

MAKING IT – INDUSTRY FOR DEVELOPMENT



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Trade Capacity Building and UN Resources for Tapping into the Market

By Mr. Bernardo Calzadilla-Sarmiento

Deputy Representative to the United Nations
And other International Organizations in Geneva.

**Study Programme on “Regional Trade: Principles and
Practices”**

Geneva, March 2010



Key Facts

- **Established in 1966, Specialized Agency since 1985**
- **Lead role within UN system on industrial development**
- **Constitutional mandate to promote sustainable industrial development in developing countries and countries in transition**
- **Focus on technical cooperation: policy advice, institutional capacity-building and business development services**



Key Figures

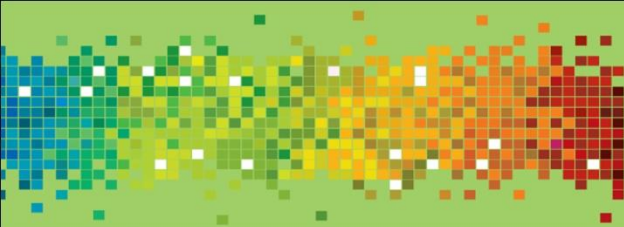
- **Staff on board (non-project):**
(Dec. 2009)
 - HQs: 528
 - Field: 119

 - Total: 692

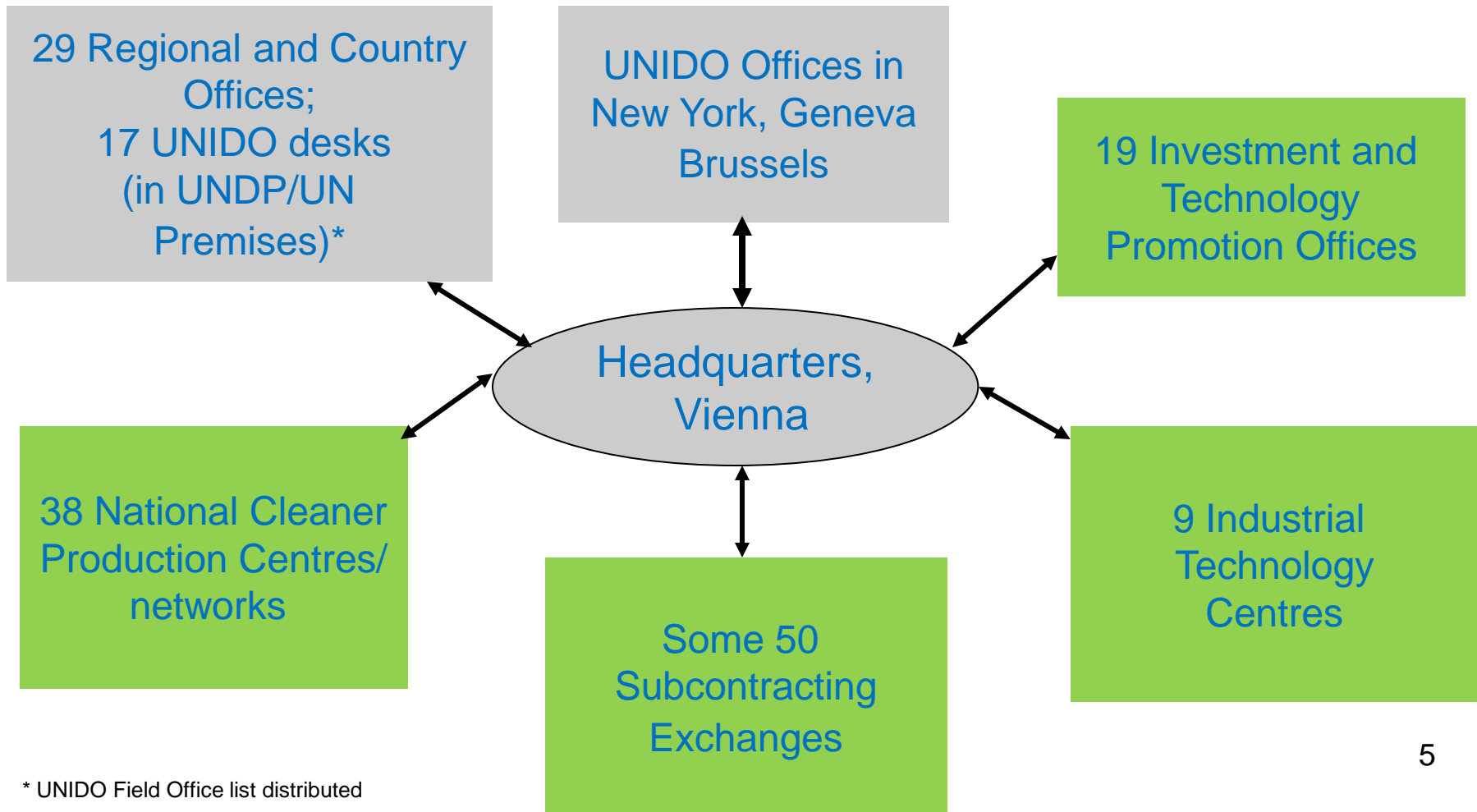
- **Budget (regular+operational):**
(2010-11) € 175 million

