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## Joint Working Party on Trade and Environment

### REPORT OF THE OECD GLOBAL FORUM ON TRADE TECHNICAL ASSISTANCE AND CAPACITY BUILDING FOR TRADE AND THE ENVIRONMENT

Held on 3-4 November 2005 in San José, Costa Rica

*PURPOSE OF PAPER AND ACTION REQUIRED: This paper synthesises the presentations and discussions that took place at the recent Global Forum on Trade, held in San José, Costa Rica on 3-4 November 2005. It is for the information of Delegates and will serve as the basis for the discussion of the Forum under agenda item 4 of the Joint Working Party on Trade and Environment meeting on 30 November-1 December 2005. Those Delegates who were present at the Forum will also be invited to give their impressions of the discussions and make any suggestions for possible follow-up to the Forum.*

*TIMING: This report is being circulated for information of JWPTE delegates. After discussion at the JWPTE meeting, it will be posted on the Forum website along with the various powerpoint presentations made at the Forum.*

*LINK TO PROGRAM OF WORK AND ANY RESOURCE IMPLICATIONS: Trade Output Area: 3.1.2, "Stakeholder Bridge Building" and EPOC output area 2.3.4. "Decoupling Environmental Pressures from Economic Growth". Funding for the Forum came from the CPF allocation for a Global Forum on Trade.*

*CO-OPERATION AND CONTEXT: The Forum summary has been prepared by the rapporteur for the Global Forum, Ms. Monica Araya, and is made available on her responsibility. The Global Forum itself was organised and jointly financed with the Organization of American States, with the support of the Costa Rican Ministries of Foreign Trade and of the Environment.*

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## REPORT OF THE OECD GLOBAL FORUM ON TRADE TECHNICAL ASSISTANCE AND CAPACITY BUILDING FOR TRADE AND THE ENVIRONMENT

3-4 November 2005, San José, Costa Rica  
Prepared by Ms Monica Araya, the workshop Rapporteur

### Summary

The Global Trade Forum met in San José, Costa Rica, to engage in a dialogue between OECD and non-OECD countries about the role that technical assistance and capacity building play in helping developing-country governments and industries to meet environmental requirements affecting their exports, and to benefit from trade in the markets for environmental goods and services. This workshop was the follow-up to a Global Trade Forum in New Delhi in November 2002 that addressed the topic of environmental requirements and market accesses and identified developing-country concerns.

During the two days, policy-makers, analysts, and practitioners from the Americas, Africa, southern Asia and Europe shared a wide range of ideas on the topic of capacity building and technical co-operation on trade and the environment. But despite the differences in backgrounds and geography — e.g., with speakers sharing experiences from countries such as India, Mexico, and Kenya — a group of common ideas emerged during the Forum (see Box 1). The goal of this report is to discuss these crosscutting themes and to summarize the issues that the participants would like to see addressed in future workshops as well as their recommendations.

#### Box 1. Crosscutting themes

1. Policy coherence is key for developing a sense of priority.
2. The growing proliferation of standards and regulations complicates export strategies.
3. Access to markets starts with access to information.
4. Participation and transparency foster commitment to trade and environment goals.
5. The critical shift: from subsistence producers to professional exporters.
6. Further progress requires south-to-south dialogue and learning.
7. The benefits of environmental goods and services remain untapped in developing countries.

## **BACKGROUND AND STRUCTURE**

1. The OECD Global Forum on Trade took place in Costa Rica on November 3-4 November 2005. The main goal of this meeting was to offer a pragmatic discussion on the development dimension of trade and environment that would allow participants: to share information on national experiences on how technical assistance and capacity building has helped them conform to, or adapt to, *environmental requirements* set by trading partners; to discuss ways to improve technical assistance and capacity building in this area; and to explore the relationship between trade in *environmental goods and services* and the ability of countries to comply with environmental requirements.

2. The event was organised under the auspices of the OECD Trade Directorate, in collaboration with the Secretariat of the Organization of American States (OAS), through its Office for Sustainable Development and Environment and benefited from the presence of a member of the OECD Environment Directorate. Over 90 participants from 22 countries and 26 regional or international organisations, NGOs and research institutes took part in the Forum.

3. Costa Rica was chosen as the venue for the event because of the country's leading role in Latin America in defining a capacity-building and technical assistance agenda within the context of trade and environment. For example, Costa Rica has helped define priorities related to trade-environment in regional trade agreements with which it has been involved. Because of the large number of regional and bilateral trade agreements that have been or are being negotiated with countries in the region, interest in issues related to compliance with, and enforcement of, environmental requirements is high.

