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تمكين السكان الريفيين الفقراء
من التغلب على الفقر

:

+39 06 5459 2226 :

a.benhammouche@ifad.org :

:

Deirdre McGrenra

+39 06 5459 2374 :

d.mcgrenra@ifad.org :

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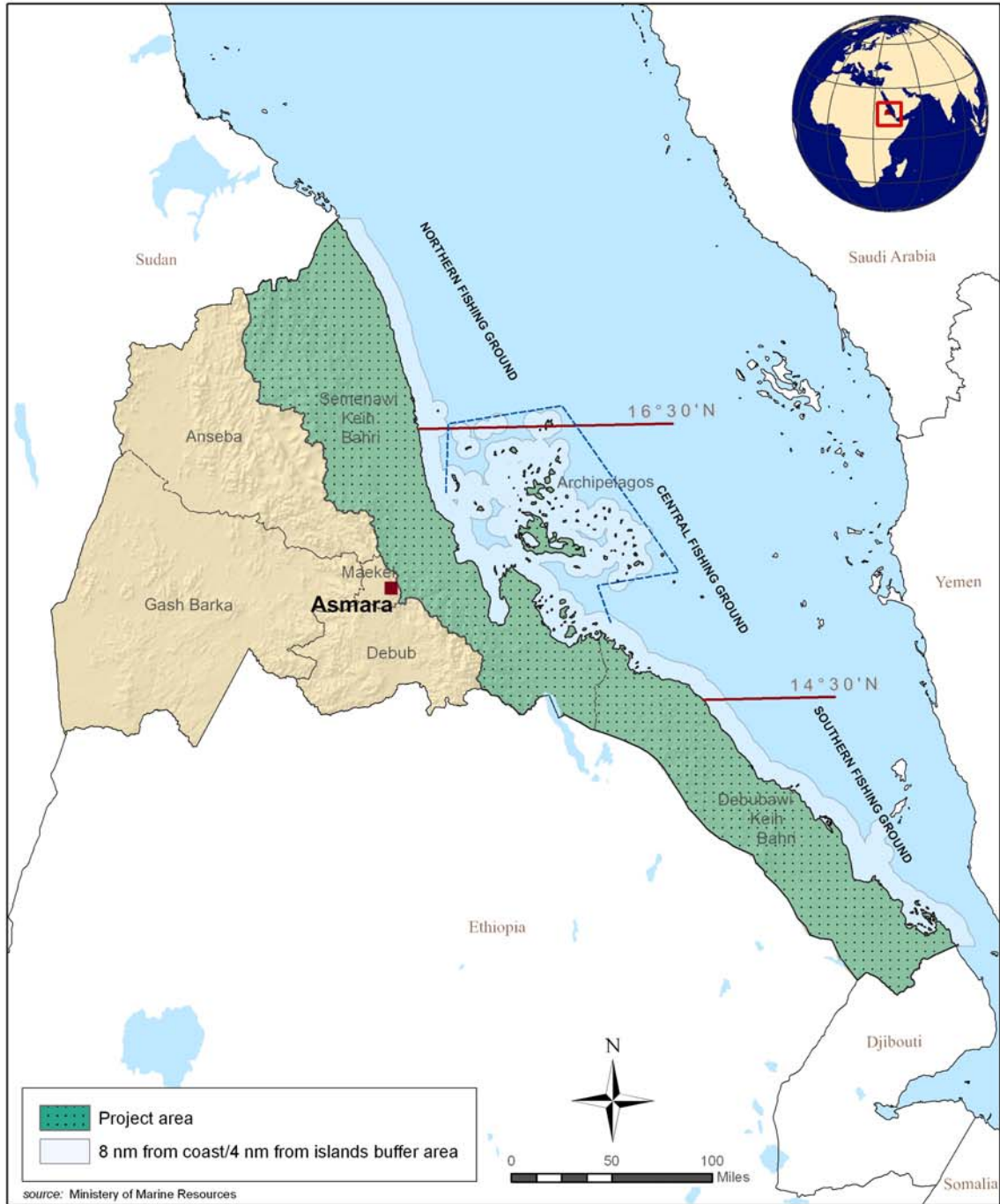
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Negotiated financing agreement: "Fisheries Development Project"

