

PROJECT TITLE:

The Project of Strengthening incentive services and management function of Palestinian Industrial Estates and Free Zones Authority (PIEFZA)

INDEX:

- Speeches
- Project Background
- Project Outline
- Project Structure
- JICA Project Members
- Working Group Members
- Project Tasks & Achievements By WGs
- Milestones of the Project

Contact Information:

- Dr. Kaori Tanaka
Marketing & Promotion and OSS
JICA Expert Team
0569-52-2657
Email:kaori_t@padeco.co.jp
- Ms. Georgette Ajrab
Financial Coordinator and
Administration Assistant
JICA Expert Team
0599-44-6100
Email:georgette.ajrab@gmail.com

Chief Executive Officer of PIEFZA Dr. Ali Shaath

Despite the progress made over the past few years, the industrial parks sector development is probably one of the most difficult issues confronting the sustainable development of the Palestinian national economy. Many of the challenges facing industrial parks development in Palestine are unusual and not readily amenable to solutions independent of an overarching just peace settlement.



Nevertheless, the development of the first Agro-Industrial Park in Palestine in a particularly very strategic location (Jericho) has been steadily but surely gearing itself to be a major player in the local and regional industrial arena. In this context, the eastern province of the West Bank (the Rift Valley) has undoubtedly been a significant partner leading the future of agro-industrial growth...embracing possibilities. The Rift Valley unique environment with its tailor made availability of vast resources and opportunities has given rise to the state of the art **Jericho Agro-Industrial Park (JAIP)**, a project measuring to a size of more than 615,000 square meters - built in two phases to high quality world standards. JAIP is incorporated in the **Palestinian National Development Plan** and is expected to contribute to the strengthening of the Palestinian industry, particularly agriculture-related industry; as part of the efforts in supporting a sustainable economic development in Palestine.

Team Leader Greetings Mr. Takeo MATSUZAWA

Welcome to our first newsletter. This newsletter is to introduce and report the activities and outputs of technical cooperation for **the Project of Strengthening incentive services and management function of Palestinian Industrial Estates and Free Zones Authority (PIEFZA)** for Jericho Agro-Industrial Park (JAIP), which is supported by **Japan International Cooperation Agency (JICA)**. Through reading our Newsletter, readers can understand more about the project goals, outputs, and achievements, and will notice how much the Palestinians are making efforts to develop the self sustainable economy by enhancing international competitiveness with the industrial parks development.

Project Background:

In July 2006, Japan proposed “Corridor for Peace and Prosperity” initiative in cooperation with the PA, Israel and Jordanian Governments, as a mid-and long-term initiative with the aim of contributing to the Palestinian efforts to establish a viable state for Palestinians. The Jericho Agro-Industrial Park (JAIP) is the core component to realize this initiative.

JAIP was designed to help the PA to develop a viable Palestinian state with its sustainable economic development through promoting agro-industries, encouraging investment, enhancing trade and creating job opportunities in the region. JAIP has the ambition to become a successful example of the sustainable economic development model in Palestine.

JICA project during 2010 to 2013 has assisted PIEFZA for its capacity development, and it has supported to draft an incentive package to the tenants, to develop on-site and off-site infrastructures, to select a developer, and to promote JAIP to a number of potential investors. The Phase II project was agreed in December 2013, and started since March 2014 to further strengthen the services and functions of PIEFZA to promote and develop JAIP.



Project Outline:

1. Project Title:

Project for Strengthening Incentive Service and Management Function for Jericho Agro-Industrial Park

2. Overall Goal

The economic activities in JAIP are expanded.

3. Project Purpose

JAIP is well maintained and developed by strengthening the functions of PIEFZA to provide incentive services to tenants in JAIP and to operate and manage JAIP.

4. Outputs:

OSS Working Group: The functions of PIEFZA to provide One-Stop-Service (OSS) and to facilitate logistics services are strengthened.

BDS Working Group: The functions of PIEFZA to provide business development services (BDS) are strengthened