4. The Global Forum was organised along the lines of the 2002 Global Forum in New Delhi, but had fewer formal presentations and allowed more time for discussion from experts from developing countries, representatives from partner organisations, the business community, non-governmental organisations, and other participants.

### **Structure of the Forum**

5. The Forum was opened with remarks from government officials from Costa Rica and a representative from the OECD. The following sessions addressed *environmental requirements and market access* problems from three angles:

- Overview of main issues (Session 1).
- Identification of needs and priorities from the perspective of recipient countries (Jordan and Brazil), donor countries (Sweden), and international agencies (OAS and UNEP) (Session 2).
- Analysis of specific experiences in technical assistance and capacity building (Sessions 3, 4, and 5).
  - The international organisations represented were UNIDO, Marine Stewardship Council, UNCTAD, COLEACP's Pesticide Initiative Programme (PIP) programme, the Netherland's Centre for the Promotion of Imports from Developing Countries (CBI), GTZ, the North American Commission on Environmental Co-operation, and the WTO.

- The recipient countries and organizations represented were from the ministries of environment in Honduras and El Salvador, a pesticide phase-out project in Honduras, a research institute in Chile, and the Millennium Ecosystems Assessment.

6. The following sessions looked at the market of *environmental good and services* in the developing world from two lenses:

- as importers (Session 6); two participants presented lessons from case studies.
- as exporters (Session 7); examples were presented from Costa Rica and Colombia.

7. The Forum ended with a panel discussion (Session 8) that brought the strands together by inviting all participants to comment on key lessons from the workshop and ideas that deserved careful thinking. A summary from the rapporteur followed the discussion. The event closed with the remarks from representatives from the OECD and OAS.

8. The Forum agenda is appended as an Annex. The forum website will soon be made public, including the presentations of panellists.

See <http://webdomino1.oecd.org/COMNET/ECH/CostaRica.nsf?OpenDatabase>

## THE REPORT

9. Seven crosscutting ideas were salient during the two days of discussion. They are summarized here and complemented with examples and comments from speakers and participants

### **I. Policy coherence is necessary for developing a sense of priority**

10. Achieving policy coherence is difficult in practice, but is a critical goal in setting domestic priorities on trade and environment issues. In the absence of coherence, governments might develop policy strategies on trade and on environment that could work against each other. The deputy ministers of environment and of trade from Costa Rica and the OECD Trade Directorate representative introduced this theme early on in the workshop. Other government officials — from Chile, Honduras, El Salvador, and Jordan — echoed this idea and shared information about how their ministries are trying to articulate strategies that combine environmental and trade objectives.

11. For Chile's Ministry of Foreign Affairs the insertion of environmental clauses in trade agreements is a good starting point for promoting policy coherence in trade and environment. Chile has benefited from bilateral environmental co-operation programs with Canada and with the United States by developing joint environmental programmes. Through co-operation Chile has been able to improve its own environmental management system. The two bilateral trade and environment programs overlap in objectives and, as a result, Chile is trying to co-ordinate the agendas with both governments to maximise the benefits and avoid duplication of efforts.

12. Another way to promote policy coherence is through technical assistance on trade and the environment. UNCTAD, for example, offers training to governments that in the case of Honduras facilitated the creation of a national trade and environment committee that seeks policy coherence explicitly. The OAS Office of Sustainable Development and Environment and UNEP also support the work of developing-country governments that seek to increase the complementarities of their trade and environment agendas.

13. A key message from this discussion was that policy coherence does not happen by accident; it is the result of deliberate efforts to combine trade and environmental objectives. Policy coherence has to occur not only *within* a ministry, but also *across* ministries — especially between environmental and trade officials — and between ministries and parliaments and with the business sector. A representative from Costa Rica's National Forestry Fund (FONAFIFO) emphasized that in the future negotiators need to analyse carefully whether the country should adopt new environmental commitments. Without having clear priorities the country risks adopting international commitments that it will not be able to translate into practice. It is precisely the lack of policy coherence that is currently overwhelming the system — i.e., compliance units in the ministries — thus harming the reputation of the country.

## II. The proliferation of regulation and standards is accelerating and complicates market access

14. A second clear message from speakers and participants was the concern that the rapid proliferation of environmental standards and regulations remain as the key problem for developing-country exporters. This problem was the centrepiece of the Global Trade Forum in New Delhi in 2002.<sup>1</sup>

15. The proliferation of standards and regulations is not negative *per se*. What makes it problematic is the inconsistency of requirements from market to market. For instance, one speaker noted that Mexican coffee exporters must meet different standards in the United States, Europe and Japan. Meeting all the requirements is cumbersome and expensive.