(Negotiations concluded on 22 March 2010)

Grant Number: _____

Project Title: Fisheries Development Project (FDP) (the "Project")

The International Fund for Agricultural Development (the "Fund" or "IFAD")

and

the State of Eritrea (the "Recipient")

(each a "Party" and both of them collectively the "Parties")

hereby agree as follows:

Section A

1. The following documents collectively form this Agreement: this document, the Project Description and Implementation Arrangements (Schedule 1), the Allocation Table (Schedule 2), and the Special Covenants (Schedule 3).

2. The Fund's General Conditions for Agricultural Development Financing dated 29 April 2009, as may be amended from time to time (the "General Conditions") are annexed to this Agreement, and all provisions thereof shall apply to this Agreement. For the purposes of this Agreement the terms defined in the General Conditions shall have the meanings set forth therein.

3. The Fund shall provide a Grant to the Recipient (the "Financing"), which the Recipient shall use to implement the Project in accordance with the terms and conditions of this Agreement.

Section B

1. The amount of the Grant is eight million two hundred and fifty thousand Special Drawing Rights.

2. The first day of the applicable Fiscal Year shall be 1 January.

3. There shall be a Project Account for the benefit of the Ministry of Marine Resources in the Bank of Eritrea.

4. The Recipient shall provide counterpart financing for the Project in the amount of one million nine hundred and sixty thousand USD.

Section C

1. The Lead Project Agency shall be the Recipient's Ministry of Marine Resources.

2. Additional Programme Parties include but are not limited to service providers and institutions mentioned in Schedule 1.

3. The Project Completion Date shall be the sixth anniversary of the date of entry into force of this Agreement.

Section D

The Financing will be administered and the Project supervised by the Fund.

Section E

1. The following are designated as additional general conditions precedent to withdrawal:

- (i) The National Project Coordination Office shall have been established with staff satisfactory to the Fund;
- (ii) The Fisheries Development Steering Committee and the Fisheries Development Technical Coordination Committee shall both have been established with membership satisfactory to the Fund;
- (iii) The charter of the Cooperative Support Unit in a form satisfactory to the Fund shall have been approved by the Recipient.

2. The following are the designated representatives and addresses to be used for any communication related to this Agreement:

For the Fund:

President
International Fund for Agricultural Development
Via Paolo di Dono 44
00142 Rome, Italy

For the Recipient:

Minister of Marine Resources
P.O. Box 923
Asmara, Eritrea

This agreement, dated _____, has been prepared in the (English) language in six (6) original copies, three (3) for the Fund and three (3) for the Recipient.

For the Fund

For the Recipient

Schedule 1

Project Description and Implementation Arrangements

I. Project Description

1. *Target Population.* The Project shall directly benefit about 6,000 households in the coastal area (the "Project Area") including existing artisanal fishers and others who would like to become involved in the fisheries sector including, inter alia: youths; demobilised soldiers; Internally Displaced People; and women and women headed households (WHHs). At least 1,500 of the households to benefit directly will be WHHs. A total of about 300 government staff will benefit.

2. *Goal.* The goal of the Project is to contribute to national and household food security and the alleviation of rural poverty, in line with the major development priorities of the Government of Eritrea.

3. *Objectives.* The objective of the Project is to raise production and productivity of artisanal fishers while conserving fishery and other marine resources.

4. *Components.* The Project shall consist of the following Components:

4.1 Component 1: Strengthening the Institutional Capacity of the Ministry of Marine Resources

- (a) Capacity building in the Marine Resources Development Department and the Marine Resources Regulatory Services Department;
- (b) Improvement of Landing Site Infrastructure and Infrastructure Support Services;
- (c) Strengthening of the Zoba Branches of the Ministry of Marine Resources;
- (d) Supporting the Integrated Coastal Area Management Authority;
- (e) Expanding and strengthening the Hirgigo Fisheries Training Centre;
- (f) Supporting the work of the Manzanar Mangrove Project; and
- (g) Support for aquaculture development.

