

GUATEMALA (online translation)

PREAMBLE

The following three paragraphs are extracted literally from the EXAMINATION OF THE TRADE POLICIES, from the Report of the UNITED STATES OF AMERICA

“ The Vth. INITIATIVES OF CREATION OF CAPACITY RELATED TO THE COMMERCE ”

131. The Administration Obama is preparing a politics of world development that serves as orientation in the activities that the Government of the United States carries out in order to guarantee that the political Americans of development support and reinforce other targets of exterior politics and of economic international politics of the United States. The Administration thinks that a politics of development debated with an effective application will improve the results on the area in the countries in development and, therefore, it will improve the life and the means of subsistence in the whole world.

132. The United States believe that the trade policy and the help to the development help to mitigate jointly the poverty and improve the opportunities. Consequently, the American programs of help for the commerce centre on providing to the countries, in particular to the least active in necessary commerce, the training and the technical assistance so that they could take decisions about the benefits of the agreements and the commercial reforms and fulfill his obligations in order to provide of certainty to his commercial diets, and so that they have more aptitude to make use of the opportunities of the multilateral system of commerce and to compete in an encompassed economy. Therefore, the American help includes a wide scale of questions in order that the rural zones and the small-scale enterprises, included those of women businesswomen, benefit from the ambitious reform of the commercial norms that is negotiated in the World Organization of the Commerce (OMC) and in the frame of other commercial agreements.

133. An important element of this work is the coordination of the activities of technical assistance between the international institutions so that, on having programmed these activities, the complementary aspects of the donors are identified and made use and the doubling of efforts is avoided. Between these institutions they represent the OMC, the World Bank, the International Monetary Fund (FMI), the regional banks of development and other donors. The United States are employed at affiliation with these institutions and with other donors to look that the financial international institutions offer assistance related to the commerce as integral element of programs of development adapted to the circumstances of every country in development ”.

I. GENERAL ASPECTS

The present tool of planning arises as a need to be able to present before the cooperating sources the different ideas and project profiles, in order to request the necessary support to carry out the execution of the same ones, which have been identified inside the institutions keys to coordinate the interinstitutional and intersectorial activities with the intention of reaching the goals and planned targets, for the strengthening of the capacities related to the commerce.

Taking in consideration that the strengthening is faced towards the economic growth encouraged by the commerce, every time it represents a substantive value on having moved to other sectors of the economy from what it must be supported in constant movement, likewise he contributes to the reduction of the levels of poverty and adjustment to a freer commerce. Thus there has been planned the perspective to manage cooperation to fulfil the established in the CAFTA-DR, since four years after validity of the agreement in reference, even it was possible to have appreciated that in his transitional period the grade of use must be increased.

For this it has been important to know first the problems in the economic, social, environmental sectors, between others. It is possible to quote the extreme poverty in which the inhabitants of the country live, it is necessary to point out to him that the drought that I experience in the year 2009 what Agatha comes to join this year the eruption of the volcano Pacaya and the thunderstorm, where both the society and several sectors including the infrastructure it has been flogged by these natural phenomena, is necessary to indicate to itself the drought that I experience in the year 2009 and there join the floods, which aggravated the situation. On the other hand the agricultural sector is very vulnerable to the plagues and illnesses. This brings as consequence the loss of crop that sharpens the poverty that has come being deepened more at level of country. The previous thing reverberates in all the sectors on having become vulnerable because if there is no production the rest of sectors also diminishes his activity since everything happens in an interdependent way and brings as consequence a decrease in the currencies, reduction of familiar income for the loss of employment or few opportunities of work or that comes to import goods for himself, between others, which worsen the trade balance of the country to the impactar in the economy and the ambience, as the global warming that now is affecting the infrastructure, production, harvesting and he even receives human lives when the floods, slides happen for example.