16. In addition to the growing regulations, exporters also face non-regulatory, market driven standards. As a result, developing countries feel that they are unable to keep track of all the key developments around the world. What can these producers do in order to ensure compliance? The speakers — often paired in the sessions as trainer and trainee — offered examples of international co-operation organisations that helped developing-country exporters and meet importers' requirements. A number of strategies for helping developing-country exporters were discussed:

17. *Changing how standards are established and promoting harmonisation and equivalence.* A representative from the OECD Trade Directorate proposed the inclusion of developing country concerns in domestic and international discussions of new standards; to facilitate recognition of other countries' regulations and standards as equivalent; and to harmonise standards where appropriate. Some examples of harmonizing efforts are those being pursued by the International Task Force on Harmonization and Equivalence in Organic Agriculture, the Global Eco-labelling Network, and the ISEAL Alliance.<sup>2</sup> Throughout the Forum, several speakers and participants echoed the idea that harmonisation of standards and equivalence and mutual recognition agreements are a meaningful way of improving the situation for southern exporters.

18. *Mapping "label proliferation" around the world.* A representative from WWF-US focused on the problem of "label proliferation" in the area of agricultural goods and foods. The drivers for the creation of environmentally friendly labels are in large part the demands from large retailers whose global supply chains are on the "radar screen" of environmental and social advocates. The problem is that often labelling programs establish requirements that do not work well in developing countries. Another problem accrues from the lack of testing facilities in the south — especially in rural areas — that make establishing compliance difficult. In order to tackle the problem of label proliferation and what the speaker viewed as "mission creep," WWF-US and the International Finance Corporation (IFC) are studying standards around the world and quantifying the costs and benefits of certification.

19. *Help exporters adapt to new requirements.* The COLEACP's Pesticide Initiative Programme works with companies from the Africa, Caribbean and Pacific (ACP) region and provides training that allows them to comply with EU food safety and traceability regulations.<sup>3</sup> Another example is UNIDO's

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<sup>1</sup> See for example the *Report of the OECD Global Forum on Trade, International Workshop on Environmental Requirements and Market Access: Addressing Developing Country Concerns* (27-28 November 2002, New Delhi, India) COM/ENV/TD(2002)/106. At the workshop, many speakers echoed concerns that developing countries entered the trade and environment debate as "standard takers, not standard makers" and therefore were at disadvantage and faced market access problems. The volume compiling the "lessons learned" chapter and the case studies themselves is now available as an OECD publication: *Environmental Requirements and Market Access*.

<sup>2</sup> See <http://www.unctad.org>; <http://www.ifoam.org>; <http://www.gen.gr.jp>; <http://www.iseal.org>.

<sup>3</sup> See <http://www.coleacp.org/>.

work with agro-industrial exporting companies in Central America. One of the projects presented at the workshop was the gradual elimination of methyl bromide in Honduras.

20. *Identifying and using “back door” rules to help exporters:* a trade adviser at the Swedish Agency for International Development, (SIDA) shared the experience of EPOPA in helping exporters from Uganda and Tanzania to export organic products to European markets.<sup>4</sup> SIDA’s program involves more than 27 000 farmers exporting coffee, pineapples, cocoa, and cashew nuts among other products. In her view, EU regulations are not designed to support the development of organic farming and therefore create major problems for developing-country exporters. In order to help the producers involved in their program, EPOPA is using an exception or “back door” rule (to EU regulation 2092/91) that allows importers to market organic products if they can furnish satisfactory proof that the product was produced and inspected in accordance with a system equivalent to that demanded by the EU regulation. The problem is that the limited exemption period creates uncertainty among the exporters and therefore is only a temporary solution to the bigger problem of standards proliferation.

21. A related theme that emerged during the discussion was the fear that proliferation of capacity building and technical assistance could overlap and duplicate programmes. Are the trainers and donors coordinating efforts to avoid this problem? In order to improve the communication flows between programs, an information session was held to allow participants to hear about all the available trade and environmental training programs. A summary of contact points of various agencies and programmes is available at <http://webdomino1.oecd.org/COMNET/ECH/CostaRica.nsf?OpenDatabase>

### III. Access to markets starts with access to information

22. During all sessions of the Forum, speakers and participants articulated a common concern that is closely related to the proliferation problem: ensuring compliance and accessing markets requires access to information about environmental requirements. Clearly, there has been progress in the past years. Speakers and participants exchanged ideas on ways to improve producers’ access to information. Some of the examples include:

- *Brazil’s “early warning system”:* Inmetro, an agency in charge of scientific and industrial metrology, and Brazil’s enquiry point on TBT questions, has developed a website (*Alerta Exportadora*) in response to the growing requests for information on technical requirements in the export markets.<sup>5</sup>
- *Uganda’s Biotrade program:* one major barrier to the exports of biodiversity products from this country was the limited awareness among producers of best practices and market requirements. In response to this problem Uganda adopted the Biotrade Program — a UNCTAD supported initiative.<sup>6</sup>
- *The Coffee Certification Database;* Developed by the North American Commission on Environmental Cooperation (CEC) this database offers information about organic, shade and fair trade coffee labelling and certification schemes around the world.<sup>7</sup>

<sup>4</sup> See <http://www.epopa.info/>.

