



## MEMORANDUM OF UNDERSTANDING

**BETWEEN THE MINISTER OF FOREIGN TRADE AND DEVELOPMENT COOPERATION OF THE KINGDOM OF THE NETHERLANDS, THE SECRETARY OF FOREIGN AFFAIRS AND INTERNATIONAL COOPERATION OF HONDURAS, PROHONDURAS, THE SECRETARY OF AGRICULTURE AND LIVESTOCK OF HONDURAS, HONDURAS 20/20, FIDE INVERSIÓN Y EXPORTACIONES, THE FOUNDATION FOR RURAL ENTREPRENEURIAL DEVELOPMENT, THE CHAMBER OF COMMERCE AND INDUSTRIES OF CORTES, THE CHAMBER OF COMMERCE AND INDUSTRY OF TEGUCIGALPA, THE FEDERATION OF AGROEXPORTERS OF HONDURAS, AND THE NATIONAL ASSOCIATION OF AQUACULTURISTS OF HONDURAS.**

The Memorandum of Understanding establishes relations of cooperation between the **Minister of Foreign Trade and Development Cooperation of the (Kingdom of the) Netherlands**, on her behalf the **Centre for the Promotion of Imports from Developing Countries of the Netherlands Enterprise Agency**, hereinafter referred to as **CBI**, the **Secretary of Foreign Affairs and International Cooperation of Honduras, PROHONDURAS**, the **Secretary of Agriculture and Livestock of Honduras, Honduras 20/20**, **FIDE Inversión y Exportaciones**, hereafter referred to as **FIDE**, the **Foundation for Rural Entrepreneurial Development**, hereafter referred to as **FUNDER**, the **Chamber of Commerce and Industries of Cortes**, the **Chamber of Commerce and Industry of Tegucigalpa**, the **Federation of Agroexporters of Honduras**, hereafter referred to as **FPX**, the **National Association of Aquaculturists of Honduras**, hereafter referred to as **ANDAH**, collectively referred to as the Signatories.

### Paragraph I – OBJECTIVES

1. The objective of this Memorandum of Understanding is to establish cooperation between the Signatories in order to strengthen Central American capacity to trade in goods and services, in view of taking advantage of the Association Agreement signed by the European Union and Central America, in particular to strengthen competitive export capacities and Corporate Social Responsibility (CSR) performance of Honduran Small & Medium-Sized Enterprises (SMEs), and in order to contribute to the sustainable economic development of Honduras.
2. More specifically, the objective of this Memorandum is to support the implementation of the action entitled "*Promoting sustainable exports from Central American SMEs to the European market*", a part of component III ("*Strengthening Central American capacity to trade in goods and services in view of taking advantage of the EU/CA Association Agreement - Promoting sustainable trade*") of the project "*Integración Económica Regional Centroamericana (INTEC)*", a project of the European Commission. CBI was charged with the implementation of this Action through a Delegation Agreement between the European Commission and the Netherlands Ministry of Foreign Affairs. Annex I provides a summary of the Action.



## **Paragraph II – AREAS OF COOPERATION**

Cooperation between the Signatories will take place in the following areas:

1. Selection of Honduran producing SMEs from the sectors Specialty Coffees, Cacao & derivatives, Fresh Fruits and Vegetables, and Fish & Seafood as participants in the project, based on a list of agreed criteria.
2. Training and coaching to build European export capacity of project participants.
3. Training and coaching of project participants in obtaining adequate certification for the European market.
4. European market entry of project participants through trade fair participations and/or other market entry activities.
5. Designing project interventions to address export opportunities and bottlenecks at meso / sector / institutional level, in order to contribute to an export enabling environment for Honduran SMEs.