As for the free-trade agreement between Dominican Republic, Central America and the United States of America (CAFTA-DR for his initials in English) that brought in validity for Guatemala on July 1, 2006, it is possible to indicate that from his entry in validity a growth has been observed both in the exports and in the imports, with the exception of the year 2009 where a decrease happened for the side of the imports and in several of the principal products the above mentioned decrease happened.

We recognize the importance that re-dresses the support derived from cooperating sources, to relieve the crisis in all his dimensions and that it obeys that the priorización of the needs takes shape of document and that's why we select the needs in order to present them in a Plan of National Action, where they have turned out to be increased since last year no meeting happened to present them to the cooperating sources. For the Direction of Administration of the Exterior Commerce of the Department of Economy every moment is one it defied to administer Commercial Agreements of any nature, for the dynamism that generates the international encompassed commerce and before the limitante of the financial resources that are the engine to move the economic sectors including the knowledge of the human resource as institutional assets, we face the identification and priorización of projects to present them to the different sources of international cooperation to request I support in different forms for the transitional period of saying treated so to this there him joins the world crisis that to countries as ours affects us immediately, deepening the problems with which we are already provided.

In this sense there does a description of the country based on economic, social and demographic indicators to sustain why it performs vital importance to manage resources to activate the sectors that are motive in the economy to improve the conditions of life across the production and productiveness. Otherwise it is not possible to make use of the opportunities that the DR-CAFTA offers as for the strengthening of the commercial capacities it refers, during the whole transitional period that was established in the same Agreement.

Guatemala is a country with a variety of climates and with forest vocation, which is an attraction to contribute to the climatic change for the diversity of benefits that offers to the ambience, but at the same time one must handle appropriately for the pressure that exercise the agriculture in the food production for the humanity and so that be transformed some prime matters, one to supply the national market and others to export.

In this order of ideas a table appears where economic indicators of the country can be appreciated, to give a radiography of the country in numbers that 2008-2009 correspond to the last two-year period, of the following way:

TABLA 10

INDICADORES ECONOMICOS DE GUATEMALA

Años 2008-2009

INDICADORES	2008	2009	COMENTARIOS DIVERSOS
AREA O SUPERFICIE	108,889 km ²		
DEPARTAMENTOS Y MUNICIPIOS	22 y 333	Idem	
POBLACION (millones de habitantes)	14.0	14.4	
DENSIDAD DE POBLACION habitantes/ Km ²	129	132 habitantes/	
TASA DE CRECIMIENTO POBLACIONAL	2.5%	2.5%	
POBLACION ECONOMICAMENTE ACTIVA (millones)	5.0		
INGRESO PERCAPITA US\$	2,862.00	2,685.90	
DEUDA PUBLICA EXTERNA (millones de \$)	4,382.4	4,927.6	
PIB base 2001(millones de Q)	192,929.2	194,036.6	Crecimiento de 0.5%, inferior al de 2008 que fue de 3.3% y al de 2007 (6.3%).
TIPO DE CAMBIO NOMINAL Q por US\$	7.78	8.35	
EXPORTACIONES TOTALES (millones de US\$)	7,846.5	7,330.4	- 6.6%

IMPORTACIONES TOTALES (millones de \$)	13,421.2	10,631.8	-20.8%
SALDO COMERCIAL TOTAL (millones de US\$)	-5,574.7	-3,301.4	-40.8%
EXPORTACIONES A USA (millones de US\$)	3,014.4	2,924.2	Variación de -3.0 % principalmente por artículos de vestuario, petróleo, azúcar, café, productos químicos, caucho natural, verduras y legumbre y madera y manufacturas, tejidos, hilos e hilazas.
IMPORTACIONES DE USA (millones de US\$)	5,242.4	4,211.5	-19.6% Principalmente productos químicos, productos alimenticios, minerales, tejidos, hilos e hilazas, verduras y legumbres, productos metálicos, artículos de vestuario, algodón, productos de vidrio.
SALDO COMERCIAL USA (millones de US\$)	-2,228.0	-1,287.3	-42.2 %