<sup>5</sup> See <http://www.inmetro.gov.br/barreirastecnicas/sobrealertaexportador.asp>.

<sup>6</sup> See <http://www.ugandaexportsonline.com/biotrade.htm>.

<sup>7</sup> See <http://www.cec.org/databases/certifications/Cecdata/Main.cfm?CategorieID=0&Varlan=english&WebSiteID=6>

- *Honduras' trade and environment strategy*: Trained by the UNCTAD-DFID programme, the country's Natural Resources and Environment Secretariat has adopted a strategy that favours a proactive diffusion of information from the government to companies, investors, and technical entities regarding international environmental commitments and local environmental requirements.
- *CBI's AccessGuide*: At the CBI's website, exporters can download all legislative and requirements in the European Union markets, for a large number of product sectors, including regulations on consumer health and safety, environmental aspects of production, social, occupational health and safety, and quality aspects of products and production.<sup>8</sup>

23. Several speakers mentioned that in order to improve access to information it is necessary to develop a "global" database that offers information on all environmental requirements around the world. One model to build upon is the WTO-OECD database on technical barriers to trade.<sup>9</sup>

24. Some speakers raised concerns about the lack of information on barriers to exports in the producer's own country. For example, UNIDO conducted a survey in Central America that confirmed that domestic barriers to exports remain high.

25. Other participants expressed concerns that because access to information about standards is available increasingly electronically, producers in villages remote from an Internet connection are unlikely to access the information online.

#### **IV. Participation and transparency foster commitment to trade and environmental goals**

26. In order to promote a sound trade and environment strategy, governments need to promote participatory and transparent procedures within and across ministries, between the government and the private sector, and between the negotiators and their parliamentary representative. One speaker argued that in the absence of participation and transparency during international negotiations, mid-level officers are unlikely to commit to the goals stated in the accords. Without committed mid-level officers, he argued, compliance is unlikely. There is a need to include the private sector in policy discussions over trade and the environment because the private sector is the one that implements trade and environment issues in practice. If things go wrong they could go out of business and therefore they need to be part of the discussion early on.

27. The importance of participation and transparency was also raised when speakers discussed ideas for improving (i) international standard setting and (ii) capacity building (trainees are more likely to commit if they participate in the process early on and have room for suggestions as opposed to receiving a training package that they as trainees are unlikely to be able to adapt to their needs).

#### **V. The critical shift: from subsistence producers to professional exporters**

28. The successful case studies presented at the Forum suggest that capacity building and technical assistance efforts do pay off: despite the growing number of environmental requirements, developing countries are generally exporting successfully to developed markets. But are producers making the shift from subsistence to entrepreneurship? In the absence of this transition, producers are unlikely to maintain their share in global markets in the long run. The discussions revealed that a shift from subsistence

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<sup>8</sup> See <http://www.acesguide.com>.

<sup>9</sup> See <http://tcbdb.wto.org>.

thinking to business entrepreneurship poses a major challenge for both trainers and trainees. Some of the issues that were raised included:

29. *A subsistence mindset.* A critical challenge for the trainers of small producers is that a subsistence mindset works against productivity and impairs the adoption of professional practices. If the producer does not make the transition from subsistence producer to exporter, what will happen when the technical assistance project ends? Will the producer be able to compete in international markets by himself or herself? In order to strengthen their export strategies, small producers need to develop skills in the areas of marketing, management, accounting systems, and supply-chain management. Producers should also define products from the perspective of the target consumer.

30. *Organisational skills.* Several speakers expressed that a critical component of successful export strategies is self-organisation. When producers are not organised, they are unlikely to become successful exporters in the long run — regardless of how much technical assistance they receive. The representative from PIP suggested that one of the successes behind the program is that the producers are very well organised. Business representatives at the meeting also stressed the importance of good organisational skills. CEGESTI, the Costa Rican advisory centre on industrial environmental management, has promoted local synergies by offering services to export promotion offices in Central America. The regional workshops have trained over 40 agents. The Center for Technology and Industrial Information Management (CEGESTI) has also offered training to Central American companies regarding environmental issues, marketing issues, and the development of export plans.

