

## **International, Governmental and Private Institutions**

### **Asociación de Comerciantes y Distribuidores de Víveres y Similares de Panamá (ACOVIPA)**

#### **□ Study of a Safeguard Measure. 1999**

Analysis and evaluation of a safeguard measure against the imports of pork. Association of Food Suppliers of Panama

### **Asociación de Distribuidores de Automóviles de Panamá (ADAP)**

#### **□ Study of the Used Car Market. 2004**

Analysis of the Panamanian economy from 1990, the development perspectives and current problems encountered by the different sectors

### **Asociación de Líneas Aéreas de Panamá (ALAP)**

#### **□ Alternative Action Proposal in View of the Privatization of the Tocumen International Airport. 2000**

Development of an alternative action proposal in view of the privatization of Tocumen International Airport, based on the experiences of other countries and considering operating and management models that take into account administration in both the public and the private sectors

### **Asociación Nacional de Beneficiadores y Exportadores de Café (ANBEC)**

#### **□ The Economic and Social Impact of the Application of the General Regulation of the Affiliation and Inscription in the Activity of Production of Coffee at National Level. 2006**

To evaluate the economic and social impact of the application of the General Regulation of Affiliation and Inscription of the Caja de Seguro Social in the Production of Coffee in the Province of Chiriquí and at national level

### **Asociación Nacional para la Conservación de la Naturaleza (ANCON)**

#### **□ Strategic Planning. 1999**

Analysis of the current situation and perspectives of the organization. Advisor on the establishment of vision, mission, objectives, strategies and tactics

### **Asociación Panameña de Ejecutivos de Empresa (APEDE)**

#### **□ Economic Study of the Chiriqui Province and its Opportunities. 2004-2005**

Analysis of the economic sectors, the opportunities and the possibility of developing clusters in the Chiriqui region. Construction of an econometric model for determining relationships between the different productive sectors

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❑ **Annual Conference of Executives. (CADE–CHIRIQUÍ). 2000**

Advising in the methodology and organization of event CADE CHIRIQUÍ 2000 “Organization: Key of the Competitiveness of the Farming Sector”

❑ **Business Sector Proposal for the Development of Panama. 1998 – 1999**

Advice and feasibility study for the development of a business sector proposal, in view of the transfer of the Canal and the future of the country

**Asociación Panameña de Hoteles (APATEL)**

❑ **Seminary of Waiters. 2006**

To enable a group of people to manage to offer services of quality as far as menu, presentation of plates and the attention to the clients

❑ **Seminary Control of Inventory. 2006**

To offer to the participants all the tools to facilitate its daily activities with the basic knowledge of control

**Autoridad Marítima de Panamá (AMP)**

❑ **Meeting Facilitator for the Interdisciplinary Group Developing Panama’s Maritime Strategy. 2002**

Facilitated and served as moderator of meetings of the interdisciplinary group of the maritime sector analyzing the structure of “clusters” and their strengths, opportunities, weaknesses and threats, in order to establish the guidelines for a national maritime strategy

**Autoridad Nacional del Ambiente (ANAM)**

❑ **Plan for Regulating land, Environment and Urban Development by the City of Boquete. 2007 – 2008**

The study consists of the following components: a strategic plan for participation of all concerned; the development of a plan for regulating land, environment and urban development by the City of Boquete; projects and plans of action; standards of urban development; a plan for strengthening institutions; evaluation of regulations governing environmental, land and urban development. These elements will be involve in the application of strategic participative planning, based on the capacity and ecological aptitude of the territory, in coordination of the key players in the process

❑ **Financial Analysis. 1999**

Financial analysis of the new organizational structure of the National Administration of the Environment (ANAM). Dames & Moore

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### Autoridad de la Región Interoceánica (ARI)

❑ **Strategic Planning for the City of Knowledge. 1997**

Financial and technical evaluation of assets comprising the Ft. Clayton military base for their eventual utilization in the development of the City of Knowledge

### Banco Mundial

❑ **Evaluation of the Future Roll of Certain Institutions and Units of the Public Sector. 2006**

To study the roll and objectives declared of certain institutions, governmental directions and dependencies with the purpose of obtaining an objective analysis of its cost/benefits for the country

❑ **Feasibility study of the Production of Biological Gasoline. Ministerio de Economía y Finanzas-Banco Mundial. 2006 – 2007**

To determine, by means of an objective and complete study the technical, financial and economic feasibility, using the latest in financial techniques, and including in the positive and negative study all variable that appears during the process, that would conclude if she would be or nonprofit able and competitive the Ethanol production in Panama, in the international market