ACUERDOS COMERCIALES VIGENTES		Comprende los unilaterales, bilaterales y multilaterales siguientes: Sistemas Generalizados de Preferencias, Acuerdos de Alcance Parcial (Cuba, Colombia, Venezuela). Tratados de Libre Comercio, entre los cuales se pueden señalar: Estados Unidos de América, China (Taiwán) Centroamérica, República Dominicana, Panamá, Belice y Chile.	El grado de aprovechamiento es mayor con el de la Unión Europea.
TASA DE ANALFABETISMO	79%	80.5%	
INDICE DESARROLLO HUMANO			
TASA DE MORBILIDAD			
TASA DE EMPLEO			
POBLACION ECONOMICAMENTE ACTIVA			
INVERSION EXTRANJERA DIRECTA (millones de US\$)	753.8	565.9	La principal es de USA. Principales sectores: Industria (alimentos y textiles) minas y telecomunicaciones.

Derecho Arancelario de Importación (millones de Q)	2,427.2	2,138.8	-11.9%
Remesas familiares (millones de US\$)	4,314.7	3,912.3	
Ingreso de divisas por turismo (millones de US\$)	1,275.6	1,152.9	
Ingreso total de turistas	1,715,426	1,776,868	A partir del año 2001 al 2009 el ingreso de visitantes ha demostrado un crecimiento anual de un 6% aproximado.

Fuente: elaboración propia

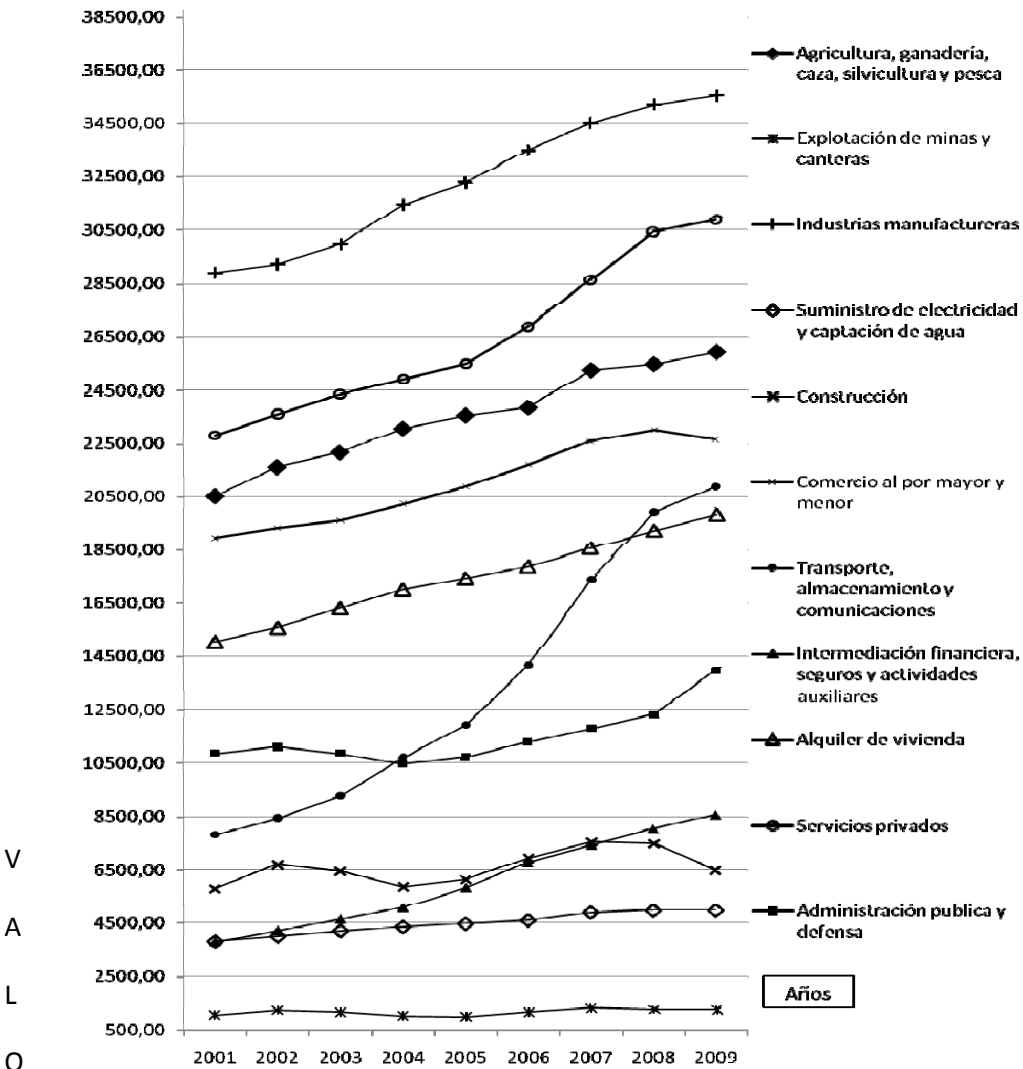
Es así como se presentan los sectores que integran al Producto Interno Bruto de Guatemala, con el propósito de mostrar una radiografía en el periodo 2001-2002