- **Technical cooperation delivery:**
(2009) \$ 139 million

- **Project expert appointments:**
(in 2009, about half from developing countries) 3,507



Organizational structure and wider field presence



* UNIDO Field Office list distributed



UNIDO's Vision

To reduce poverty in countries with developing and transition economies through sustainable industrial growth



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UNIDO contribution to achieving

**GOAL 1: ERADICATE EXTREME POVERTY
& HUNGER**

Millennium Development Goals

**GOAL 3: PROMOTE GENDER EQUALITY
AND EMPOWER WOMEN**

GOAL 7: ENSURE ENVIRONMENTAL SUSTAINABILITY

**GOAL 8: DEVELOP A GLOBAL PARTNERSHIP
FOR DEVELOPMENT**





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Three inter-related thematic



**Poverty reduction through
productive activities**



Trade capacity building



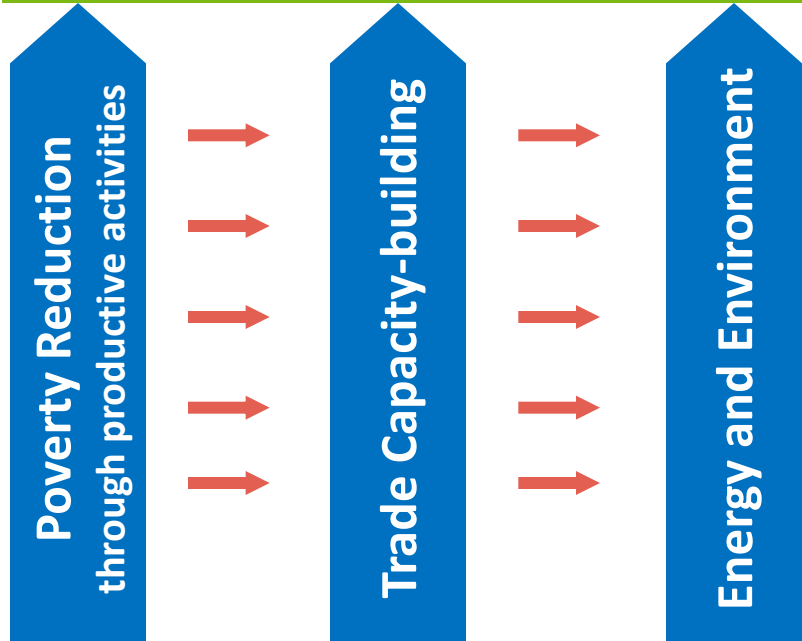
Energy and Environment



**Industrial development
for poverty reduction,
inclusive globalization and
environmental sustainability**

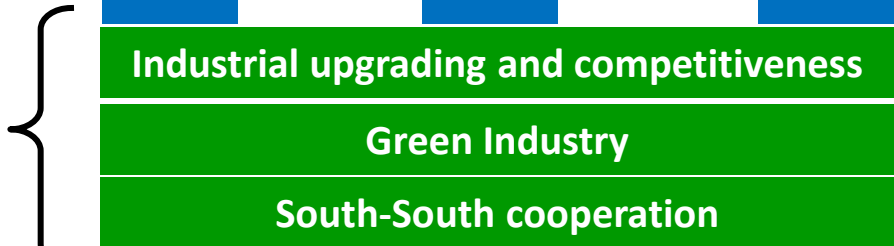
Cross-cutting dimensions

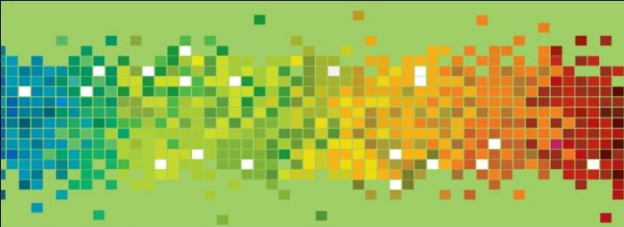
- Capacity development →
- Technology transfer →
- Policy and institutional support →
- Gender →
- Sustainability →