### Cámara de Comercio, Industrias y Agricultura de Chiriquí

❑ **Financial Accounting, its Interpretation and Use of Electronic Tools. Cámara de Comercio de Chiriquí. 2005**

To obtain the total understanding of the financial numbers, its meaning and the use of electronic tools to make a better analysis

❑ **The Sanitary the Food Tradability, Control and HCCP. Cámara de Comercio de Chiriquí. 2005**

To obtain the food handling adapted from the receipt of these to the preparation and handling of leftovers

❑ **Handling the Change and Impelling New Techniques of Supervision and Work in Equipment to Increase the Productivity. Cámara de Comercio de Chiriquí. 2005**

To develop to techniques of work in equipment and supervision and a plan that establishes the objectives that help the organization

❑ **Evaluation of the Economic Surroundings and the Risk of the Company. Cámara de Comercio de Chiriquí. 2005**

To present to the average and high management the knowledge necessary to be able to evaluate how the changes in the economic surroundings affect their companies

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### Centro Empresarial de Inversión Social (CEDIS)

#### ❑ **Strategic Planning. 2002-2003**

Analysis of the current situation and perspectives of the organization. Advisor on the establishment of the vision, mission, goals and strategies of the NGO

### Centro Internacional para la Capacitación Ambiental (CICA)

#### ❑ **Training for ONG's. 2000**

Participation in the development of modules for Planning, Strategies, Organizational Structure and Administration, Budget and Financial Analysis, Project Development as part of a training program for NGO's, in order to orient them in the effective development of each of these areas

### Consejo Nacional de Desarrollo (CONADES)

#### ❑ **Methodology for Determining the Needs for Training / Professional Technical Development and Strategic Actions for the Sustainable Development of the Province of Chiriqui. 2008**

Develop a diagnostic profile that will result in the determination of training needs and/or professional technical development requirements and their respective costs, based on diverse development scenarios. This will facilitate the development of a Logical Framework along with a Strategic Plan establishing actions for the sustainable development of the Province of Chiriqui, based on its potential and comparative and competitive advantages

#### ❑ **Plan for Regulating land, Environment and Urban Development by the City of Boquete. 2007 – 2008**

The study consists of the following components: a strategic plan for participation of all concerned; the development of a plan for regulating land, environment and urban development by the City of Boquete; projects and plans of action; standards of urban development; a plan for strengthening institutions; evaluation of regulations governing environmental, land and urban development. These elements will be involve in the application of strategic participative planning, based on the capacity and ecological aptitude of the territory, in coordination of the key players in the process

### Consejo Nacional de Empresa Privada (CONEP)

#### ❑ **Analysis of the Impact of a Minimum Wage Increase in Panama. National Council for Private Enterprise. 2000**

Analysis of the repercussions of a minimum wage increase in Panama, considering such concepts as productivity and the current economic situation

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### Cooperativa de Servicios Múltiples de Productores de Leche (COOLECHE)

#### ❑ **Strategic Planning. 2001**

Analysis of the current situation and perspectives for the development of new business. Advisor on the establishment of vision, mission, objectives, strategies and tactics

#### ❑ **Feasibility Study for the Production of Milk Products. 2001**

Analysis of the current situation and market projections of milk products in Panama in order to determine the feasibility of establishing a milk-products plant

### Fundación Águila Arpía

#### ❑ **Strategic Planning. 2000**

Analysis of the current situation and perspectives for the development of new environmental programs. Advisor on the establishment of vision, mission, objectives and strategies

### Fundación Natura

#### ❑ **Tri-annual Evaluation for the Fondo de Fideicomiso Ecológico de Panamá (FIDECO). 2001**

Evaluation of the three fundamental elements of FIDECO (donors, fund administrator and beneficiaries) in order to ensure compliance of the goals of the trust fund from both environmental and financial points of view

#### ❑ **Strategic Planning. 1999**

Analysis of the current situation and perspectives for the development of new business. Advisor on the establishment of vision, mission, objectives, strategies and tactics

### General Consulate of the Kingdom of the Netherlands

#### ❑ **Study of Maritime and Logistics Sector. 2009**

To delineate the current and foreseeable developments (macro economics, new government and the Panama Canal expansion) taking into account growth in the various relevant sectors of the Panamanian economy in developing their competitive advantages

### Instituto Nacional de Formación y Capacitación para el Desarrollo Humano

#### ❑ **Methodology for Determining the Needs for Training / Professional Technical Development and Strategic Actions for the Sustainable Development of the Province of Chiriqui. 2008**

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## Interamerican Development Bank (IDB)

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### **□ Study of the Supply Chains, Distribution and Commercialization of the Cucurbitacea. 2006 – 2007**