31. *Financing and credit.* A GTZ-Nicaragua representative explained that a common barrier faced by exporters is lack of funding and credit for product commercialisation (to prevent the selling of products to intermediaries). Complementary of this view, a representative from the Colombian government explained that in her country 74% of the small producers have never requested a credit and 48% of the firms do not prepare financial statements.

32. *Adopting new skills:* A representative from a federation of fishermen in Mexico explained why the federation decided to seek certification of spiny lobsters harvested from the waters of Baja California. Some fishermen resisted the idea initially but later decided to use the standards from the Marine Stewardship Council—the entity granting the certification—in order to create *new* markets for their product. One of the key components of their strategy was the creation of a communications and marketing strategy. The latter has played a major role in increasing exports. The positive experience with the marketing strategies has encouraged the Mexican fishermen to start a dialogue with other fishermen in the region that might benefit from adopting a similar strategy.

## **VI. Further progress requires south-to-south dialogue and learning**

33. In addition to the flow of ideas and co-operation from developed to developing countries, the latter need to develop ways of collaborating with one another, share experiences, and discuss how they have solved common problems. South-to-south dialogues can take a variety of forms, including, government-to-government, industry-to-industry, exporter-to-exporter, business association-to-business association, and university-to-university.

34. The Swiss *Centres of Cleaner Production* offer an instructive example of north-south and south-to-south synergies. Thanks to the support of State Secretariat for Economic Affairs (SECO), these centres operate in 14 developing countries in Latin America, Africa, the Middle East, and Asia. In each case, the centres have used the funds provided by SECO to improve their operations and respond better to domestic pollution problems. But the network has also created opportunities for south-to-south synergies. Costa Rica, for example, developed a market for exchanging industrial waste among local companies based on an

idea developed in Colombia originally.<sup>10</sup> Once the idea was adopted in Costa Rica, other Central American centres for cleaner production became aware and later expressed interest in developing a similar model. In other words, north-south co-operation has played a pivotal role in strengthening cleaner production centres in developing countries and in transferring good practices, but once the cooperation framework is in place it is up to the centres to maximise the opportunities for south-to-south learning.

35. A second example of south-to-south trade and environment learning is the Grupo Zapallar, which was created to articulate proposals for mixing regional trade integration goals with environmental protection objectives in Latin America. The International Centre for Trade and Sustainable Development has also organised a number of south-to-south dialogues on trade and environment issues.

## **VII. Developing countries are benefiting from environmental goods and services, but barriers remain**

36. Generally, environmental goods and services refer to “goods and services that measure, limit, minimise or correct environmental damage.”<sup>11</sup> Environmental goods and services can bring benefits to developing countries as *importers* by helping them comply with environmental requirements at home and abroad thus facilitating market access, and as *exporters* by offering opportunities to develop products and services that can be sold internationally.

### ***Opportunities and barriers to imports***

37. Developing countries are acquiring better environmental technologies and know-how from abroad but formal and informal barriers complicate the free flow of these goods and services. For example, in a pilot project in Indonesia managers avoided the delays associated with customs by importing the project equipment to measure air quality by using U.S. embassy diplomatic privileges: importing the equipment commercially would have caused 8 to 12 week delays and added costs. More generally, import barriers accrue from the difficulties in accessing information, and the administrative burden associated with waivers of tariffs. In Brazil, a waiver was used to establish a contract between a major steel corporation and a French environmental goods and service provider (of wastewater and solid waste management and pumps and tanks among other things). But moving the contract forward was lengthy and complicated.<sup>12</sup>

38. An OECD Trade Directorate representative suggested that the market for environmental good and services is driven by: (i) new and tighter regulations; (ii) private obligations such as those contained in corporate social responsibility initiatives; (iii) the desire of industrial clients to stick to core competencies; and (iv) contractual advantages of servicing multiple clients.

39. Several case studies were presented to illustrate how the market for environmental goods and services operates in practice. Using the examples of air quality monitoring in Morocco, the Philippines, India, and Malaysia and a health risk project in Indonesia, the speakers suggested that: (i) environmental monitoring and compliance programs in developing countries are undeveloped and require better

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<sup>10</sup> See <http://www.cicr.com/mersi>.

<sup>11</sup> Taken from “Opening markets for environmental goods and services”, September 2005 Policy Brief. Available at <http://www.oecd.org/trade>.

<sup>12</sup> For this and other examples see Steenblik, R., D. Drouet and G. Stubbs (2005) “Synergies between trade in environmental services and trade in environmental goods”, OECD Trade and Environment Working Paper No. 2005-01. Available at <http://www.oecd.org/trade>.

technology and technical assistance; (ii) import barriers are in place but are not insuperable, though they do create major problems for exporters and importing countries; (iii) the use of better technology helps managers not only to improve compliance but to collect data that motivates both managers and the public to move things forward; (iv) there is evidence that despite the hurdles, local capacities to deal with environmental issues is growing, in particular the collection and analysis of data.

