

DONOR QUESTIONNAIRE



PAGE 4: B.1) ABOUT YOU

<b>Q1: COUNTRY / CUSTOMS TERRITORY</b>	<i>Respondent skipped this question</i>
<b>Q2: INTERNATIONAL ORGANIZATION</b>	Inter-American Development Bank
<b>Q3: YOUR CONTACT DETAILS</b>	
Name:	Joaquim Tres
Position	Regional Integration Instruments Coordinator
Ministry/Organization	Inter-American Development Bank
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<b>Q4: CONSULTATION (Other ministries/agencies consulted in preparing this questionnaire reply):</b>	<i>Respondent skipped this question</i>

PAGE 6: C.2) YOUR AID-FOR-TRADE STRATEGY

<b>Q5: Do you have an Aid- for-Trade strategy?</b>	Yes
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PAGE 7: C.2) YOUR AID-FOR-TRADE STRATEGY

<b>Q6: Has your strategy changed since 2012?</b>	Yes
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PAGE 8: C.2) YOUR AID-FOR-TRADE STRATEGY

<b>Q7: Why has your strategy changed ?(Please choose no more than 5 options)</b>	More focus on regional integration
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### Q8: Additional information.

On March 22, 2011, the IDB approved the Sector Strategy to Support Competitive Global and Regional Integration. The Strategy proposes to invest simultaneously in the software and hardware of integration to increase competitiveness and create jobs in Latin America and the Caribbean. The purpose of the Strategy is to increase and sharpen the Bank's contribution to a competitive Latin America and Caribbean (LAC) global and regional integration. It provides the framework for the Bank to reach the 15 per cent target of annual lending in integration projects by the end of 2015, and to contribute to all dimensions of the regional development goals related to integration.

The central tenet of the Strategy is that the Bank needs to act simultaneously on the software (policy and regulatory frameworks) and the hardware (physical integration) of integration, ensuring coherence between national and regional interventions. Though software investments require fewer resources, they can make integration infrastructure more efficient and unlock investments in hardware. Focusing on the software-hardware continuum and strengthening the production of regional public goods will be crucial to retaining the historical comparative advantage of the IDB as LAC's integration Bank.

The document concludes that the region needs to bridge two intertwined global and regional integration gaps: (a) seizing a fair share of global trade and (b) deepening regional markets and functional policy cooperation. It needs to do so by focusing on:

- an unfinished trade agenda that still requires expansion, perfection and convergence of existing agreements
- reducing logistics costs related to underinvestment in transport infrastructure, an inadequate transport mode mix, uneven regulatory frameworks, lack of trade facilitation at border crossings, all complemented by competitive integration of energy markets and reduction of the digital divide, and
- expanding the provision of Regional Public Goods, harnessing the potential of South-South Cooperation

To support global and regional integration, the Strategy sets a framework under which the Bank will:

- offer a wider range of financial and non-financial sovereign and non-sovereign instruments;
- blend them more efficiently as to provide greater incentives for collective action;
- engage client countries' on integration at the highest executive level, particularly the Bank's governors;
- improve internal coordination. By deploying a smart-mix of instruments, the Bank will create the necessary incentives to promote integration in client countries.

## PAGE 9: C.2) YOUR AID-FOR-TRADE STRATEGY

<b>Q9: How has your Aid-for-Trade spending changed since 2012?</b>	More than 10% increase
<b>Q10: Additional information.</b>	<i>Respondent skipped this question</i>
<b>Q11: How do you expect your Aid-for-Trade spending to change in the next 5 years?</b>	Between 0-10% increase
<b>Q12: Additional information.</b>	<i>Respondent skipped this question</i>
<b>Q13: Can you provide detailed information on past or planned future Aid-for-Trade spending?(You may tick more than 1 box)</b>	Past support disaggregated by region , Past support disaggregated by country , Past support disaggregated by sector

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Q14: Additional information.

*Respondent skipped this question*

Q15: What information about other donors' Aid-for-Trade would you find helpful in planning your own assistance?(You may tick more than 1 box)

Disaggregated information,  
Links to current global strategy,  
Links to current regional strategy

### PAGE 10: C.2) YOUR AID-FOR-TRADE STRATEGY

Q16: How has your Aid for Trade facilitation spending changed since 2012?

Significant increase (10%+>)

Q17: Additional information.

*Respondent skipped this question*

Q18: How do you expect your Aid for Trade facilitation spending to change in the next 5 years?

Increase (0-10%)

Q19: Additional information.