## **Paragraph III - ROLES OF CBI**

1. To provide the overall management of the project. This includes the monitoring and evaluation of the project, the production of periodic progress reports, reporting to the European Commission, and participation in the Steering Committee of Component III of the INTEC project.
2. To provide technical assistance through international experts who will conduct export audits, training, coaching, consultancy, facilitation, or research activities for project participants and signatories, in areas relevant for exports to the European market.
3. To organise a European market orientation mission for project participants (including the financing of travel and accommodation costs for project participants and representatives of selected Signatories).
4. To organize and co-finance the costs of trade fair participations (excluding travel, meals and accommodation) of project participants at relevant trade fairs in Europe, recommended by CBI for these participants (The remaining costs, including travel, meals and accommodation to be financed by the project participants). The exact conditions will be agreed between CBI and the project participant in a Letter of Commitment, to be signed by CBI and each project participant. In case the project participant participates in a country pavilion organized by one of the Honduran Signatories under less favourable conditions the conditions agreed to in the Letter of Commitment, CBI will make available financial resources that will allow the participation of the project participant in the country pavilion of the Honduran Signatory under the project conditions.
5. To co-design and provide expertise for the execution of project interventions aimed at addressing export opportunities and bottlenecks at meso / sector / institutional level, in order to contribute to an export enabling environment for Honduras SMEs.

## **Paragraph IV – ROLE OF THE SECRETARY OF FOREIGN AFFAIRS AND INTERNATIONAL COOPERATION OF HONDURAS**

1. Ensure the required coordination and complementarity of the public and private institutions that are Signatories to the current Memorandum.
2. Through the Diplomatic and Consular Missions of Honduras abroad, support trade promotion and the opening of new markets, providing support during trade shows, events or match-making events, as well facilitate the necessary consular procedures for the facilitation of international trade



#### **Paragraph V – ROLES OF PROHONDURAS**

1. To organize and participate in project activities held in Honduras. These may include activities of promotion, training, coaching, and CBI expert missions.
2. To participate in meetings of the Steering Committee for Honduras, in which project progress will be monitored and project activities will be planned.
3. To promote the project in Honduras, to encourage Honduran SMEs to apply for the project, and to collaborate in the pre-selection and selection of participating companies.
4. To make premises, coffee breaks, and human resources available for project-related events in Honduras, in accordance with the needs of the project, subject to prior agreement between the Signatories. CBI, in coordination with the contact person appointed by each Signatory, will reach an agreement about the organization of the project-related events prior to carrying out each event and taking into consideration the nature and length of the event.
5. In case PROHONDURAS organises a country pavilion at a European trade fair recommended by CBI for selected project participants that are ready for European market entry, according to CBI: to facilitate the participation of these project participants at the Honduran pavilion, under its regular fees and conditions. In case such conditions are less favourable than offered by the project, PROHONDURAS and CBI will make an arrangement that will make it possible for the project participant to participate in the country pavilion under the fees and conditions offered by the project.
6. Identify synergies between the project and other ongoing activities or projects of PROHONDURAS

#### **Paragraph VI – ROLES OF THE SECRETARY OF AGRICULTURE AND LIVESTOCK OF HONDURAS**

1. To organize and participate in project activities held in Honduras. These may include activities of promotion, training, coaching, and CBI expert missions.
2. To participate in meetings of the Steering Committee for Honduras, in which project progress will be monitored and project activities will be planned.
3. To promote the project in Honduras, to encourage Honduran SMEs to apply for the project, and to collaborate in the pre-selection and selection of participating companies.
4. To make premises, coffee breaks, and human resources available for project-related events in Honduras, in accordance with the needs of the project, subject to prior agreement between the Signatories. CBI, in coordination with the contact person appointed by each Signatory, will reach an agreement about the organization of the project-related events prior to carrying out each event and taking into consideration the nature and length of the event.
5. Identify synergies between the project and other ongoing activities or projects of the Secretary of Agriculture and Livestock of Honduras.