40. During the discussion some participants raised the question of funding: who pays for the purchases of environmental equipment? In most cases, the funding of the projects examined in the case studies came from external sources, such as the World Bank, the U.S. Overseas Private Investment Corporation (OPIC), the Asian Development Bank, the U.S.-Asia Environmental Partnership (USAID), and the U.S. Council of State Governments.

***Opportunities and barriers to exports***

41. A representative from the Government of Colombia outlined the main aspects of the Ministry of Environment's initiative to develop "green markets" not only internationally but also domestically. This 10-year initiative was included in the country's national development plan. The exports belong to three categories: (i) sustainable use of natural resources (e.g., environmental friendly farming); (ii) environmental technologies (e.g., clean energy, environmental-friendly mining, recycling); and (iii) environmental services (including a broad group ranging from ecotourism to environmental consulting to solid waste).

## EMERGING ISSUES

42. During the last session of the Forum, participants were asked to reflect on the lessons learned from the workshop and to suggest topics that require further attention:

- *Explore southern certification schemes:* explore the barriers to the creation of southern certification services (i.e., why are all certifiers from developed countries?) and ideas for overcoming them; work toward the recognition of domestic environmental labels in developing countries that might help reduce the cost of certification (e.g., some producers cannot afford to pay the fees from international certifiers).
- *Reinvigorate the research agenda:* identify a research agenda that is driven by top priority issues and concerns; conduct research that helps quantify (i) macroeconomic effects (e.g., on employment, on productivity) from increasing exports of “greener” products and services as well as (ii) micro-economic effects (benefits at the company level).
- *Addressing market access issues:* analyse new markets for “green exports” that go beyond developed countries (e.g., south-to-south trade flows); address new questions such as whether terrorism and concerns about biotechnology affect market access to developed country markets; discuss more explicitly the dilemmas that companies in the non-agricultural sectors face.
- *Learning from past mistakes:* In order to maximize learning opportunities and avoiding past mistakes, future workshops could include the analysis of unsuccessful experiences—both in terms of exports and of training (what went wrong? what are the key lessons?).
- *Clarifications:* Continue the discussion on the definition of environmental goods and services. The current situation—with unclear boundaries of what environmental goods and services are — creates uncertainty for both exporters and negotiators. Moreover, the uncertainty affects certification schemes and conformity assessment.
- *Ministries need to improve their communication strategies;* in particular they need to transfer more information about their trade and environment initiatives — and the rationale behind them — to other ministries, the judiciary and, especially, to their elected representatives. Effective communication of goals and programs is necessary to achieve policy coherence — a key priority identified at the workshop. Communications and other outreach efforts also have to involve the media (especially the business press) and civil society, more generally.
- *Governments need to establish priorities in the national context.* In order to develop a successful and effective trade and environment agenda, each government needs to identify priorities (what sectors should it focus on? what training needs should be tackled first?). The process by which priorities are identified needs to be open and inclusive. The private sector should be part of it because it ultimately makes the trade and environment strategy succeed or fail.
- *Regional networks:* In order to maximize learning opportunities, developing countries should create regional networks. These networks should involve not only governments and exporters but also academics.

**OECD GLOBAL FORUM ON TRADE**  
*in partnership with the Organization of American States' Office for Sustainable Development and Environment, and with the support of the Government of Costa Rica*