*Respondent skipped this question*

### PAGE 11: C.2) YOUR AID-FOR-TRADE STRATEGY

Q20: Looking ahead, what changes do you expect to your Aid-for-Trade strategy in the next 5 years? (You may tick more than 1 box)

New priorities of development partners,  
More focus on private sector development,  
More focus on trade facilitation,  
Specific focus on implementation of the WTO Trade Facilitation Agreement  
,  
Alignment with the post-2015 development agenda  
,  
More focus on regional integration,  
More focus on results

Q21: Additional information.

*Respondent skipped this question*

### PAGE 13: D.1) TRADE COSTS

DONOR QUESTIONNAIRE

<b>Q22: How important are trade costs for the economic integration and development of developing countries and LDCs?</b>	Very important
<b>Q23: Additional information.</b>	<i>Respondent skipped this question</i>
<b>Q24: For MERCHANDISE GOODS: What are the most important sources of trade costs for the export of merchandise goods from developing countries? (You may tick more than one box)</b>	Border procedures (trade facilitation), Non-tariff Measures (including standards), Transport infrastructure
<b>Q25: Additional information.</b>	<i>Respondent skipped this question</i>
<b>Q26: For SERVICES: What are the most important sources of trade costs for the export of services from developing countries? (You may tick more than 1 box)</b>	Network infrastructure (ICT, power, telecoms), Restrictions on movement of natural persons , Low skills levels in service sectors
<b>Q27: Additional information.</b>	<i>Respondent skipped this question</i>
<b>Q28: Does your Aid-for-Trade strategy specifically address the issue of trade costs?</b>	Yes

PAGE 14: D.1) TRADE COSTS

<b>Q29: Where in your Aid-for-Trade strategy is the issue of trade costs addressed? (You may tick more than 1 box)</b>	Your national or institutional development policy , Specific thematic programming, Specific regional initiatives , Specific in-country projects
<b>Q30: Additional information.</b>	<i>Respondent skipped this question</i>

PAGE 15: D.1) TRADE COSTS

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<b>Q31: How is the issue of trade costs reflected in your Aid for Trade programming? (You may tick more than 1 box)</b>	Research programmes, In-country projects and programmes, Multi-year regional strategies, Regional projects and programmes
<b>Q32: Additional information.</b>	<i>Respondent skipped this question</i>

### PAGE 16: D.1) TRADE COSTS

<b>Q33: In which regions do you provide Aid-for-Trade support to reduce trade costs? (You may tick more than 1 box)</b>	North America, Central America, South America, The Caribbean
<b>Q34: Provide web links to programmes you wish to showcase:</b>	<i>Respondent skipped this question</i>

### PAGE 18: E.1) SUPPORTING IMPLEMENTATION OF THE TRADE FACILITATION AGREEMENT

<b>Q35: What difficulties, if any, do you expect partner countries to face in securing support to implement the Trade Facilitation Agreement, when adopted? (You may tick more than 1 box)</b>	Ensuring Trade Facilitation Agreement implementation is a priority in national development planning documents , National coordination and demonstration of political will for Trade Facilitation Agreement reform , Integrating Trade Facilitation Agreement implementation into on-going programmes , Accessing regional programmes
<b>Q36: Additional information.</b>	<i>Respondent skipped this question</i>

## DONOR QUESTIONNAIRE

**Q37: How do you envisage programming Trade Facilitation Agreement implementation support, when adopted ?(You may tick more than 1 box)**

As part of on-going national programmes offering support for Trade Facilitation Agreement implementation

,

As part of on-going regional programmes offering support for Trade Facilitation Agreement implementation

,

As part of national aid programming dialogues,

As part of regional aid programming dialogues

**Q38: Additional information.**

*Respondent skipped this question*

### PAGE 19: E.1) SUPPORTING IMPLEMENTATION OF THE TRADE FACILITATION AGREEMENT

**Q39: What difficulties, if any, do you expect to face in programming support for Trade Facilitation Agreement implementation, when adopted, as part of your Aid-for-Trade activities? (You may tick more than 1 box)**

Programming of Trade Facilitation Agreement implementation support is already being undertaken as part of your Aid-for-Trade strategy

,

Lack of prioritization of Trade Facilitation Agreement implementation in national development planning documents

,

National coordination and demonstration of political will for Trade Facilitation Agreement reform

,

Integrating Trade Facilitation Agreement implementation into on-going programmes

**Q40: Additional information.**

*Respondent skipped this question*

**Q41: Which disciplines of the Trade Facilitation Agreement do you think will prove the hardest for developing countries to implement and where Aid-for-Trade support should be focused?(You may tick more than 1 box)**

Release and clearance of goods,

Border agency cooperation,

Movement of goods intended for import under customs control

,

Formalities connected with importation, exportation and transit

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Q42: Additional information.

*Respondent skipped this question*

Q43: Will the Trade Facilitation Agreement, when adopted, benefit other development programmes that you operate?