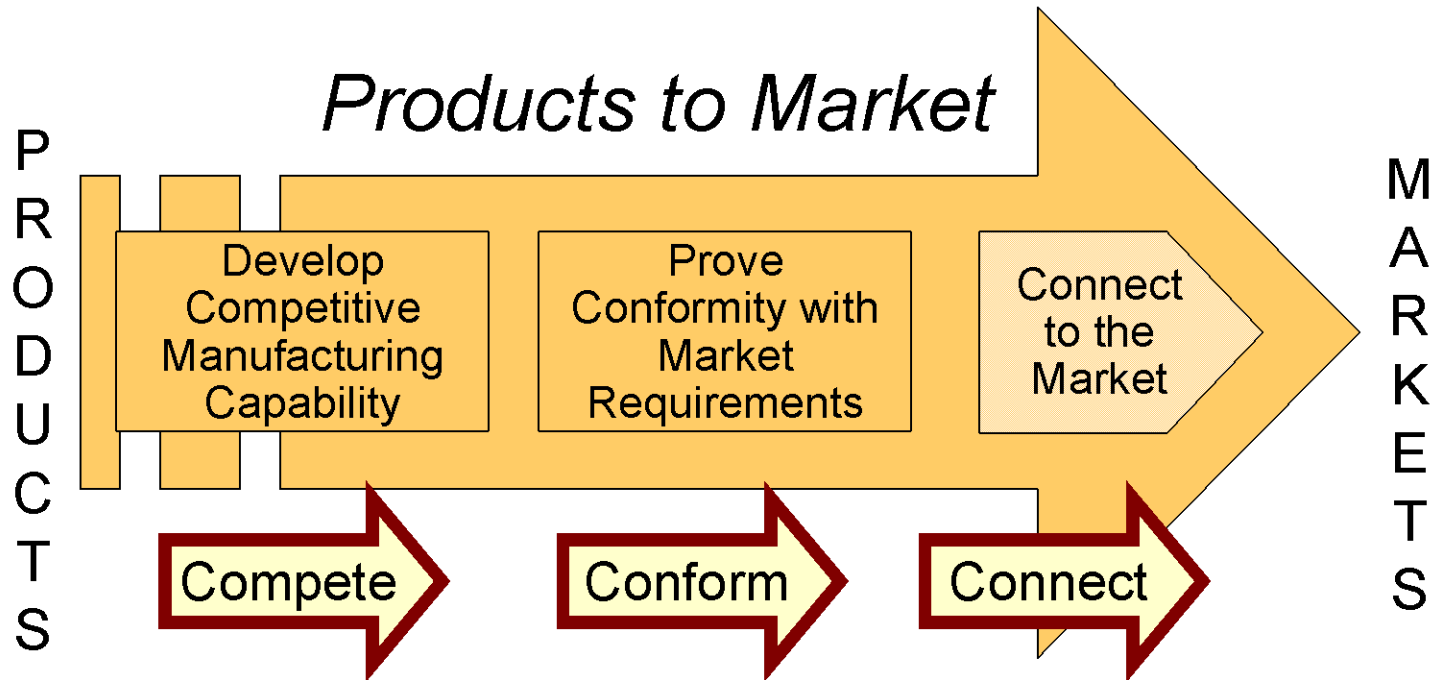
- -
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- Growth
Competitiveness
Wealth creation**