4.2 Component 2: Reorganisation and Strengthening of the Fishers' Cooperatives and Support to other Artisanal Fishers

- (a) Re-organisation of old cooperatives and establishment of new ones;
- (b) Establishment of the Cooperative Support Unit;
- (c) Building the capacity of fishers and equipping them; and
- (d) Improvements to post-harvest handling and processing and support to Cooperatives and small fish traders marketing.

4.3 Component 3: Project Implementation Support Services

- (a) Establishment of National Project Coordination Office and provision of technical assistance and logistical and material support;
- (b) Training of Project staff;
- (c) Project management, monitoring and evaluation; and
- (d) Support to National Fisheries Cooperation domestic fish marketing services.

II. Implementation Arrangements

1. The Project shall be implemented within the government's decentralized institutional framework involving coordinated implementation by the Ministry of Marine Resources (MMR), the MMR Zoba branch and the coastal fishing communities. The overall management of the Project shall be the responsibility of the MMR under the direct supervision of the Minister of Marine Resources. The **National Project Coordination Office** in the Office of the Minister shall arrange overall coordination of implementation including preparation of the Annual Work Plan and Budget (AWPB), procurement, progress reporting, monitoring and evaluation and financial management. The Office shall also ensure timely preparation and submission of the Review Reports, Project Completion Report and the Annual Audit reports.
2. Within the Ministry of Marine Resources the **Office of the Minister** shall be responsible for the review and updating of fisheries sector policies, strategy, and regulations. It shall ensure the establishment and effective operation of the Integrated Coastal Area Management Authority including the Board, the technical committee and the operating office. It shall ensure a timely preparation of Integrated Coastal Area Management Plan in collaboration with the coastal fishing communities and other stakeholders including, inter-alia, Ministry of Agriculture, Ministry of Land, Water and Environment (MLWE), Ministry of Public Works, Ministry of Transport and Communications, Ministry of Tourism, National Fisheries Cooperation (NFC), and commercial fishing enterprises.
3. The oversight responsibility will be entrusted to a **Fisheries Development Steering Committee** (FDSC), which will be chaired by the Minister of Marine Resources and will include the Minister of Land, Water and Environment, the Governors of the Northern Red Sea and Southern Red Sea Zobas, the Directors General of the Departments of Marine Resources Development and Marine Resources Regulatory Services, and the Director General of the Environment Department of MLWE, or such other members as may be agreed from time to time by the Recipient and the Fund. The Project Coordinator shall be the Secretary. The FDSC shall ensure that the Project is implemented within the national policy and strategy, approve AWPB and ensure resolution of conflicts or bottlenecks that may arise during implementation. It shall review and approve all reports including, inter-alia, the AWPB, audit reports, progress and Monitoring and Evaluation reports, Review Reports and Project Completion Report before forwarding to IFAD. The Committee will meet on a six monthly basis.
4. **AFisheries Development Technical Coordination Committee** shall be established within MMR and will be chaired by a Director General of the MMR nominated by the Minister, and include the other Director General of MMR, the Director of Human Resource Department and Training, the Heads of the two Zoba Branches of MMR, the Director of NFC, the Project Coordinator and four representatives of fishing communities, (two of whom will be women) or such other members as may be agreed from time to time by the Recipient and the Fund. The Head of the Cooperative Support Unit will be the Secretary. The committee will meet quarterly. It will review progress of implementation, resolve any technical issues, review the AWPB and ensure its technical coherence and consistency with the Project design report and endorse it before presentation for approval by the steering committee.
5. The MMR **Marine Resources Development Department** (or, in the event of the reorganization of the Lead Project Agency, such other division as may be agreed between the Recipient and the Fund) shall ensure that technical support services for effective fishing are provided, and oversee infrastructure development at the landing sites as well as provide operation and maintenance services and supervision of the use of the facilities. The Department will provide technical backstopping to Zoba Branches for effective extension services.