Yes

### PAGE 20: E.1) SUPPORTING IMPLEMENTATION OF THE TRADE FACILITATION AGREEMENT

Q44: Please specify the other programmes that Trade Facilitation Agreement implementation would benefit when adopted: (You may tick more than 1 box)

Reducing costs and delays associated with procurement by in-country programmes

Positive spin-offs on governance programmes

Q45: Additional information.

*Respondent skipped this question*

### PAGE 22: F.1) REDUCING TRADE COSTS

Q46: Do you track trade costs as part of your Aid-for-Trade programmes?

Yes

### PAGE 23: F.1) REDUCING TRADE COSTS

Q47: How do you track trade costs?(You may tick more than 1 box)

As part of a research agenda,

As part of project/programme theory of change/logframes/results-based management approaches

In ex post evaluations using impact assessment techniques

Q48: Additional information.

*Respondent skipped this question*

## DONOR QUESTIONNAIRE

**Q49: What data sources do you use?(You may tick more than 1 box)**

Own data collection,  
World Bank Doing Business Index,  
World Bank Logistic Performance Index,  
World Customs Organizations Time Release Studies  
,  
World Economic Forum Global Competitiveness Report  
,  
Other (please specify)  
Data from Countries' Central Banks, Ministries of Trade, Customs Administrations

**Q50: Additional information.**

*Respondent skipped this question*

**Q51: How do you validate the results?(You may tick more than 1 box)**

Dialogue with private sector,  
Dialogue with government,  
Dialogue with academic institutions

**Q52: Additional information.**

*Respondent skipped this question*



## DONOR QUESTIONNAIRE

**Q53: What immediate outputs have you observed from actions taken to reduce trade costs? (You may tick more than 1 box.)**

Updated customs legislation,  
New rules on transit, Greater transparency,  
Updated customs working practices,  
Improved cooperation between border agencies,  
New or updated transport infrastructure (roads, bridges, etc.)  
,  
New network infrastructure (e.g. ICT, power, telecoms)  
,  
New trade finance schemes, Tariff reforms,  
Certification and testing capacity (e.g. laboratory facilities)  
,  
New conformity assessment procedures and processes  
,  
Creation of one stop border posts,  
Creation of electronic single windows ,  
Creation of trade facilitation committees,  
Creation of dialogue with private sector,  
Improved border infrastructure

**Q54: Additional information.**

*Respondent skipped this question*

**Q55: What outcomes have you observed from actions taken to reduce trade costs? (Please choose no more than 5 options)**

Reduction in border clearance times,  
Increase in customs revenue,  
Reduction in informal payments,  
Increase in traffic flows through border posts,  
Increase in export volumes

**Q56: Additional information.**

*Respondent skipped this question*

## DONOR QUESTIONNAIRE

**Q57: What impacts have you observed from actions taken to reduce trade costs? (Please choose no more than 5 options)**

Diversification in export markets,  
Diversification in export products,  
Higher revenues for exporters,  
Entry into new value chain,  
Increase in foreign direct investment

**Q58: Additional information.**

*Respondent skipped this question*

**Q59: Which types of actions have achieved the most positive results in reducing trade costs for goods and services?(Please choose no more than 7 options)**

Customs reform, Other border agency reforms,  
Support for compliance with Non-Tariff Measures  
,  
Upgrading transport infrastructure,  
Upgrading network infrastructure,  
Working with trade partners to remove restrictions on movement of natural persons

**Q60: Additional information.**

*Respondent skipped this question*

**Q61: What have been the key success factors in reducing trade costs?(Please choose no more than 5 options)**

Private sector engagement and commitment,  
Funding from development partners,  
Alignment of donor support with national priorities  
,  
Sustained political engagement and commitment by national authorities  
,  
Use of regional approaches

**Q62: Additional information.**

*Respondent skipped this question*

### PAGE 27: G.1) PRIVATE SECTOR DEVELOPMENT AND YOUR AID FOR TRADE STRATEGY

**Q63: Is private sector development an Aid-for-Trade priority of your agency?** Yes

DONOR QUESTIONNAIRE

Q64: Additional information.

*Respondent skipped this question*

PAGE 28: G.1) PRIVATE SECTOR DEVELOPMENT AND YOUR AID FOR TRADE STRATEGY

Q65: What approaches do you use to promote private sector development?(You may tick more than 1 box)

Concessional loans and grants,  
Non-concessional lending,  
Technical assistance,  
Incentives to promote business,  
Other (please specify)  
IDB has implemented the ConnectAmericas Initiative ([www.connectamericas.com](http://www.connectamericas.com))

Q66: Additional information.

*Respondent skipped this question*

Q67: What is the focus of your private sector development programme?You may tick more than 1 box.