Three major cross-organizational initiatives





Trade Capacity-building UNIDO 3C-Approach



....by upgrading supply capacities and standards infrastructures

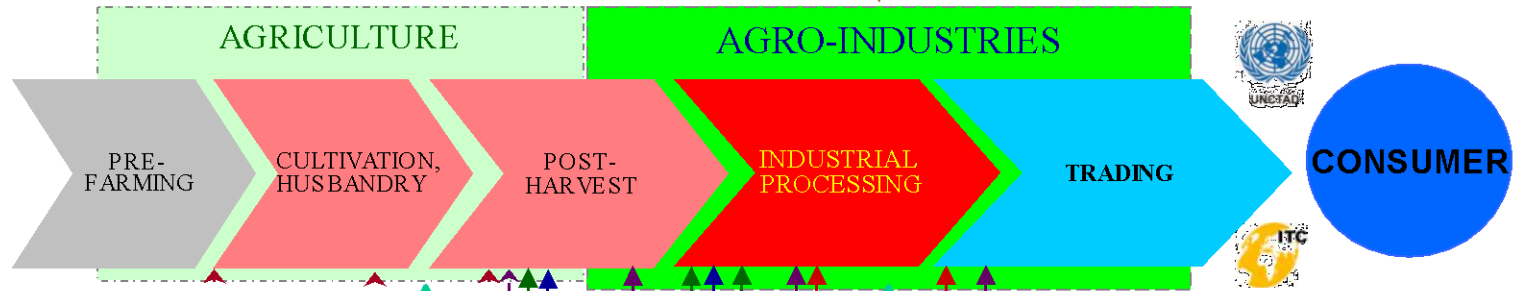


UNIDO Approach:

Linking Developing country suppliers to the Global market



- Sector analysis
- Regulatory framework
- Institution building
- Direct/practical assistance
- Global forum



Developing competitive and sustainable agro-industry supply chains

- Pollution control
- Marketing
- Safety, quality assurance
- Process technology
- Product development
- Food processing
- Textile & garment
- Leather & products
- Wood & bamboo
- Agro-machinery
- FPU
- TLU
- AIS

- Linking Agriculture and Industry...enhancing Productivity
- Linking producers to markets...reducing Poverty





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Challenge 2007: UN wide Coherence

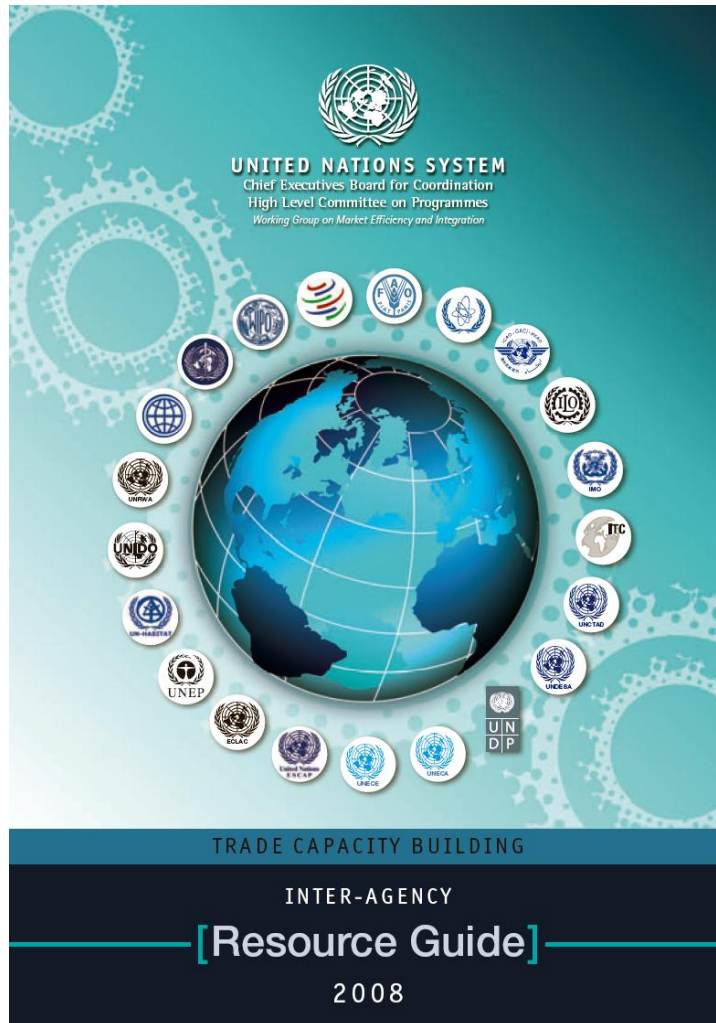




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2008 Edition

21 UN Organizations

5 Inter-agency Mechanisms
(EIF, GFP, JITAP, STDF,
WTO/OECD TCBD)

Lead Expert:

Sheila Page/ODI



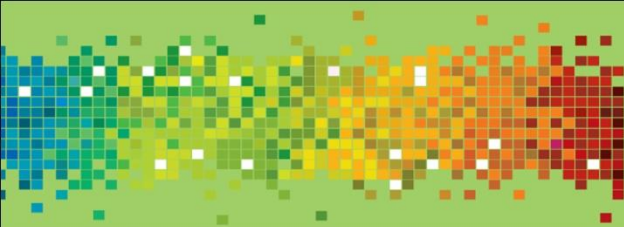
Objectives:

- Increased transparency on available UN system TA services
- Better definition and differentiation of agencies' services
- Identification of opportunities for synergies and cooperation
- Contribution to country based UNDAF/TCB TA Programming
- Support AFT through UN wide collaboration and coherence in TCB
- Contribution to the CEB Trade & Productivity Cluster (UNCTAD lead)



Areas of Intervention:

1. **Global Advocacy**
2. **Trade Policy Development**
3. **Legal and Regulatory Framework**
4. **Supply Capacity**
5. **Compliance Support Infrastructure and Services**
6. **Trade Promotion Capacity Building**
7. **Market and Trade Information**
8. **Trade Facilitation**
9. **Physical Trade Infrastructure**
10. **Trade Related Financial Services**
11. **Other Trade Related Activities**



Agency Participation:

1 2 3 4 5 6 7 8 9 10 11

Department and Offices	UNDESA	1	2	3	4	5	6	7	8	9	10	11
Programmes and Funds	ITC	●	●	●	●	●	●	●	●	●	●	●
	UNCTAD	●	●	●	●			●	●	●	●	●
	UNDP	●	●	●								
	UNEP	●	●	●	●							
	UNHABITAT				●							
	UNRWA				●							●
Regional Commissions	UNECA	●	●	●			●	●				
	UNECE			●		●			●	●		
	UNECLAC		●	●	●	●	●	●	●			
	UNESCAP		●	●	●			●	●			
Specialized Agencies	FAO	●	●	●	●	●		●				
	ICAO		●	●						●		●
	ILO	●	●	●	●							●
	IMO								●			
	UNIDO	●	●	●	●	●		●				
	WB	●	●	●	●	●		●	●	●	●	●
	WHO	●	●	●				●				
	WIPO			●								
Related Organizations	IAEA				●	●						
	WTO	●	●	●				●				

Key Outcomes

Good
Complementarities

More Transparency

Better Basis for Inter-
agency Programmes

High Demand for the
TCB Resource Guide

Snap-Shot



UN Organizations' Services in Trade Capacity Building

UN Organization	Trade Policy Development	Supply Side Support	Market Access	Trade Facilitation	Trade Policy Support	Trade Policy Integration	Trade Policy Coordination	Trade Policy Dialogue	Trade Policy Implementation	Trade Policy Evaluation
UNCTAD	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review
UNEP	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review
WFP	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review
UNEADAT	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review
UNEPWA	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review
UNWTO	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review
UNCTAD	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review
UNEP	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review
WFP	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review
UNEADAT	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review
UNEPWA	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review
UNWTO	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review
UNEPWA	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review
UNWTO	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review	Trade Policy Review

Services related to **Supply Capacity** by all agencies

Services offered by **UNCTAD** in all categories

Services offered by **UNIDO** in all categories

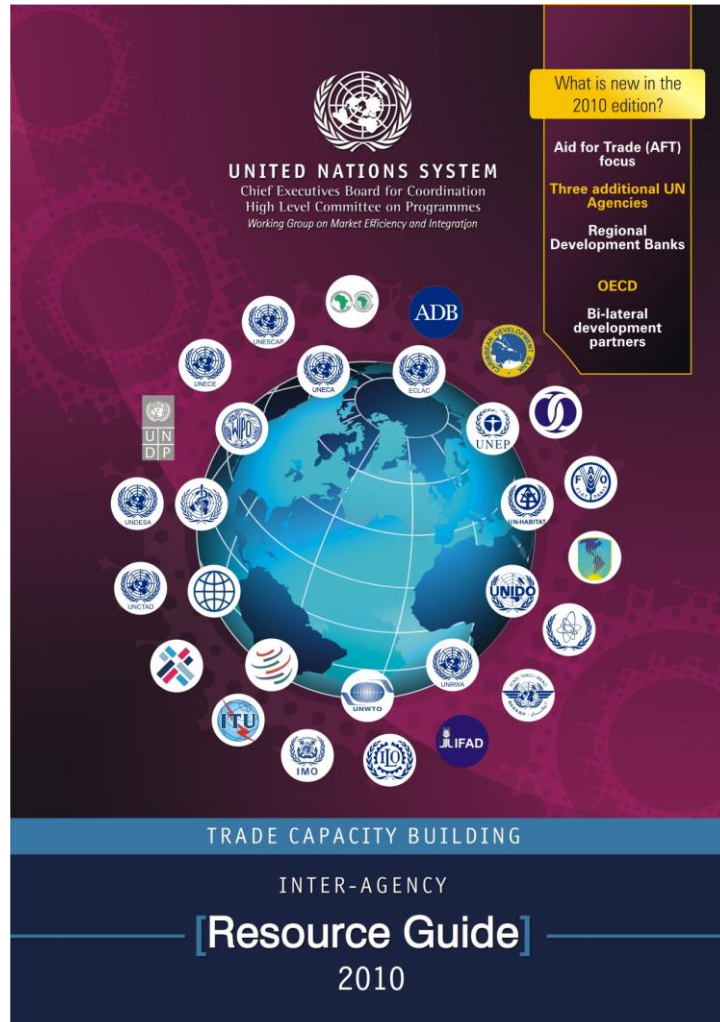
Services offered by **WTO** in Trade Policy Development