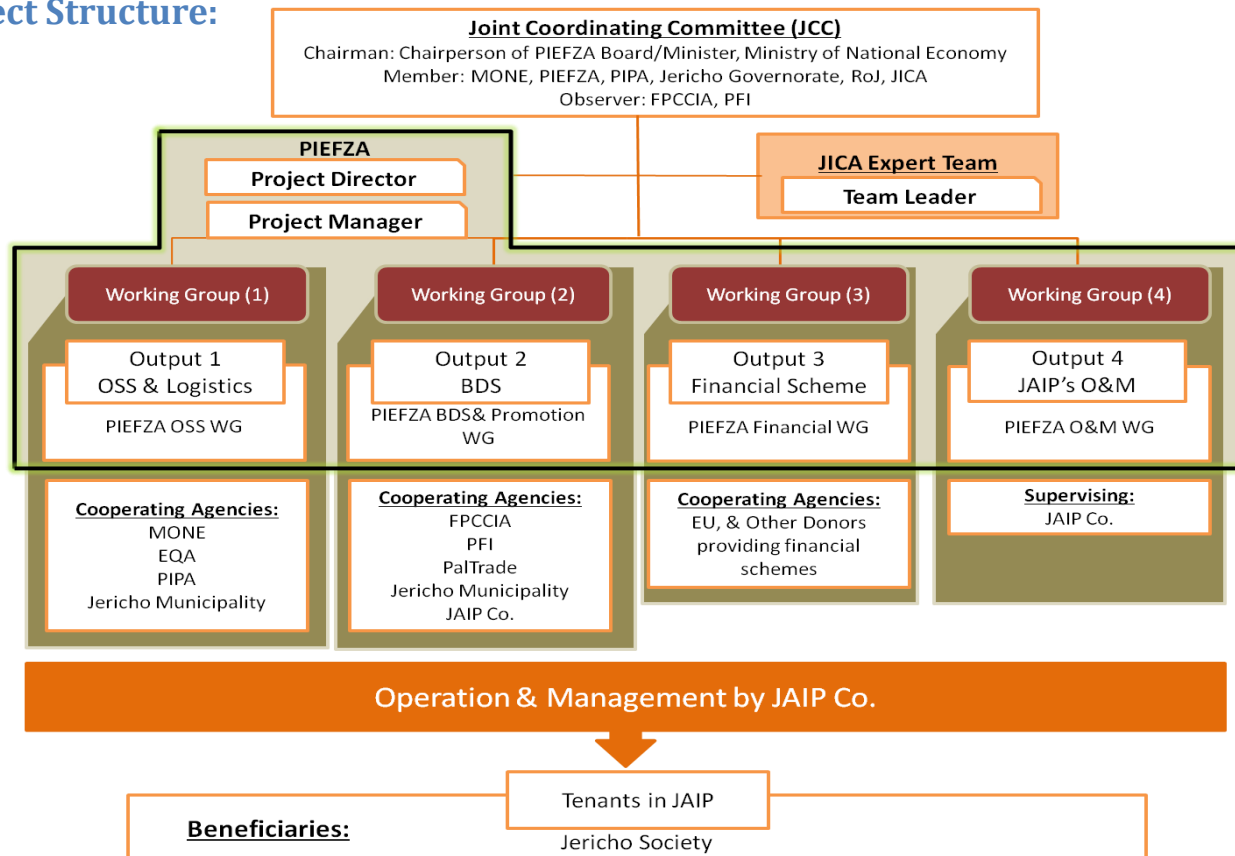
Financial Working Group: The functions of PIEFZA to facilitate financial services are strengthened.

O&M Working Group: The function of PIEFZA to manage JAIP's operation is strengthened provide.

5. Project Term:

March 2014 to March 2017

Project Structure:



JICA Project Members:

MR. Katsumi KURITA Industrial Park Management	Mr. Kunitoshi SAITO Business Development Service
Mr. Kenji SUZUKI Industrial Park Financial Analysis	Mr. Teruki TAKAHASHI Financial Service for Investors
Ms. Risa YOKOYAMA Administrative Coordinator and HR Development	Dr. Kaori TANAKA Industrial Marketing & Promotion and One Stop Service
Ms. Mere LINA Project Coordinator	Ms. Ajrab GEORGETTE Financial Coordinator and Administrative Assistant

Working Group Members:

OSS WG Ms. Ahlam Saide Mr. Osama Omran Mr. Hamad Abu Zanoona Ms. Rana Taibi Ms. Ala Abu Baker Mr. Issa Abu Aram	BDS WG Ms. Mahasen Alzeer Ms. Yosra Melhem Mr. Issa Abu Eram Ms. Dana Albalawi	Financial WG Ms. Nehaya Herzallah Ms. Mahasen Alzeer Mr. Mohammad Mr. Issa Abu Eram Mr. Omar Abu Shanab Ms. Ola Bargoughty	O&M WG Mr. Khaled Amleh Mr. Osama Omran Ms. Ala Abu Baker Ms. Rana Taibi
--	---	---	---

Project Tasks and Current Achievements by WGs:

OSS WG:

Target	The functions of PIEFZA to provide One-Stop-Service (OSS) and to facilitate logistics services are strengthened.
Project Tasks for OSS	<ol style="list-style-type: none"> 1. Establish a section in charge of OSS and logistics services. 2. Coordinate with relevant organizations in providing OSS and facilitating logistics services, and prepare/ establish a service provision/facilitation system (contents and procedure). 3. Monitor the Four Party Consultative Unit which plans to realize logistics services for promoting movements of personnel and goods for JAIP, provide necessary information, and suggest concrete service provision modalities. 4. Monitor the PIEFZA Law revision process, and provide necessary information to relevant organizations. 5. Provide and upgrade OSS and facilitate logistics services for tenants in JAIP.
Achievement	<ul style="list-style-type: none"> ✓ OSS WG cleared necessary business start-up registration and licensing procedures for the investors. ✓ OSS WG established an independent OSS window and developed a network with the competent authorities. ✓ OSS window/department started to provide and facilitate all JAIP investors' licenses and registration works.