6. The **Marine Resources Regulatory Services Department** (or, in the event of the reorganization of the Lead Project Agency, such other division as may be agreed between the Recipient and the Fund) shall be responsible for quality assurance and certification services, provide control, monitoring and surveillance services including registration of fishers, and shall ensure the protection of marine environment; supervision of the preparation and implementation of the Integrated Coastal Area Management Plan and shall maintain necessary data on fish landing and the marine resources situation. It shall ensure that fishing and other maritime operations are carried out within the National Environmental Management Plan that ensures sustainable resource use.
7. The **Manzanar Project**, which is based within the MMR, shall be responsible for carrying out the mangrove development activities; and provide training in and promotion of production of animal feed using fish waste and mangrove tree seeds.
8. The **Zoba Branches of the MMR** shall be charged with the day-to-day operation of the Project including the effective management of the landing sites, provision of extension and cooperative support services, regulatory and post harvest and marketing services and production of progress reports.
9. The Board of the **Cooperative Support Unit (CSU)** shall determine its policies and define the strategy for the CSU's operation. It shall provide overall supervision and control of its operations. The CSU shall provide day-to-day support for the development and operation of cooperatives, including organization and supervision of training, operation of input supply along with the management of the fisheries input supply revolving account. It shall also promote the marketing activities of the cooperatives and backstop the financial management of cooperative societies including ensuring prompt repayment for inputs which may be provided to them on credit. It shall encourage the cooperative societies to develop unions which can assume responsibility for the management of the CSU not later than the fifth year of the Project. The CSU shall provide market information and other market support services to cooperatives for fish and fish product marketing domestically and internationally. Based on the reports from the societies, the unit shall submit to the National Project Coordination Office, monthly, quarterly, bi-annual and annual reports on the functioning of cooperatives including their production, financial status and the operation of input supply and the revolving account.
10. The **National Fisheries Cooperation (NFC)** shall continue marketing fish nationally and for export. However, the Recipient shall encourage the cooperatives and the private sector to undertake fish marketing to create competition and promote better pricing.
11. The **Fishers Cooperative Societies** shall be responsible for fishing and for the sale of part of their catch. Since they have not developed necessary marketing capacity, they shall initially sell, on their own, a proportion (20%) of their catch while the NFC shall be obliged to buy the rest. Each cooperative society shall operate a small office which will be run by a member trained to keep records of operations including production, sales and assets/liabilities. The officer shall produce monthly, quarterly, six monthly and annual reports. He/she shall keep simple financial records in accordance with cooperative legal requirements. The female members of the cooperatives shall undertake marketing of that proportion of the catch earmarked for direct sale and engage in other fishery related operations. The Technical Assistance staff, head of CSU and CSU staff shall provide needed support to ensure efficient operation of the societies. The Accounting Officers of CSU shall provide supervision of the society accounts on a monthly basis. Independent auditors shall be appointed by the MMR to audit the accounts of the societies and to produce a consolidated audited account annually for the cooperatives. The report shall be submitted to the financial controller in the National Project Coordination Office and will

form part of the annual Project report. Each cooperative/group shall save on a regular basis at least 15% of its net revenue to build-up necessary assets and provide for working capital. Governance will follow standard cooperative practices.

12. **Operation of the Input Supply and Input Revolving Account.** The CSU will build-up the procurement packages for input supply based on requests from fishers' cooperatives, groups and other fishers reflecting their needs and requirements detailed in business plans. The packages shall be procured using the services of the MMR procurement unit or by the cooperative societies if they will express the desire to do so with advisory support from the CSU. The two warehouses and the seven outlets will be the centres of sales/distribution. The inputs including boats, fishing gear and others will be provided on credit in kind to cooperative societies and groups meeting the specified criteria, or in cash. An input revolving account shall be opened in a commercial bank with a good number of branches in the Project area. The head of CSU, the Financial Controller of CSU and head of the MMR Finance and Administration Division shall operate the account. The operational modalities of the input revolving account shall be fully described in the Project Implementation Manual.