Support for SMEs

Q68: Additional information.

IDB is a regional body, but the region's private sector is involved

PAGE 29: G.1) PRIVATE SECTOR DEVELOPMENT AND YOUR AID FOR TRADE STRATEGY

Q69: Is the private sector in your own country/customs territory involved in your programme?

Yes

Q70: Additional information.

Dissemination and knowledge programs are implemented in ConnectAmericas through trade promotion organizations and business chambers across the Latin America and Caribbean region.

PAGE 30: G.1) PRIVATE SECTOR DEVELOPMENT AND YOUR AID FOR TRADE STRATEGY

Q71: How is your national private sector engaged? (You may tick more than 1 box)

Other (please specify) Dissemination activities

Q72: Additional information.

*Respondent skipped this question*

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**Q73: Do you offer support to your own private sector to invest in developing countries?**

Yes

**Q74: Additional information.**

*Respondent skipped this question*

### PAGE 31: G.1) PRIVATE SECTOR DEVELOPMENT AND YOUR AID FOR TRADE STRATEGY

**Q75: How do you offer support?(You may tick more than 1 box)**

Advisory services and information

**Q76: Additional information.**

ConnectAmericas has a vast knowledge platform about international trade in the region, that includes articles, databases, simulators, online courses and audiovisual content.

### PAGE 32: G.1) PRIVATE SECTOR DEVELOPMENT AND YOUR AID FOR TRADE STRATEGY

**Q77: How do you measure the results of your private sector's involvement?(You may tick more than 1 box)**

Other (please specify)

During 2014, ConnectAmericas has received approximately 150,000 visitors from over 40 countries, 20,000 registrations and an average navigation time of 6 minutes.

**Q78: Additional information.**

*Respondent skipped this question*

### PAGE 33: G.1) PRIVATE SECTOR DEVELOPMENT AND YOUR AID FOR TRADE STRATEGY

**Q79: Are there examples of private sector development that you would like to showcase?**

Yes

### PAGE 34: G.1) PRIVATE SECTOR DEVELOPMENT AND YOUR AID FOR TRADE STRATEGY

**Q80: Please provide details of relevant programme/project evaluations you would like to showcase (include weblinks where appropriate). You may also wish to elaborate by submitting information in a case story format. Details on how to submit a case story can be found at the end of this questionnaire.**

ConnectAmericas.com case study submitted

### PAGE 36: H.1) CONTRIBUTION OF AID FOR TRADE TO INCLUSIVE, SUSTAINABLE GROWTH

## DONOR QUESTIONNAIRE

**Q81: What contribution can reducing trade costs make to inclusive, sustainable growth?(Please choose no more than 7 options)**

Increase in exports,  
Entry into new value chains,  
Moving up value chains,  
Diversification in export markets,  
Diversification in export products,  
Foreign direct investment

**Q82: Additional information.**

*Respondent skipped this question*

**Q83: What impact has the Aid-for-Trade Initiative had since its launch in 2005? (You may tick more than 1 box)**

Increase in resources available for trade development  
,  
More attention to trade issues in development ,  
More priority given by national authorities to trade issues in national development planning  
,  
More priority given by regional authorities to trade issues in development planning  
,  
More priority given by donors to trade issues in national development planning

**Q84: Additional information.**

*Respondent skipped this question*

**Q85: What potential future contribution could the Aid-for-Trade Initiative make to the post-2015 development agenda? (You may tick more than 1 box)**

Contribution of financing for development,  
Contribution to improving the business and regulatory environment  
,  
Ensuring continued attention to trade issues in development  
,  
Engaging the private sector in development issues

**Q86: Additional information.**

*Respondent skipped this question*

## DONOR QUESTIONNAIRE

**Q87: What potential future contribution could the Enhanced Integrated Framework for LDCs make to the post-2015 development agenda?(Please choose no more than 5 options)**

Unsure

**Q88: Additional information.**

*Respondent skipped this question*

**Q89: How could the Aid-for-Trade Initiative be improved?**

The Aid for Trade Initiative could put a greater emphasis on taking the needs and priorities of the Medium Income Countries (MICs). Aid for Trade interventions in MICs can have a demonstration effect on the challenges and opportunities for the rest of the developing world.

Another recommendation would be to place more emphasis on infrastructure investments such as ports, airports, etc.

### PAGE 37: H.1) CONTRIBUTION OF AID FOR TRADE TO INCLUSIVE, SUSTAINABLE GROWTH

**Q90: Additional information on "Reducing trade costs and inclusive, sustainable growth". If there is anything you would like to add on the topic of "Reducing trade costs for inclusive, sustainable growth", which you feel has not been covered in this questionnaire, please use this box.**

*Respondent skipped this question*