



Brussels, March 2007

“Tempora mutantur et nos mutamus in illis” is what our Latin ancestors used to say. Realities change and we have to adapt to the changes.

We felt that it was time for the CESES Bulletin to take a new look and address a new and broader audience. As was discussed (and agreed) at the last Board Meeting on the 6th of February, the new Bulletin should not only inform CESES members, but also contain material of potential interest for the outside community. It will be distributed on a wider basis and raise the awareness and profile of CESES with a larger circulation. Other than a more attractive outlook that we will strive to improve (and we will look for the input of professionals within the Member Associations), the Bulletin will feature:

- a content summary on its front page
- an article on a socio-economic topic
- success stories that will highlight the capability of CESES and its Member Associations to deliver a tangible contribution to the socio-economic development of the beneficiaries.

The Bulletin will continue to be distributed electronically and will be easily printable on A4 paper as a leave-behind as appropriate.

Guido Bognolo, General Secretary

CESES working for developing countries

Raising the profile of CESES within the European Institutions and broadening the range of its activities have been the priorities of the Presidency and the Secretariat of CESES.

This is the logical pursuit of the CESES objective of putting its resources and beneficial intervention in developing countries to the service of the EU assistance programmes.

We are presenting four concepts to the attention of the EU Institutions:

- eradication of poverty
- transparency/quality/professionalism
- value for money
- sparring partnership

Eradication of poverty

Through its operations in developing countries CESES has proven it has the expertise and the resources to:

- cooperate with the most disadvantaged countries and regions;
- foster their sustainable development, embracing economic, social and environmental aspects;
- facilitate their smooth and gradual integration in the world economy;
- pursue the objectives of the Millenium Development Goals (MDG).

Transparency/quality/professionalism

CESES has always conducted its operations on the principles of transparency, quality of services and professionalism of its experts.

All interventions are guided by a code of conduct that excludes profit considerations and that makes the raising of the capabilities of the beneficiaries the sole and ultimate objective of the intervention.

Value for money

Perhaps diverging from the historical EU approach to cooperation policies vis-à-vis developing countries, there is now an emerging political orientation that addresses the challenge of matching the resources that the EU can mobilise for its aid programmes with the huge demand for assistance.

What has to be determined is not just the mere amount of money spent but how the money is spent. This raises important questions, for example that of the ratio of administrative costs to operational expenditures or of the impact of a given funding in relation to the absolute value of the funding.

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CESES working for developing countries *(continued from page 1)*

It is obvious that the voluntary structure of the CESES services and the minimal administrative overheads can offer unique "value for money" solutions, which act as multipliers of the financial resources available.

The expected end result is the emergence of a rich, dense, diversified economic fabric largely consisting of SME's working alongside the larger firms which drive the economy dynamics.

This creates a network of companies grouped or clustered within the same region and organised around a similar area of activity.

As these businesses grow and attain sustainable success in the global business environment, the social and economic fabric of the country is reinforced and the foundations for continued growth and success of the SME's are established.

Sparring partnership

Central to initiate and sustain CESES interventions in development cooperation, is the concept of sparring partnership.

Because of the absence of adequate

supporting infrastructures in developing countries the few existing SME's have to overcome the hurdle of a non-enabling, often even hostile environment.

The interaction with a partner from a more mature economy, who is knowledgeable in the business and who understands the issues facing a local entrepreneur, can not only provide immediate solutions to problems, but more importantly lay the foundations for a mindset which allows to tackle and manage hard issues. The senior expert thus acts as a "sparring partner" that trains the boxer to withstand the odds of a hard fight.

CESES is proud to display the above concepts to all recipients of this Bulletin. They form a guideline for its 24,000 members in expressing daily their vocation to voluntarism by the committed participation in programmes of social and economic development.

We look in particular to the EU Institutions that have the possibility of turning large untapped human and professional resources into concrete action for improving the living conditions of less favoured communities.

New financial rules to facilitate use of EU funds

The Financial Regulation (FR) due to become operational as of 01 May 2007 was agreed by the European Parliament and the Member States and was adopted unanimously by the Council on 13 December 2006.