13. The **Integrated Coastal Area Management Authority**, once established, will ensure effective implementation of the policies and strategies for integrated coastal management, using the services of the MMR Departments, it will prepare the Integrated Coastal Management Plan. It will ensure the coordination of coastal area development, provide useful linkages with international best practices, as well as ensure that Environmental Impact Assessments are prepared and implemented for all development activities in the coast.

14. **Project Implementation Manual (PIM).** The MMR shall finalise the PIM, including a Financial Management Manual. The MMR shall submit the PIM to the Fisheries Development Steering Committee for approval. When so approved, the Project Coordinator shall forward the PIM to the Fund for comments and no objection. The PIM shall be submitted to the Fund no later than six months after the Project becomes operational.

Schedule 2

Allocation Table

1. *Allocation of Grant Proceeds.* The Table below sets forth the Categories of Eligible Expenditures to be financed by the Grant and the allocation of the amounts of the Grant to each Category and the percentages of expenditures for items to be financed in each Category:

Category	Grant Amount Allocated (expressed in SDR)	Percentage of financing under the Grant
I. Vehicles, MMR boats, equipment and materials	1 130 000	100% net of taxes
II. Civil Works	180 000	100% net of taxes
III. Training, Workshops and studies	1 350 000	100% net of taxes
IV. Initial working capital for Cooperatives, fishers' boats, canoes and other fisheries equipment	3 770 000	100% net of taxes
V. Technical Assistance	420 000	100% net of taxes
VI. Operating costs and maintenance	1 000 000	100% net of taxes
VII. Unallocated	400 000	
TOTAL	8 250 000	

2. *Start-up Costs.* Withdrawals to meet the costs of starting up the Project shall be subject to advance approval by the Fund.

Schedule 3

Special Covenants

In accordance with Section 12.01(a)(xxiii) of the General Conditions, the Fund may suspend, in whole or in part, the right of the Recipient to request withdrawals from the Grant Account if the Recipient has defaulted in the performance of any covenant set forth below, and the Fund has determined that such default has had, or is likely to have, a material adverse effect on the Project:

1. The Recipient shall strengthen the Ministry of Marine Resources (MMR), in particular its Marine Resources Development Department and Marine Resources Regulatory Services Department, Hirgigo Fisheries Training Centre and the Zoba Branches of MMR to carry out the implementation of the Project.
2. The policies and strategies for fisheries sector development shall be reviewed by MMR in light of the planned socio-economic development no later than the end of the second Project Year.
3. The Recipient shall ensure that the Integrated Coastal Area Management Plan shall be prepared by the Integrated Coastal Area Management Board, and that the Fisheries Management Plan (FMP) shall be reviewed and updated by MMR. The FMP shall include incentives structured to encourage operation of fishers, particularly artisanal fishers.
4. The Recipient shall ensure that existing Fishers Cooperatives shall be reorganized to improve efficiency and the development of new cooperatives and groups, including special women's cooperatives, shall be promoted. The cooperative system shall be strengthened including the evolution of Unions and Associations to provide support services to members. The existing Fishermen Cooperative Association shall also be reorganized and strengthened, however membership by societies shall be voluntary and the Association shall not undertake any credit guarantee for the societies/groups. The Recipient shall not provide any financial support for the reorganisation which will be at the initiative of cooperative societies.
5. The Recipient shall ensure that MMR shall facilitate the artisanal fishers self-marketing of their catch according to agreed percentages with an initial 20% to be reviewed upward as cooperative societies marketing capacity increases.
6. The Recipient shall ensure that each agency involved in the implementation of the Project shall keep independent accounts to record all transactions financed from the Grant.
7. The Recipient shall ensure that two Project Reviews shall be carried out in Project Year 3 and Project Year 5 and reports submitted to the Fund and that agreed recommendations shall be implemented forthwith.
8. The Recipient shall ensure that the operations of the Cooperative Support Unit shall be assessed as to readiness to become an independent agency outside MMR, not later than two years of its operation.