#### **Paragraph VII – ROLES OF HONDURAS 20/20**

1. To organize and participate in project activities held in Honduras. These may include activities of promotion, training, coaching, and CBI expert missions.
2. To participate in meetings of the Steering Committee for Honduras, in which project progress will be monitored and project activities will be planned.
3. To promote the project in Honduras, to encourage Honduran SMEs to apply for the project, and to collaborate in the pre-selection and selection of participating companies.
4. To make premises, coffee breaks, and human resources available for project-related events in Honduras, in accordance with the needs of the project, subject to prior agreement between the Signatories. CBI, in coordination with the contact person appointed by each Signatory, will reach



an agreement about the organization of the project-related events prior to carrying out each event and taking into consideration the nature and length of the event.

5. Identify synergies between the project and other ongoing activities or projects of the Honduras 20/20.

#### **Paragraph VIII – ROLES OF FIDE**

1. To organize and participate in project activities held in Honduras. These may include activities of promotion, training, coaching, and CBI expert missions.
2. To participate in meetings of the Steering Committee for Honduras, in which project progress will be monitored and project activities will be planned.
3. To promote the project in Honduras, to encourage Honduran SMEs to apply for the project, and to collaborate in the pre-selection and selection of participating companies.
4. To make premises, coffee breaks, and human resources available for project-related events in Honduras, in accordance with the needs of the project, subject to prior agreement between the Signatories. CBI, in coordination with the contact person appointed by each Signatory, will reach an agreement about the organization of the project-related events prior to carrying out each event and taking into consideration the nature and length of the event.
5. In case FIDE organises a country pavilion at a European trade fair recommended by CBI for selected project participants that are ready for European market entry, according to CBI: to facilitate the participation of these project participants at the Honduran pavilion, under its regular fees and conditions. In case such conditions are less favourable than offered by the project, FIDE and CBI will make an arrangement that will make it possible for the project participant to participate in the country pavilion under the fees and conditions offered by the project.
6. Identify synergies between the project and other ongoing activities or projects of FIDE.

#### **Paragraph IX – ROLES OF FUNDER**

1. To organize and participate in project activities held in Honduras. These may include activities of promotion, training, coaching, and CBI expert missions.
2. To participate in meetings of the Steering Committee for Honduras, in which project progress will be monitored and project activities will be planned.
3. To promote the project in Honduras, to encourage Honduran SMEs to apply for the project, and to collaborate in the pre-selection and selection of participating companies.
4. To make premises, coffee breaks, and human resources available for project-related events in Honduras, in accordance with the needs of the project, subject to prior agreement between the Signatories. CBI, in coordination with the contact person appointed by each Signatory, will reach an agreement about the organization of the project-related events prior to carrying out each event and taking into consideration the nature and length of the event.
5. Identify synergies between the project and other ongoing activities or projects of FUNDER

#### **Paragraph X – ROLES OF THE CHAMBER OF COMMERCE AND INDUSTRIES OF CORTES**

1. To organize and participate in project activities held in Honduras. These may include activities of promotion, training, coaching, and CBI expert missions.
2. To participate in meetings of the Steering Committee for Honduras, in which project progress will be monitored and project activities will be planned.
3. To promote the project in Honduras, to encourage Honduran SMEs to apply for the project, and to collaborate in the pre-selection and selection of participating companies.
4. To make premises, coffee breaks, and human resources available for project-related events in Honduras, in accordance with the needs of the project, subject to prior agreement between the



Signatories. CBI, in coordination with the contact person appointed by each Signatory, will reach an agreement about the organization of the project-related events prior to carrying out each event and taking into consideration the nature and length of the event.

5. Identify synergies between the project and other ongoing activities or projects of the Chamber of Commerce and Industries of Cortes.