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2010 Edition

25 UN Agencies

5 Reg. Development Banks

6 Inter-Agency Mechanisms

OECD

Bi-lateral Development Partners



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Forthcoming Edition 2010:

Strong Aid for Trade (AfT) Focus

Four additional UN Agencies: IFAD, IMF, ITU & UNWTO

Regional Development Banks: ADB, AfDB, CDB, EBRD & IDB

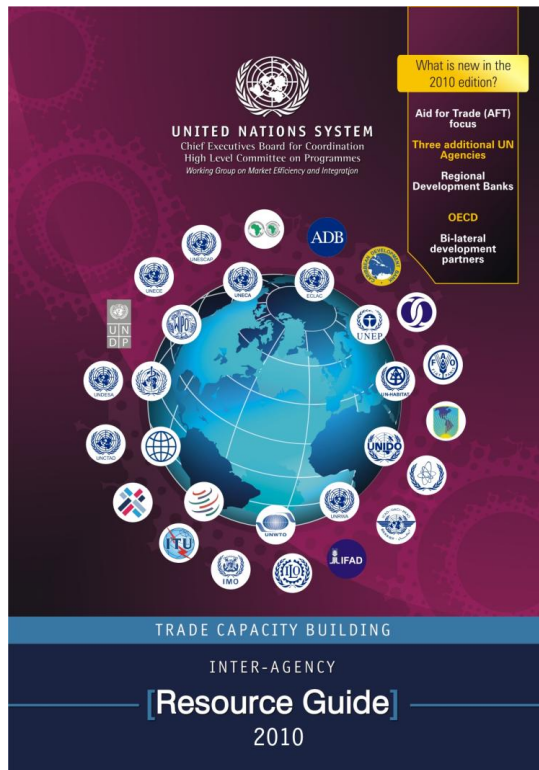
Inter-Agency Cooperation Mechanisms (AITIC, CEB Cluster, EIF, GFP, OECD-CRS, STDF)

OECD: CRS Monitoring, AfT @ a Glance

23 bi-lateral Development Partners: OECD DAC Members

Lead Expert: Sheila Page/ODI

Funded by: Sweden





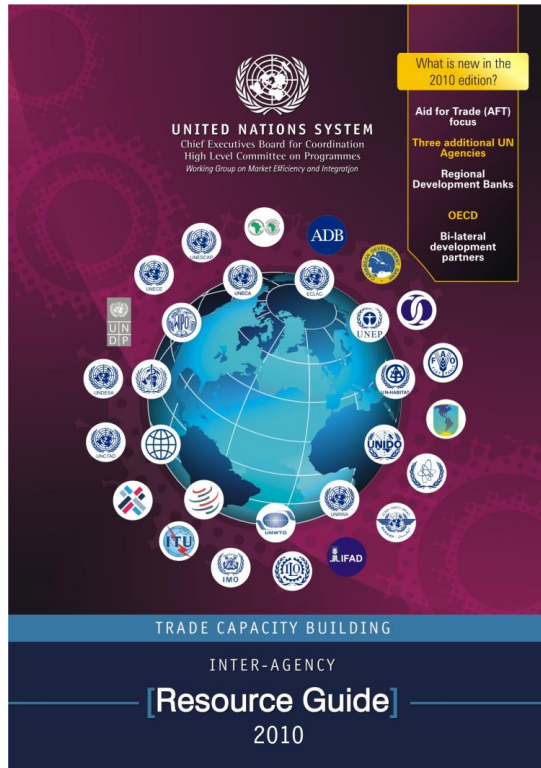
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Bi-lateral Development Partners: OECD-DAC

