share their knowledge, know-how, best practices and challenges, and have been chosen for their relevance to SONAPI's role and responsibilities in managing the PIM and eventually the PIC. The parks visited will be Denimatrix, a free-trade zone in Guatemala focused on the textile industry (present both in the PIM and the PIC in Haiti); the Coyol Free Zone & Business Park, a multi-sectorial park in Costa Rica with advanced manufacturing such as medical devices and services (one of the segments that the PIC is aspiring to); and Tipitapa, a free-trade zone in Nicaragua, where one of the PIC's tenants SAE-A has a textile factory.

II. RELATIONSHIP TO BANK'S STRATEGY OBJECTIVES IN HAITI

- 2.1 This CT/Intra operation is consistent with the Bank's Country Strategy with Haiti 2011-2015 (GN-2646), in which private sector development is one of the priority areas. The strengthening of SONAPI is key to develop the GoH's capacity to generate the conditions necessary for the development of the private sector, the attraction of investment and the creation of jobs.

III. CONCORDANCE WITH THE COUNTRY'S DEVELOPMENT POLICIES AND STRATEGIES

- 3.1 The current GoH's strategy has 5 pillars, called the 5 E's, of which one of them is employment creation. This CT/Intra operation is consistent with this strategy, as it contributes to fostering the creation of jobs through the development of industrial parks.

IV. CONFORMITY WITH BANK'S NORMS AND CONDITIONS

- 4.1 This CT/Intra Operation is in conformity with the Bank's norms and conditions as it will contribute to the transfer of know-how and experiences between institutions in Bank member countries, which are experienced in the management of industrial parks, and the Haitian institution that is responsible for managing industrial parks in Haiti.

- 4.2 It is expected that the Mission will provide the opportunity for: (a) the discussion of the challenges and best practices involved in developing industrial parks in small economies; (b) foster South-South cooperation; and (c) creating a partnership for ongoing exchange of ideas and experiences.

V. PARTICIPANTS

- 5.1 The participants are three SONAPI employees: Bernard Schettini, General Director; Liszt Quitel, Chief of Staff; and Georgemay Figaro, Legal Advisor.
- 5.2 The mission will have duration of six days. The participants will travel to Guatemala, Nicaragua and Costa Rica, and will be joined by a Bank specialist from the Haiti Country Office who is SONAPI's counterpart for the institutional strengthening activities, and a Bank integration & trade lead specialist who is the regional lead for Central America.

VI. COST TO THE BANK

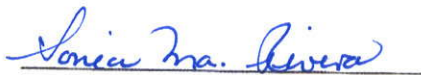
- 6.1 Pursuant to the following budget, the Bank would contribute the equivalent of US\$13,000 to the cost of the operation, as detailed below:

	Unit Cost	Quantity	Participants	Total
International airfare HA-GU-NI-CR-HA	1,875	1	3	5,625
Lodging Guatemala	131	2	3	786
Meals & Incidentals Guatemala	92	2	3	552
Lodging Nicaragua	168	1	3	504
Meals & Incidentals Nicaragua	70	1	3	210
Lodging Costa Rica	141	2	3	846
Meals & Incidentals Costa Rica	93	3	3	837
Car rentals	1,000	3		3,000
Contingencies				640
Grand Total				US\$13,000

Note: US Department of States lodging and M&I rates as of 20 September 2013.

VII. CERTIFICATION

- 7.1 The Grants and Co-financing Management Unit (ORP/GCM) certifies that the amount of US\$13,000 coming from the CT/INTRA Program of the Ordinary Capital, is available to finance the proposed project in the present operation.



Sonia Rivera

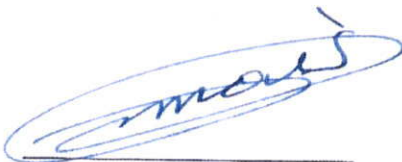
Unit Chief

Grants & Co-Financing Management Unit

Date: October 2, 2013

VIII. APPROVAL

- 8.1 In accordance with resolution DE-34111 of 1 June 2011 and with document GN-2620-1, the Representative of the Bank in Haiti authorizes the use of resources up to US\$13,000.