#### **Paragraph XI – ROLES OF THE CHAMBER OF COMMERCE AND INDUSTRY OF TEGUCIGALPA**

1. To organize and participate in project activities held in Honduras. These may include activities of promotion, training, coaching, and CBI expert missions.
2. To participate in meetings of the Steering Committee for Honduras, in which project progress will be monitored and project activities will be planned.
3. To promote the project in Honduras, to encourage Honduran SMEs to apply for the project, and to collaborate in the pre-selection and selection of participating companies.
4. To make premises, coffee breaks, and human resources available for project-related events in Honduras, in accordance with the needs of the project, subject to prior agreement between the Signatories. CBI, in coordination with the contact person appointed by each Signatory, will reach an agreement about the organization of the project-related events prior to carrying out each event and taking into consideration the nature and length of the event.
5. Identify synergies between the project and other ongoing activities or projects of the Chamber of Commerce and Industry of Tegucigalpa.

#### **Paragraph XII – ROLES OF FPX**

1. To organize and participate in project activities held in Honduras, in particular those related to the Fresh Fruit & Vegetable sector. These may include activities of promotion, training, coaching, and CBI expert missions.
2. To participate in meetings of the Steering Committee for Honduras, in which project progress will be monitored and project activities will be planned.
3. To promote the project in Honduras, to encourage Honduran SMEs to apply for the project, in particular those from the Fresh Fruit & Vegetable sector, and to collaborate in the pre-selection and selection of participating companies.
4. To make premises, coffee breaks, and human resources available for project-related events in Honduras, in particular those related to the Fresh Fruit & Vegetable sector, in accordance with the needs of the project, and subject to prior agreement between the Signatories. CBI, in coordination with the contact person appointed by each Signatory, will reach an agreement about the organization of the project-related events prior to carrying out each event and taking into consideration the nature and length of the event.
5. Identify synergies between the project and other ongoing activities or projects of FPX.

#### **Paragraph XIII – ROLES OF ANDAH**

1. To organize and participate in project activities held in Honduras, in particular those related to the Fish & Seafood sector. These may include activities of promotion, training, coaching, and CBI expert missions.
2. To participate in meetings of the Steering Committee for Honduras, in which project progress will be monitored and project activities will be planned.



3. To promote the project in Honduras, to encourage Honduran SMEs to apply for the project, in particular those from the Fish & Seafood sector, and to collaborate in the pre-selection and selection of participating companies.
4. To make premises, coffee breaks, and human resources available for project-related events in Honduras, in particular those related to the Fish & Seafood sector, in accordance with the needs of the project, and subject to prior agreement between the Signatories. CBI, in coordination with the contact person appointed by each Signatory, will reach an agreement about the organization of the project-related events prior to carrying out each event and taking into consideration the nature and length of the event.
5. Identify synergies between the project and other ongoing activities or projects of IHCAFE.

#### **Paragraph XIV – CONTACT PERSONS**

In order to coordinate, ensure and carry out the cooperation, each of the Signatories will appoint a designated staff member for the implementation of this Memorandum of Understanding, who will carry out coordination activities as they deem appropriate to achieve the objectives set out in this Memorandum of Understanding.

**CBI** appoints its Programme Manager, Mr Erik Plaisier

**The Secretary of Foreign Affairs and International Cooperation** appoints its Director of International Promotion, Ms Marianeth Gámez, and its Coordinator of International Promotion for Europe, Ms Graciamaria Agüero

**PROHONDURAS** appoints its Regional Director North-Western region of the Secretary of Economic Development, Mr Fabricio Sarmiento, and its Director International Promotion PROHONDURAS, Ms Aida Rodriguez

**The Secretary of Agriculture and Livestock of Honduras** appoints its Director Agro-Chains, PRONAGRO, Mr Erick Fabricio Martinez Guillén

**Honduras 20/20** appoints its Sr Analyst Agro-Business, Ms Jessie Inestroza

**FIDE** appoints its Managing Director, Ms Teresa Deras

**FUNDER** appoints its Manager Agro-Business, Mr Angel Meza Mendez

**The Chamber of Commerce and Industries of Cortes** appoints its Coordinator Commercial Missions, MS Vanessa Rodriguez

**The Chamber of Commerce and Industry of Tegucigalpa** appoints its Managing Director, Mr Rafael Medina

**FPX** appoints its General Manager, Mr Medardo Galindo

**ANDAH** appoints its Managing Director, Lisandro Javier Amador

#### **Paragraph XV CONFIDENTIALITY**

The Signatories will use the information generated in this project for the execution of actions in the framework of this Memorandum of Understanding. Confidential information will not be used for purposes other than those foreseen in this Memorandum of Understanding, nor in actions that are not of a joint nature.