GRAFICO 1

COMPORTAMIENTO DE LOS SECTORES QUE INTEGRAN EL PIB

Periodo 2001-2008

(En millones de Q. de 2001)



Since it can appreciate in the previous graph, in the presented period, it corresponds to only five sectors the highest representation as for production refers, that is to say: industry, private services, agriculture, commerce and rent of housing. On the other hand that of transport and communications it has experienced a growth without descents and vertiginous, this owes largely to the telecommunications that have had coverage at level of the whole country.

It is necessary to indicate to him that the Guatemalan economy measured in terms of GDP, meant a light growth in the year 2009, of only 0.5 % respectively. Now then, in the present year, mechanisms look with the intention of revertir for the difficult situation that the economic sectors of the country have had to support, for which more efficient forms are looked for the development of the grounds and intensify the production, to move to the rest sectors and for the food safety, taking in account that at national level the country has been flogged by the natural disasters.

The II.st PROCEDIMINETO TO PREPARE THE NAP 2010

At level of Committee of national Cooperation, created by Ministerial Agreement in August, 2009, which is integrated by sixteen institutions of the public and private sectors, there was taken the decision to change the way of presenting the present NAP, that is to say they go away to present not only the big lines of needs as sometimes previous, but they are going to be more developed at level of project profile in most cases, because at level of idea it are small those who are included.

In this context, the projects that appear, raise the national needs that need support so that the sectors that have an active direct and indirect participation to activate more the economy of the country, could be executed, thus efforts have been realized to articulate the actions and to come to consensuses with the intention of reaching a substantial benefit, to improve the capacities related to the commerce and like that to be able to obtain better conditions for accesar to the markets without reducing the environment. There is not others to admit that the international cooperation helps to complement the national efforts, especially that the world crisis came to resist what we had achieved on the subject of growth of many sectors and that now a weak growth has happened in the GDP.

That way, the work carried out by the Committee is faced to promote political public nationals supported with the managerial efforts to work in a way coordinated and agreed with representatives of the private sector every time at the end of accounts it is the one that carries out the productive activities and of commercialization of goods and services, leaving an added national value to create sources of work, to receive currencies and in end a chain of values to face him the current encompassed crisis.

Next the profiles and project ideas appear:

The III.st OUTLINE OF PROJECTS

I PROJECT 1

STRENGTHENING OF THE CAPACITIES AND EQUIPMENT OF THE LABORATORY OF SERVICES AND INVESTIGATION IN POSCOSECHA OF FRUITS, PROFRUTA, DEPARTMENT OF AGRICULTURE.