Australia
 Austria
 Belgium
 Canada
 Denmark
 European Commission
 Finland
 France
 Germany
 Greece
 Ireland
 Italy

Japan
 Luxembourg
 Netherlands
 New Zealand
 Norway
 Portugal
 Spain
 Sweden
 Switzerland
 UK
 USA





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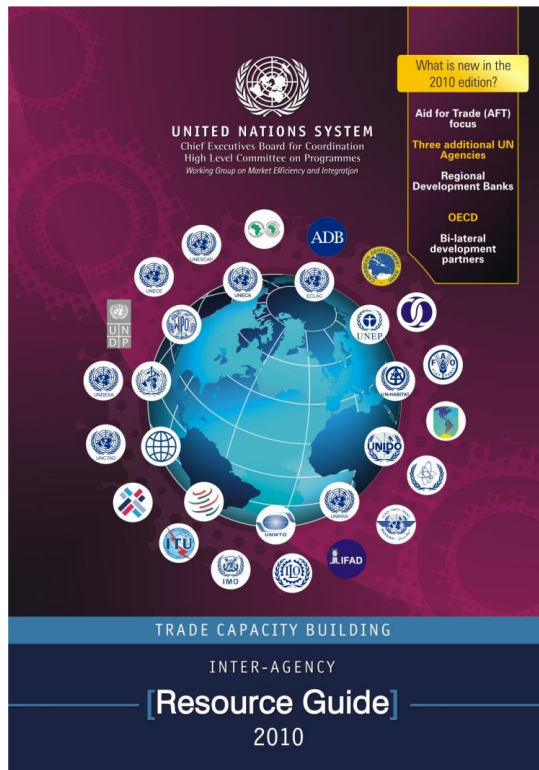
Facts on Bilateral Development Partners:

AfT Strategy

AfT/TCB related Institutions

(Aid Agencies, and specialized technical institutions and main services, available for bi-lateral and multi-lateral support in Trade Capacity Building related technical assistance)

AfT Programmes and Initiatives
(along the 10 TCB RG categories)





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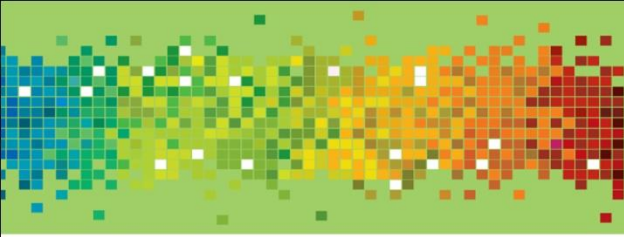


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Key Benefits:

- Increased accessibility on UN system and bilateral TCB technical assistance services
- More inclusive support for the conceptualization and development of systemic trade capacity building programmes and projects





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TCB Resource Guide Edition 2010

Next Steps:

Validation by end May 2010

Analysis

Publication of the TCB Resource Guide 2010

Website Development

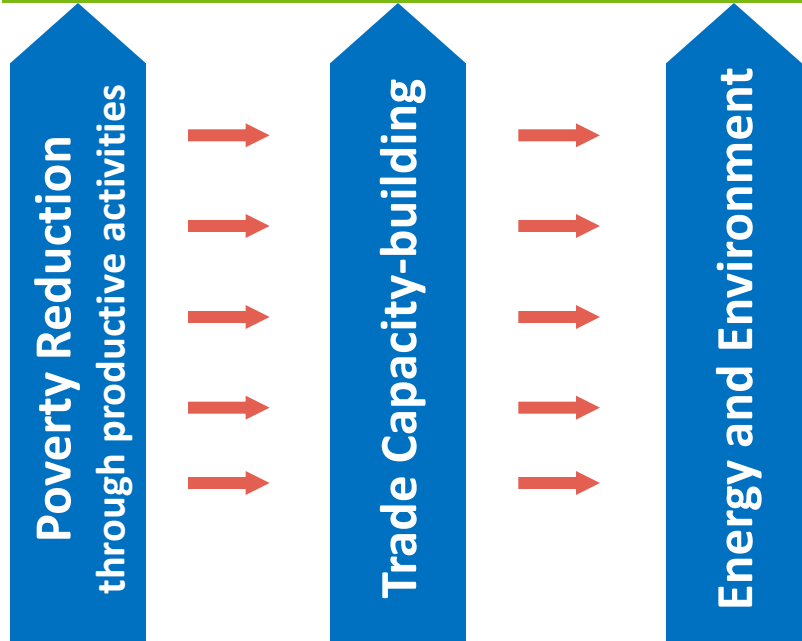




**Industrial development
for poverty reduction,
inclusive globalization and
environmental sustainability**

Cross-cutting dimensions

- Capacity development →
- Technology transfer →
- Policy and institutional support →
- Gender →
- Sustainability →