**TECHNICAL ASSISTANCE AND CAPACITY BUILDING FOR TRADE AND THE ENVIRONMENT**

**San José, Costa Rica**  
**3-4 November 2005**

<b>THURSDAY 3 NOVEMBER</b>	
8:30-9:00	<b>REGISTRATION</b>
9:00-9:45	<b>OPENING REMARKS</b>  <p style="text-align: center;"><b>Doris Osterlof</b>, Acting Minister of Foreign Trade, Costa Rica  <b>Alan Flores Moya</b>, Acting Minister of Environment and Energy, Costa Rica  <b>Kenneth Heydon</b>, Deputy Director for Trade, OECD</p>
9:45-10:45	<b>ENVIRONMENTAL REQUIREMENTS AND THE MARKET ACCESS OF DEVELOPING COUNTRIES: OVERVIEW OF THE MAIN ISSUES</b>  <p style="text-align: center;"><i>Chair: Harriët Lapidaire van Ree</i>, Co-chair of the OECD Joint Working Party on Trade and Environment</p> <p style="text-align: center;"><i>Introductory Remarks</i>  <b>Dale Andrew</b>, OECD Secretariat</p> <p style="text-align: center;"><i>Environmental Standards of NGOs and Buyers</i>  <b>Jane Earley</b>, Director, Center for Conservation Innovation, World Wildlife Fund, USA</p> <p style="text-align: center;"><i>Multilateral Agreements</i>  <b>Ricardo Ulate Chacon</b>, Fondo Nacional de Financiamiento Forestal (FONAFIFO)</p> <p style="text-align: center;"><i>Environmental Co-operation under Regional Trade Agreements</i>  <b>Edda Rossi Zerega</b>, Negociadora, Chile</p>
10:45-11:00	<b>OPEN DISCUSSION</b>
<b>11:00-11:15</b>	<b>Coffee Break</b>
11:15-12:15	<b>TECHNICAL ASSISTANCE AND CAPACITY-BUILDING: IDENTIFYING NEEDS AND SETTING PRIORITIES</b>  <p style="text-align: center;"><i>The perspective of a recipient country</i>  <b>Nawzat Ali</b>, Permanent Mission of the Hashemite Kingdom of Jordan</p> <p style="text-align: center;"><i>The perspective of a donor country</i>  <b>Elisabeth Löfvander</b>, Adviser, Trade Sector Development Team, Swedish Agency for International Development</p> <p style="text-align: center;"><i>The perspective of an international agency</i>  <b>Claudia S. de Windt</b>, OAS, and <b>Cecilia Pineda</b>, UNEP Secretariat</p> <p style="text-align: center;"><i>Overcoming information barriers: Designing an "Early-Warning" System</i>  <b>Eduardo Trajano Gadret</b>, Inmetro, Brazil</p>
12:15-12:45	<b>OPEN DISCUSSION</b>
<b>12:45-14:15</b>	<b>Lunch</b>

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14:15-15:15	<b>EXPERIENCES WITH TECHNICAL ASSISTANCE AND CAPACITY BUILDING IN RELATION TO TRADE-RELATED ENVIRONMENTAL REQUIREMENTS</b>
	<i>Discussants will involve providers of TA and CB (from national governments, intergovernmental agencies and organizations, non-governmental organizations and industry) paired with recipients of the TA or CB in question.</i>
	<i>Chair: <b>Maria Amparo Alban</b>, Centro Ecuatoriano de Derecho Ambiental (CEDA)</i>
	Investing in Sustainable Environmental Institutions <i><b>Pamela Teel</b>, Program Manager, Central America Program, U.S. Environmental Protection Agency</i> <i><b>Orlando Altamirano</b>, the Deputy Minister of Environment and Natural Resources of El Salvador</i>
	UNIDO's Trade Capacity Building Initiative in Central America <i><b>Otto Loesener-Diaz</b>, Program Manager, United Nations Industrial Development Organization</i> <i><b>Roldán Echeverría</b>, Coordinador Nacional Proyecto Bromuro de Metilo, Honduras</i>
	The Marine Stewardship Council <i><b>Yemi Oloruntuyi</b>, Programme Manager - Developing World Fisheries, Marine Stewardship Council, UK</i> <i><b>Mario Ramade-Villanueva</b>, Federation de Sociedades Cooperativas de la Industria Pesquera, Mexico</i>
15:15-16:00	<b>OPEN DISCUSSION</b>
<b>16:00-16.15</b>	<b>Coffee Break</b>
16:15-17:15	<b>EXPERIENCES WITH TECHNICAL ASSISTANCE AND CAPACITY BUILDING IN RELATION TO TRADE-RELATED ENVIRONMENTAL REQUIREMENTS (CONTINUED)</b>
	<i>Chair: <b>Judy Whitehead</b>, The University of the West Indies</i>
	The UNCTAD-DFID programme <i><b>Rene Vossenaar</b>, former Head of Trade, Environment and Development Branch, Division on International Trade, UNCTAD</i> <i><b>Jenny Suazo</b>, Advisor, Secretariat of Natural Resources, SERNA, Honduras</i>
	COLEACP's Pesticide Initiative Programme <i><b>Guy Stinglhamber</b>, Director, PIP - Quality &amp; Conformity Fruit &amp; Vegetables</i> <i><b>Shamit Shah</b>, Sunripe, Kenya</i>
	Using the Netherlands' Centre for the Promotion of Imports from Developing Countries (CBI) <i><b>Vinod Sharma</b>, President of the Electronic Industries Association of India (ELCINA), and Managing Director of Deki Electronics Ltd., India</i> <i><b>Henry Kisu-Kisira</b>, Uganda Export Promotion Board</i>
17:15-18:00	<b>OPEN DISCUSSION</b>