It provides general principles, rules and simplified procedures for all transactions entered into by the European Institutions and, as such, it is a pillar governing the expenditures of the EU Institutions (EUR 975 billion over the seven-year period 2007-2013).

Access to the funds will be facilitated. Practical improvements for both

grants and public contracts will be most important for SME's, schools, universities, researchers, development agencies and municipalities. Details of the FR will be provided as soon as available.

Of utmost significance for the future work of CESES is the recognition that **"work done by staff may replace cash co-financing for grants"**

CESES warmly welcomes this major step in updating the FR and appreciates the rigorous and punctilious work of the European Parliament which is more than ever at the root of modern EU legislation.

Member Associations:

SENIORES ITALIA, Partner for Development Onlus

Seniores Italia, established in 1994, is the major Italian Senior Expert Volunteer organisation.

It counts on the technical skills and experience of over a thousand adherents, retired or almost retired professionals who come from enterprises, handicrafts and services as well as from the Italian administrative institutions.

Seniores' mission is to:

- contribute with short-term missions abroad (10-90 days) to International Cooperation, providing high level professional assistance in technical consultancies and training in all sectors;
- contribute in Italy to the development of non-profit organisations, especially by training their staff;
- contribute, thanks to their solidarity, to appreciate the ethical and professional skills of its Senior Expert Volunteers.

The Association's funds come from its members' subscription fees, donations from private sources and Institutions, international agreements (for example: the agreement between the Ministry for Foreign Affairs – United Nations Volunteers -Piemonte Region) and national agreements.

Every year more than 100 assignments are performed abroad by senior expert volunteers in different countries of all continents.

Beneficiaries and partners are mainly local SME's, local NGO's, government institutions and local organisations.

For national activities 30 senior expert volunteers are working every year on several initiatives.

Note from the General Secretary



2007 has opened encouragingly. On the operational side, the Latin America 2 contract is progressing at an accelerated speed: 18 missions have been or are being executed (1 in Argentina, 2 in Bolivia, 3 in Ecuador, 5 in Mexico, 6 in Peru and 1 in Paraguay) and there are some five more in the pipe-line, specifically directed to the countries in most need of the type of assistance CESES can provide (Nicaragua, Venezuela, Guatemala, El Salvador).

The experts identified by the Member Associations are all of high professional standards and the missions were completed to the full satisfaction of the beneficiaries.

The committed effort given to the Al-Invest III program to stimulate the Eurocentros and encourage them to use CESES resources is also beginning to bear fruit, and we have definitely made an impression in Ecuador, Mexico and Argentina for the quality of the expertise provided and the speed and thoroughness of our response.

CESES continues to participate to the ECORYS consortium, and recently BSC has agreed to join. One expert (Leo J. Jorritsma, from PUM) has been selected for a mission in Bangladesh in the third quarter of the year.

We are in discussion with three volunteers' associations (Ireland, UK, Finland) with a view to enlarging CESES membership.

We will work in the coming months to identify and establish contacts with seniors' organisations in the new accession countries.

The contribution of the executive assistant Christiane Mariotte has been invaluable to enhance the quality of services, but more importantly to release resources for promoting CESES with the EU and national institutions.

A series of contacts with influential personalities is in progress, which both raises the CESES profile and lays the foundations for a larger participation to the EU assistance programmes in Asia and Africa. The new structure of the CESES Bulletin has been designed to contribute to this process.

At the time this goes to press we are informed of a major development in the EU Financial Regulation, which will allow that "work done by staff may replace cash co-financing for grants". This should pave the way to collaborative mechanisms CESES was so far precluded from and so dramatically enhance the opportunities for intervention on a global scale.

Guido Bognolo, General Secretary

Mission in Nepal by Seniores Italia

The Client: Himalaya Plantations (Olive and olive oil production)

The plantation is located in Chitlang close to a very small village, Bisingkhel, located at 80 km North-West of Kathmandu and almost at a 4-hour drive by car. The orchard is situated at an altitude of 1850 meters. The trees are planted on terrace hills and the plantation is made up of 15 different olive tree varieties of which, however, only some produce fruit. There is plenty of water available in the area. The harvest is done manually and many trees have parasite attacks.