Key reference documents

Country reference documents

State of the Coast, 2006 – 2007 – Ministry of Marine Resources – Asmara, 2008

The State of Eritrea: Fisheries Management Plans for Soft-Bottom, Hard-Bottom Fisheries and an Experimental mid-Water Trawl Fishery Plan: Final Report of Project No. FAO TCP/ERI/2904 – Development and management of Industrial Fisheries in Eritrea – August 2006

Ministry of Fisheries: Annual Reports 2007 and 2008

Introduction of Coastal Aquaculture to the Eritrean Coast – FAO – Project Report, 2008

Improving Fishing Communities' Livelihoods to Enhance National Food Security: UNDP Project document – No. 00061470 – 2008

Report of an FAO mission to investigate Improved Production and Processing of Small Pelagic Species in Eritrea: April/May 2008

State of Eritrea: Integrated Coastal Area Management: Guidance for Implementation

The Manzanar Project – Low-tech solutions to hunger and poverty

CARE, WFP and ERREC (2003). Eritrea Rural Livelihood Security Assessment. Report of the Findings, CARE, WFP, and ERREC, Asmara.

Economist Intelligence Unit (2006). Eritrea. Country Profile 2007, The Economist Intelligence Unit, London, UK

Eritrean Agency for the Environment (1995). National Environmental Management Plan for Eritrea, Eritrean Agency for the Environment, Asmara

Government of Eritrea (2003). Interim Poverty Reduction Strategy, Asmara.

Government of Eritrea (2004). Food Security Strategy, Asmara

Ministry of Land, Water and Environment, Department of Environment (2000). National Biodiversity Strategy and Action Plan, MLWE, Asmara. United Nations (2002). United Nations Development Assistance Framework (2002-2006), Eritrea, United Nations Mission in Eritrea, Asmara.

World Bank (2004). Eritrea. Country Assistance Evaluation, Operations Evaluation Department, Report NO. 28778-ER, World Bank, Washington.

World Bank (2005) – Poverty Reduction and Economic Management 2, Country Department 5, Africa Region

IFAD reference documents

IFAD: Results and Impact Management System (RIMS) – First and Second Level Results Handbook – November 2007

Environmental Management and Sustainable Development: IFAD's Environmental and Social Assessment Procedures – 2008

IFAD (2006). State of Eritrea. Country Strategic Opportunities Paper (COSOP), Africa II Division, Programme Management Department, International Fund for Agricultural Development, Rome.

IFAD (2006). IFAD Policy on Crisis Prevention and Recovery, International Fund for Agricultural Development, Rome.

IFAD (2006). Eritrea. Post-Crisis Rural Recovery and Development Programme: Appraisal Report and key Files, International Fund for Agricultural Development, Rome.

IFAD (2005). Learning Notes for Investment:

- (i) Gender, International Fund for Agricultural Development, Rome.
- (ii) Community Development Funds, International Fund for Agricultural Development, Rome
- (iii) Project Targeting, International Fund for Agricultural Development, Rome
- (iv) Monitoring and Evaluation, International Fund for Agricultural Development, Rome

IFAD (2005). Eritrea. Gash Barka Livestock and Agricultural Development Project: Mid-Term Review Report, International Fund for Agricultural Development, Rome.

IFAD (2003). Eritrea. Eastern Lowlands Wadi Development Project: Completion Evaluation, Office of Evaluation, International Fund for Agricultural Development, Rome.

IFAD (2002). Regional Strategy Paper for Rural Poverty Reduction in Eastern and Southern Africa (2002-2006), International Fund for Agricultural Development, Rome.