**Growth
Competitiveness
Wealth creation**

Three major cross-organizational initiatives





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**UNIDO in
action: focus on
Central,
Southeastern
Europe & Newly
Independent
States,
(CEE/NIS)**



Delivery of UNIDO Technical Assistance by Geographical Regions (2005 – 2009), in million US dollars

Area	2005	2009
Sub-Sah. Africa	22.0	32.8
Arab regional	16.3	28.1
Asia & Pacific	33.9	35.3
Latin America & the Caribbean	17.8	12.6
Global and interregional projects	19.4	24.9
Europe and NIS	4.2	5.9
% of total	3.7	4.2
TOTAL	112.9	139.7



Net Approvals by Geographical Regions (2005 – 2009), in US dollars

Year	2005	2009
Sub-Saharan Africa	22.6	32.4
Arab	20.8	32.7
Asia & Pacific	30.1	50.9
L.A. & Caribbean	30.9	13.6
Global + Interregional	21.1	24.8
Europe & NIS	2.8	4.2
% of Total	2.2	2.6
Total	128.4	158.7



Europe and NIS Programme

- **Central and Eastern Europe**

EU member states: Bulgaria, Czech Republic, Cyprus, Lithuania, Hungary, Malta, Poland, Romania Slovakia and Slovenia

No.
of
count
ries

10

The Balkans and South-Eastern Europe - non EU member states:

Albania, Bosnia & Herzegovina, Croatia, FYR Macedonia, Montenegro, Serbia, Turkey

7



Europe and NIS Programme (2)

ii. **Newly Independent States (NIS)**

Central Asia - Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan, Uzbekistan	5
Caucasus - Armenia, Azerbaijan, Georgia	3
Western NIS - Belarus, Moldova, Ukraine	3
The Russian Federation	1



Strategy for 2010 and beyond

- Strengthening of TC with **non-EU member countries (19)**
- Special attention to **Central Asian and Caucasus** sub-regions
- Balanced approach in **all three thematic areas** (dominated by EE, 82%)
- Emphasis on **large-scale regional programmes and**



Strategy for 2010 and beyond (2)

- Emphasis on **fund-raising with EC, GEF, MP and emerging donors**
- Partnership with **the UN Resident Coordinators and UN agencies**
- **One UN / Delivering as One**
(Albania, Kyrgyzstan, Montenegro)
- Participation in **CCA/UNDAF processes** (5 countries in 2008, 5 in 2009, 4 in 2010)



Europe and NIS Region

Ongoing Projects, April 2010

Countries	No. of country projects	Budget \$ mln	No. of regional projects	Budget \$ mln	Total No. of projects	Total Budget \$ mln
18*	88	27.35	25	4.04	113	31.4

*Albania, Armenia, Azerbaijan, Belarus, Bosnia and Herzegovina, Bulgaria, Croatia, Georgia, Kyrgyzstan, Montenegro, Moldova, Romania, Russian Fed., Serbia, TFY of Macedonia, Turkey, Turkmenistan, Ukraine



Europe and NIS Region

Pipeline Projects, April 2010

Countries	No. of country projects	Budget \$ mln	No. of regional projects	Budget \$ mln	Total No. of projects	Total Budget \$ mln
15*	43	83.66	10	12.77	53	96.43

*Albania, Azerbaijan, Belarus, Bosnia and Herzegovina, Croatia, Kazakhstan, Moldova, Romania, Russian Fed., Serbia, Tajikistan, TFY of Macedonia, Turkey, Ukraine, Uzbekistan



Emerging Donors

Voluntary contributions of CEE/NIS countries (US\$ 2005 - 2009), net approvals

Donor Government	Total 2005-2009
Croatia	198,117
Czech Republic	641,678
Hungary	457,146
Poland	1,210,965
Russian Federation	2,990,177
Slovak Republic	352,424
Slovenia	3,436,213
Turkey	27,210,069
Total	36,496,789



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Thank you

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