BDS WG:

Target	The functions of PIEFZA to provide business development services (BDS) are strengthened.
Project Tasks for BDS	<ol style="list-style-type: none"> 1. Establish a section in charge of BDS provision. 2. Develop a collaboration system with relevant organization for BDS provision, and prepare/establish BDS provision system (contents and procedures). 3. Ensure proper planning of BDS 4. Provide BDS (including Business (B to B) matching services and technical assistance in cooperation with Japan and third countries) in collaboration with relevant organization.
Achievement up to 2014 October	<ul style="list-style-type: none"> ✓ Established Vision and Strategy of PIEFZA BDS ✓ Confirmed 2014 Annual Plan ✓ Established the extended BDS working group which includes: representative of Palestine Trade Center – Pal Trade, The Federation of Palestinian Chamber of Commerce, Industry and Agriculture – FPCCIA, Food Industries Association, JAIP Company and Jericho Municipality. ✓ Analyzed BDS needs through interviews and questionnaires.

Financial WG:

Target	The functions of PIEFZA to facilitate financial services are strengthened.
Project Tasks for FWG	<ol style="list-style-type: none"> 1. Establish a facilitation system of PRIDE scheme 2. Materialize a grant for tenants in JAIP by PRIDE scheme. 3. Provide information on other available financial schemes and assistant obtaining them for all tenants on industrial estates
Achievement	<ul style="list-style-type: none"> ✓ Steering Committee approved 4 tenants. ✓ Completed appraisal for 10 applications by December, 2014. ✓ PRIDE standard contract is ready; one company signed on 11th of Nov., 2014. ✓ Start coordinating with other institutions to obtain information on financial service scheme, and became a member of Private Sector, Development and Trade (PSDT) Sector Working Group (SWG) of LACS.

O&M WG:

Target	The functions of PIEFZA to manage JAIP's operation is strengthened provide.
Project Tasks for O&M	<ol style="list-style-type: none"> 1. Establish a Department for operation and management of JAIP. 2. Prepare operation and management manuals for PIEFZA's own work and supervising Developer's work. 3. Supervise Developer's performance in accordance with the concession agreement and Developer's business plan approved by PIEFZA. 4. Conduct regular meetings with a Developer for operation. 5. Update PIEFZA's business plan and conduct PIEFZA's capacity development based on the plan.
Achievement	<ul style="list-style-type: none"> ✓ A road has been established between JAIP and Jericho's city (4 KM). ✓ Municipality of Jericho approved to expand the road in front of the project. ✓ The electricity substation established for JAIP. ✓ The contract between JDECO and UNDP signed for electricity provision. ✓ MOU agreed for telecommunication service provision. ✓ Transmission pipe line of water from the municipality to JAIP (length of 4 KM) ✓ Established waste water collection system in JAIP. ✓ Administration building is ready to be utilized. ✓ Temporary electrical transformer was installed (3.5 MW) ✓ The responsibilities of Admin building and water tank were delegated to the developer through O&M contracts.

Milestones of the Project until November 2014:

April 10th, 2014

Inception workshop has been convened for presenting and discussing:

- Project Cycle Management and Framework.
- Project Work plan.



April 16th, 2014

Working group kick off meeting was held, and 4 WGs have started weekly meetings since then.

April to June, 2014

Japanese Applicable Intellectual Program: JAIP has been organized and Japanese experts have provided various 1 hour seminars to PIEFZA staff members, such as marketing work for Industrial parks, effective communication, financial analysis, English conversation etc.

**June 8th, 2014**

Held the first Joint Coordinating committee meeting (JCC) with the presence of H.E. Dr. Mohamad Mustafa Deputy Prime Minister/Minister of Palestinian National Economy/Chairman of PIEFZA board and H.E Honda Makoto Deputy Representative of Japan to the Palestinian Authority, JICA Chief Representative Mr. Izumi Tanaka, CEO of PIEFZA Dr. Ali Shaath, PIEFZA Staff, and JICA Expert team. During the meeting Dr. Ali Shaath presented the progress of JAIP, and Eng. Khaled Amleh (JAIP Acting Project Director) presented the progress and the annual Plan of the 4 WGs. Mr. Takeo Matsuzawa the team leader of JICA expert team presented the work plan of the project and it was approved by JCC.

September 30th, 2014

An exchange visit to JAIP for PIEFZA staff members was organized as a capacity building activity. An explanation was made to PIEFZA staff about the actual development status of JAIP by the JAIP Director.

**November 11th, 2014**

JICA president made a visit to JAIP in order to see the progress made on the ground. He made a round tour and confirmed the actual development of JAIP with a number of prospective tenants. He also had a meeting with the CEO of PIEFZA.

In the same time the seminar for the MOU/LA tenants was organized by JAIP co., the developer, in the JAIP administration building hall, and a number of prospective tenants have participated in the seminar. They've received explanations for the project and also made networking and exchanges among them.