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Agustin Aguerre

Country Manager & Representative in Haiti

Country Department Haiti

Gilles DANAIS

Chief of operations

Date: 02/10/2013

AGENDA

EXCHANGE BETWEEN HAITI AND COSTA RICA, GUATEMALA AND NICARAGUA ON INDUSTRIAL PARKS
09/30/2013 – 10/05/2013
Guatemala, Nicaragua, Costa Rica

Point of Contact: Jaime Granados INT (jaimmeg@iadb.org)

MONDAY SEPTEMBER 30TH, 2013	
Time and Venue	Activity
	Travel Day Haiti - Guatemala
TUESDAY OCTOBER 1ST, 2013	
Time and Venue	Activity
9:00 am – 12:00 pm	Denimatrix (http://www.denimatrix.com/)
12:00 pm – 2:00 pm	Lunch
2:00 pm – 5:00 pm	Grupo Z
WEDNESDAY OCTOBER 2ND, 2013	
Time and Venue	Activity
	Travel Guatemala – Nicaragua
THURSDAY OCTOBER 3RD, 2013	
Time and Venue	Activity
8:00 am – 10:00 am	Tipitapa Free Zone
10:00 am – 12:00 pm	SAE-A Textile Enterprise
12:00 pm – 2:00 pm	Lunch
Afternoon	Travel Nicaragua – Costa Rica
FRIDAY OCTOBER 4TH, 2013	
Time and Venue	Activity
8:00 am – 12:00 am	Coyol Free Zone & Business Park (http://www.coyolfz.com/)
12:00 pm – 2:00 pm	Lunch
2:00 pm – 5:00 pm	<u>America Free Zone</u>
SATURDAY OCTOBER 5TH, 2013	
Time and Venue	Activity
	Travel Day Costa Rica - Haiti



**MINISTÈRE
DE L'ÉCONOMIE ET DES FINANCES**

Le Ministre

No. DEE/BM/468-sep.13

Port-au-Prince, le 30 SEP 2013

Monsieur Gilles **DAMAIS**
Chef des Opérations
Banque Interaméricaine de Développement (BID)
En ses bureaux.-

Monsieur le Chef des Opérations,

Le Gouvernement haïtien a lancé, avec le soutien de ses partenaires techniques et financiers, notamment la Banque Interaméricaine de Développement (BID), un ensemble d'initiatives visant à appuyer le renforcement institutionnel de la Société Nationale des Parcs Industriels (SONAPI) dans son rôle de gestionnaire de parcs industriels.

Dans ce cadre, en vue d'alimenter le mouvement de coopération Sud-Sud et de bénéficier de transferts de savoir et d'expériences dans le domaine de gestion de parcs industriels, le Ministère de l'Économie et des Finances (MEF) sollicite de la BID la mobilisation de fonds de coopération technique spécifiques (dits fonds CT-INTRA) à hauteur d'un montant de **13,000** US\$ afin de faciliter la visite au Costa Rica, au Guatemala et au Honduras d'une mission technique de cadres de haut niveau de la SONAPI et de la Commission Tripartite de mise en Œuvre de la Loi HOPE (CTMO-HOPE).

Les quatre entités de gestion qui seront rencontrées durant cette visite, ont été choisies pour leur performance en ce qui a trait à la définition des rôles et responsabilités en matière d'administration de parcs industriels. Leurs leçons apprises et savoir-faire seront partagés avec la SONAPI et la CTMO-HOPE, ce qui représentera un apport significatif au renforcement institutionnel de ces entités essentielles pour la dynamisation des investissements industriels dans le pays.

Le Ministère de l'Économie et des Finances saisit l'occasion pour vous renouveler, **Monsieur le Chef des Opérations**, l'assurance de sa considération distinguée.


Wilson LALEAU