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<b>18:00-19:00</b>	<b>INFORMAL INFORMATION SESSION</b> The purpose of this informal session is to allow participants to exchange more detailed and practical information about current trade-related capacity building and technical co-operation programmes and projects. In addition, the informal session will help facilitate contacts between technical co-operation agencies and organizations, and participating representatives from countries.
<b>FRIDAY 4 NOVEMBER</b>	
08:45 – 09:45	<b>EXPERIENCES WITH TECHNICAL ASSISTANCE AND CAPACITY BUILDING IN RELATION TO TRADE-RELATED ENVIRONMENTAL REQUIREMENTS (CONTINUED)</b>  <i>Chair: Stanley Heri, Chairman of the Europe-Africa-Caribbean-Pacific Liaison Committee (COLEACP)</i>  Helping producers exploit niche markets in sustainable products <b>Robert Dilger</b> , Program Coordinator, Sustainable Management of Natural Resources and Promotion of Entrepreneurial Competences, GTZ Nicaragua  <b>Chantal Line Carpentier</b> , Head, Environment, Economy and Trade Program, Commission for Environmental Cooperation, Canada
09:45 – 10:45	<b>LESSONS FROM THE EXPERIENCES: PANEL</b>  <i>Chair: Cristina Tebar Less, OECD Secretariat</i>  <b>Hernan Blanco</b> , Recursos de Investigación para el Desarrollo Sustentable – RIDES, Chile <b>Nicolas Lucas</b> , Millenium Ecosystems Assessment, Argentina <b>Vivien Liu</b> , Counsellor, Trade and Environment Division, WTO
10:00-10:30	<b>OPEN DISCUSSION</b>
<b>10:30-10:45</b>	<b>Coffee Break</b>
10:45-11:45	<b>THE ROLE OF ENVIRONMENTAL GOODS AND SERVICES IN ENABLING COMPLIANCE WITH ENVIRONMENTAL REQUIREMENTS</b>  <i>Chair: Thomas Gillmore, Senior Policy Advisor, Trade and Environment, Environmental and Sustainable Development (ESR), Foreign Affairs Canada</i>  <i>Introductory remarks</i> <b>Thomas Gillmore</b> , Senior Policy Advisor, Trade and Environment, Environmental and Sustainable Development (ESR), Foreign Affairs Canada  <i>Environmental Requirements and Environmental Goods and Services: Exploring the Linkages</i> <b>Ronald Steenblik</b> , OECD Secretariat  <i>Environmental Goods and Services and their Relationship to Monitoring and Compliance</i> <b>Grant Ferrier</b> , President, Environmental Business International, Inc.
11:45-12:45	<b>OPEN DISCUSSION</b>
<b>12:45-14:00</b>	<b>Lunch</b>

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14:00-15:00	<b>OPPORTUNITIES FOR DEVELOPING COUNTRIES IN EXPORTING ENVIRONMENTAL GOODS AND SERVICES</b>  <i>Chair: Mahesh Sugathan, International Centre for Trade and Sustainable Development</i>  <i>Switzerland's International Experiences with Cleaner Production Centres</i> <b>Doris Wälchli Giraud</b> , Embassy of Switzerland to Costa Rica, and <b>Sergio Musmanni</b> , Director of the National Center for Cleaner Production, Costa Rica  Promoting the development of sustainable products and services and their effective access to local and international markets <b>Daira Gómez</b> , Executive Director, Centro de Gestión Tecnológica — CEGESTI  <i>Profiting from Ecological Services</i> <b>Laura Rodríguez Serrano</b> , Green Markets Group, Ministry for the Environment, Colombia
15:00-15:30	<b>OPEN DISCUSSION</b>
<b>15:30-15:45</b>	<b>Coffee Break</b>
15:45-17:00	CHAIR: <b>JOSÉ MANUEL MEDINA</b> , <i>Director General Adjunto de Cooperación Internacional, Ministry of Environment and Natural Resources, Mexico</i>  <b>PANEL DISCUSSION: BRINGING THE STRANDS TOGETHER</b> <b>Joy Kim</b> , <i>Associate Fellow/Programme Coordinator of the Sustainable Development Governance, U.N. University Institute of Advanced Studies</i> <b>Jim Hight</b> , <i>Research Project Manager, Environmental Business Internacional Inc.</i> <b>Leonard Mtama</b> , <i>Manager, TanCert Organic Certification Association, Tanzania</i>
17:00-17:30	<b>RAPPOREUR'S SUMMING UP</b> <b>MONICA ARAYA</b> , YALE CENTER FOR ENVIRONMENTAL LAW AND POLICY
17:30-18:00	<b>CLOSING REMARKS</b>

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