#### **Paragraph XVI – CONFLICT RESOLUTION**

Any dispute that may arise regarding the interpretation, implementation and/or scope of this Memorandum of Understanding, will be resolved by the Signatories directly and through common agreement.

#### **Paragraph XVII – SIGNATORIES' INDEPENDENCE**

Each signatory will act under its own independence and autonomy, without creating any labour dependence amongst the signatories to this Memorandum of Understanding.

#### **Paragraph XVIII – TIME FRAME AND TERMINATION**

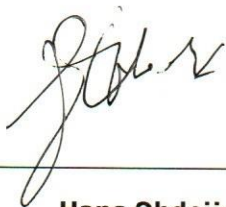
1. This Memorandum of Understanding will come into effect upon its signature. Its period of validity is until September 2021 and may be extended by the Signatories, depending in part on any extension that is granted by the European Commission to CBI for the implementation of the project.
2. The Signatories acknowledge that this Memorandum of Understanding reflects the current intentions of the Signatories and no legally binding conditions on any Signatory will be imposed.
3. This Memorandum of Understanding may be amended only by the written confirmation of the Signatories;
4. Signatories may withdraw from this Memorandum of Understanding at any moment upon written notice to the other Signatories. Such withdrawal will take effect six (6) months after such notice. Withdrawal entails no liability.

#### **Paragraph XIX – FINAL PROVISIONS**

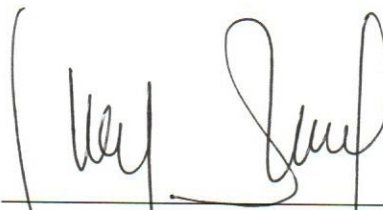
1. This Memorandum of Understanding does not create any rights of obligations under international law.

In witness whereof, we sign this Memorandum of Understanding, in 12 identical originals, in the English and Spanish language, one for each of the signatories, on 16 October in the city of Tegucigalpa





**Hans Obdeijn**  
Executive Director, CBI  
on behalf of the Minister of Foreign  
Trade and Development Cooperation of  
the Kingdom of The Netherlands



**María del Carmen Nasser de  
Ramos**  
Acting Minister of Foreign Affairs  
and International Cooperation



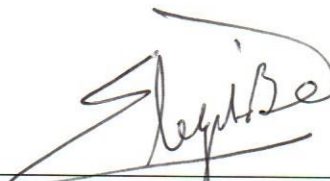
**Aida Rodríguez**  
Director of International Promotion  
of the Ministry of Economic  
Development



**Mauricio Guevara**  
Minister of Agriculture and  
Livestock  
Secretary of Agriculture and  
Livestock of Honduras



**Peter Fleming Jimenez**  
Chief Executive Officer  
Honduras 20/20



**Leonel Z. Bendeck**  
President, Board of Directors  
FIDE



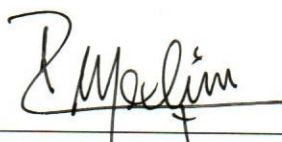
**Miguel Ángel Bonilla**  
Executive Director  
FUNDER



**Enrique Miselem**  
Vice President of the Board of  
Directors FPX



**Lisandro Javier Amador**  
Executive Director  
ANDAH



**Rafael Medina**  
Executive Director  
Chamber of Commerce and  
Industry of Tegucigalpa



**Jorge Alberto Faraj**  
President  
Chamber of Commerce and Industries of  
Cortes