Logical framework

Narrative Summary	Performance Indicators	Means of Verification	Assumptions
Goal Improvement of food security and alleviation of rural poverty	<ul style="list-style-type: none"> At least 60% of poor rural households in the coastal community become food secured 10% reduction in the prevalence of malnutrition for children under five At least 75% of artisanal fishing households of which at least 35% are woman headed households improved their fishing and household assets 	<ul style="list-style-type: none"> Baseline study Ministry of Health Health & Nutrition Studies MMR annual report M&E report/Special Studies 	<ul style="list-style-type: none"> No resumption of border conflict/ Political stability Enabling macro- micro policies in place
Development Objective To raise production and productivity of artisanal fishers while conserving marine resources	<ul style="list-style-type: none"> Increase in the artisanal annual fish catch by 300%. Maximum Sustainable Yield (MSY) stabilized Illegal fishing reduced by at least 60% 	<ul style="list-style-type: none"> Special studies Project report MMR Annual report M&E reports 	<ul style="list-style-type: none"> Political stability. Policy/ strategies & Management plan for fisheries in place
Programme Outputs			
Output 1: Strengthening the Institutional capacity of the Ministry of Marine Resources 1.1 Capacity building for Fisheries Resources Development Department 1.2 Institutional strengthening of Fisheries Regulatory Services department 1.3 Strengthening Hirgigo Fisheries Training Centre 1.4 Zonal Branches of MMR strengthened	<ul style="list-style-type: none"> Extension messages developed, improved field extension services operational. All extension staff retrained to provide improved extension services Mariculture & aquaculture technologies developed & 100 small-producers in pilot production The infrastructure at landing sites progressively upgraded meeting requirements of increased fish production. Two ice making machines provided by PY2, & 3 cold-stores provided. The staff of Fisheries Regulatory Department retrained & provided logistics to regularly inspect the processing plants, the fish retail outlets, & open fish markets Integrated Coastal Area Management plan produced not later than the end of PY₃. A fish production & marine resource library established & operational by end of PY3 Policies & strategy for fishery sector development reviewed & updated not later than PY3. Updated fishery management plan produced by PY2. Training facilities of Hirgigo Fisheries Training Centre expanded & training capacity expanded from 60 trainees to 150 per year at least 20% of the trainees are women Capacity of the two zonal branches improved to supervise field operations Data collection system established & operational 	<ul style="list-style-type: none"> MMR Annual report Project Progress report M&E report Special studies Project Completion Report (PCR) Departmental Progress report Project Supervision Report MMR Annual report Project review reports M&E reports Training centre annual reports 	<ul style="list-style-type: none"> Political stability. Border conflict not resumed. Technical assistance staff recruited timely Counterpart fund provided on time and on schedule. Facilities for monitoring, surveillance and control made available. UNDP support to quality certification & market access is effectively implemented
Output 2: Reorganization and strengthening of fisheries cooperatives and support to other Artisanal fisheries 2.1 Establishment of Cooperative Support Unit 2.2 Building the capacity of fishers cooperatives/groups and equipping them.	<ul style="list-style-type: none"> National legal/regulatory policies & institutional framework established & operational by PY₃ 150 Cooperative societies/groups established- which 20% women established cooperatives. The existing input supply warehouses & offices in Massawa & Assab rehabilitated, equipped & operational ; & six sub-centres for input supply established & operational 200 fully equipped boats/canoes provided to cooperative societies & groups Credit recovery rate is not less than 90% CSU become self-financing by PY₄ 2250 cooperative society members are trained in improved fishing techniques Cooperatives established Unions by PY₅ Fish marketing outlets established & operated by cooperatives Fishers increase their catch by not less than 300% 	<ul style="list-style-type: none"> Progress report MMR Annual report Project progress report Supervision reports Project review reports M&E reports Special studies PCR 	<ul style="list-style-type: none"> No border conflict Political stability No government interference in cooperative management CSU is legally established
Output 3: Project Implementation Support Services Project Implementation Support Services	<ul style="list-style-type: none"> KM & information dissemination system established & operational not later than the end of PY₂ Fisheries Sector Projects Coordination arrangements established & become functional The M/E system is established & operational Two Project review reports prepared & actions on recommendations taken. 	<ul style="list-style-type: none"> MMR Annual Report Project progress reports Project supervision report M&E report Project review reports/PCR 	<ul style="list-style-type: none"> No border conflict Political stability UNDP Project Implemented