1. PRECEDENTS

Nevertheless, the fruit farming has begun in the country from the decade of 1960, it is one of little agricultural activities that has come receiving importance in the most recent years, to the step that has been taking every time major conscience that is one of the most promising lines, capably of propping the economy up significantly, for his potential of generating jobs in the rural ambience, helping to improve the trade balance of payments generating currencies, it helps to improve the distribution of the revenue and his aptitude to generate opportunities of investment.

The Project Development of the Fruit farming and Agribusiness PROFRUTA, I initiate his activities in the year 1989, from his beginning he has devoted himself to the promotion of the fruit farming by means of the transference of technology and technical assistance to the fruticultores. Nevertheless to the date every time the specialization becomes more necessary in the services as it it is the poscosecha of fruits, considering the products that at present are in exportation, since it constitutes it: the handle, Persian lime, papaya, avocado, rambután, resides, pitaya and others.

2. JUSTIFICATION:

It is admitted in the development of the fruit agribusiness of Guatemala, that the quantity of produced fruit limits of 30 to 60 %, because in the commercial plantations the appropriate technology of the crop does not exist and poscosecha, which provokes the deterioration of the fruits that is translated in losses.

The determination of the losses poscosecha, it has the intention of retroalimentar to the persons in charge of the technical assistance of the cultural practices in the farmings, so that there are formulated plans of farming that reduce the causes that provoke this problem agroindustrial of a lot of economic importance.

The poscosecha of fruits is an activity agroindustrial of supreme importance to be able to compete on the most demanding international markets. With the recent signature of the agreement of free commerce with the United States and other countries, it has provoked the need to be more competitive in quality aspects of the products (fruits) that expire with the quality standards determined by the markets of destination. Likewise the growth of the cultivated area and the heyday of the exports has propitiated the emergence of a major number of producers been interested in the fruit activity what it bears to the need to give the services of a laboratory of poscosecha that allows to guarantee the quality of the fruits.

3. TARGETS

a) Generals

- To reduce the losses poscosecha of fruits in Guatemala, by means of the practical application of technologies of poscosecha, for the Technicians, Producers and field personnel.
- To support the activities of poscosecha of fruits by means of the services and investigation realized in the laboratory of PROFRUTA.

b) Specifics

- To qualify two technicians and a laboratorista in technologies of poscosecha of fruits at level of laboratory and field, which allow to establish the technical capacity and to initiate operations in services and projects of investigation.
- Acquisition of team and furniture to complete the equipment of the laboratory of poscosecha of fruits, located in the kilometer 22, route to the Pacific Ocean, Bárcenas, New Town, Guatemala.
- Support of an expert in poscosecha of fruits for a period of two months, like adviser to put in operation the laboratory, as well as to advise the making of a plan of work in services and investigation.

It notices: The training of the technical personnel proposes to realize in Chile; as well as the adviser of Chile, specifically of the University of Concepcion, with whom already contacts are had.

4. DESCRIPTION OF THE PROJECT

The Project Development of the Fruit farming and Agribusiness PROFRUTA, of the Department of Agriculture of Guatemala, taking part in the fruit development of the Country to the advantage of the production diversifying, considering the advances on the subject of exportation of fruits in the last years for Guatemala, with the intention of completing the support to the chain of value in the production, has constructed a laboratory of poscosecha of fruits faced to offering services and investigation to producers, technicians and persons related to this activity. This activity with the development of the fruit farming is taking importance, nevertheless to the date there does not exist in Guatemala a specializing laboratory that supports this activity.

Based on previous the laboratory 22 has been constructed in the kilometer, route the pacific one, in jurisdiction of Bárcenas, New Town, Guatemala. This laboratory has been equipped partially, nevertheless team and furniture is absent for completing. On the other hand it is necessary to qualify to the personnel of field and laboratory that allows to install the technical capacity in the same one.

In the operation of the laboratory this one will be faced to the service of services and investigation in support to producers, technicians and persons related to the production of fruits in Guatemala.