The Senior expert intervention:

The senior expert consultant from Seniores Italia performed a technical overview and noted that, considering the climate, land, water supply and general

situation of the trees and plantations, the growth of the trees was generally good even if he suggested to eliminate or graft some varieties. Furthermore, he strongly recommended a specific training for the staff in pruning and grafting.

He declared that olive farming in Nepal could be a success if the number of trees became large enough to justify the set-up of a medium sized olive mill, a relatively large nursery and an automatic bottling plant.

Olive trees grow well, some of the varieties are good olive producers, the oil is of excellent quality. Land selection and the quality of earth on which to plant new trees to enlarge the plantations is also a crucial point that was considered with the aid of the expert as it is one of the main

elements for the success of olive farming.

The correct pruning techniques, such as the ones done in Italy, must urgently be learned by the local staff for the trees to grow well and continue to produce good quality olives.

The senior expert pointed out that the Nepali olive farming bore some similarity with that of the mountainous area of Calabria, Italy, where the altitude at which the trees grow creates several advantages and some specific problems too. A link to such a kind of olive plantations would be useful to learn from past experience and tradition.

At the end of his assignment, the expert was congratulated for his contribution to the future of the plantation.

CESES Member Associations in the field

Below are a few examples of the many missions recently carried out by CESES Member Associations in Africa, Asia and Central Asia. To request additional information please send an email to: ceses@skynet.be.

Country	Mission	Project name/funding institution	Sector	Performed by
Ethiopia	Business counselling; distribution of capital funds to micro-finance institutions; capacity building	European Commission funded MSEDIP	Textile and garments; capacity building in a local women entrepreneurs association.	BESO/VSO (UK)
Ghana	To produce goods to replace imports	TCCL	Cable and conductor industry	BESO/VSO (UK)
Mozambique	Introduction of international best practice	Maputo	Legal practice	BESO/VSO (UK)
South Africa	To improve product quality and export expertise	Fragments Hot Glass	Glass design company	BESO/VSO (UK)
Tanzania	To reduce fuel consumption	Dodoma	Heat retention cookers	BESO/VSO (UK)
Vietnam	To identify production sites	ARTEPAL	Production of anti-paludism drugs	OTECI (FR)
India	To improve quality, hygiene and production costs and to increase sales	UNV Corporate Private Sector Programme/ APITCO	Packaged and sliced long term conservation bread	SENIORES (IT)
Kazakhstan	To expand distribution network and marketing	St. Petropavlovsk	Bakery and distribution of bread products	SES (DE)
Kyrgyzstan	Miscellaneous missions	Bishkek, Osh	Food processing, agroproduction, textile, printing, hotel & tourism...	PUM (NL)
Mongolia	To train staff in production, storage and selling methods	Ulaan Baatar	Cosmetics	OTECI (FR)
Myanmar	To start up a X-ray unit with donated equipment	Thantwe	Hospital equipment	SES (DE)
North Korea	Data collection, quality control, training of staff	German Freedom from Hunger Campaign	Food aid for school children	SES (DE)
Pakistan	Evaluation of maintenance and engineering	Karachi	Avionics	EGEE (FR)
Thailand	Audit of accounts (restarting operations after tsunami)	Fondation de France	Shipbuilding industry	OTECI (FR)
Uzbekistan	To install cutting machine and secure seed supply	Samarkand	Cut and dry zucchini	SES (DE)
Uzbekistan	To upgrade equipment and train staff	Taschkent	Printing	ISES (IT)

CESES is an international not-for-profit association of 24 organisations from the member states of the European Union. The first such legal entity of its kind in Europe, it encompasses the skills of over 24,000 volunteers. It combines the vast resources of its Member Associations to offer professional, voluntary, short-term assistance and advice to SME's, cooperatives and institutions.

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