To identify aspects in the supply chains distribution and commercialization of cucurbitacea that affect competitiveness

### **□ Evaluation of the Sectors Nails within the Program of Sustainable Development of the Province of Chiriqui. 2005-2006**

The study consists of the following areas of analysis: analysis of the regional economic structure and the productive alternatives for the use generation; basic situation analyses of the transport infrastructure and services; and, diagnosis of the social situation. For the evaluation and simulation with scenes consume-product of 134 economic activities was constructed to a model; the possible functions of production of each one of these sectors and technological changes in the medium and long term were determined; the multipliers of the value of the production and use were determined. As results of the study of the diagnosis of the present situation in the described areas were constructed future scenes of production, income and uses for the province according to alternatives by means of the methodology consume-product; the basic necks of bottle of the transport infrastructure and services were determined according to projected scene. In addition, the study counts on an institutional diagnosis of the province, which in detail analyzes the necks of bottle of the production due to the operation of the institutions; recommendations are derived on the matter

### **□ Study of the Panama Economy. 2004**

Analysis of the Economic Panamanian from 1990, its present perspective and problems that face different sectors for their development

### **□ Study Regarding the Cost of Family Violence. 2001**

Economic evaluation of the direct costs of family violence in Panama

### **□ Diagnosis of the Industrial Sector in Panama. 1998**

Analysis of the different branches of the industrial sector in order to develop projections of their behavior in view of reduced tariffs

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❑ **Economic Situation and Perspectives. 1997**

Analysis of performance of the economic sectors in order to explain the overall behavior of the Panamanian economy

❑ **Macroeconomic Impact of Reverted Areas. 1997**

Design and execution of a methodology for evaluating in macroeconomic terms (investment, added value, employment, etc.) the impact of projects conducted by the agency responsible for areas comprising the former Canal Zone

❑ **The Banking Sector of Panama. Basis for its Reform. 1996**

Evaluation of the structure and situation of Panama's banking sector, including the available financial products and the analysis of the availability of banking information

**Ministerio de Comercio e Industrias (MICI)**

❑ **Methodology for measuring the impact of the generation of employment and the impact on the Gross Domestic Product (GDP) related to international trade. 2008**

Develop and implement a methodology framework that will permit the clear, precise and scientific evaluation of the national and regional impact on the labor market and GDP, based on Panama's possible commitments resulting from the signing of commercial agreements and the development of international economic relations in general

**Ministerio de Economía y Finanzas (MEF)**

❑ **Evaluation of the Future Roll of Certain Institutions and Units of the Public Sector. 2006**

To study the roll and objectives declared of certain institutions, governmental directions and dependencies with the purpose of obtaining an objective analysis of its cost/benefits for the country

❑ **Feasibility study of the Production of Biological Gasoline. 2006 – 2007**

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❑ **Study of the Chains of Inseams, Distribution and Commercialization of the Cucurbitaceous. 2006 – 2007**

To identify in the chains of commercialization of inseams, distribution and commercialization, the aspects that are factors of low competitiveness in the cucurbitaceous

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## Órgano Judicial

### ❑ **Feasibility Study for the Construction of a Parking Structure. 1998**

Feasibility study for the construction of a parking structure located within the premises of the Judicial Branch in the Ancon area

## Programa Multifase Desarrollo Sostenible de Chiriqui (PMDSch)

### ❑ **Methodology for Determining the Needs for Training / Professional Technical Development and Strategic Actions for the Sustainable Development of the Province of Chiriqui. 2008**

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## Secretaria Nacional de Ciencia, Tecnología e Innovación (SENACYT)

### ❑ **Prototype of Economic Model for the Measurement of the Productivity and Competitiveness of the Companies. (SENACYT and UNDP) 2006**

To develop a tool of econometric analysis, that allows associating data of the companies with the results of the variables, macroeconomic to construct a Model Strategic of the Companies to improve the productive capacity of the country

### ❑ **Strategic Planning. 2006**

To carry out the strategic planning by next the 5 years

### ❑ **Advisor on Opting for Co-financing of FOMOTEC. 1999 - 2000**

Corporate advisor on submitting projects involving technological innovation to the Fund for Technological Modernization (FOMOTEC), including market studies and financial evaluations required by the administrating entity

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### The Nature Conservancy (TNC)

❑ **Socio-Economic Component of Isla Colon, Province of Bocas del Toro. 2007 – 2008**

The study diagnoses the current situation and makes projections based on different scenarios derived from opinions of key players. It will involve an appropriate participative investigation, focusing on the social, community and institutional aspects of Isla Colon

### United Nations Development Programme (UNDP)

❑ **National Vision of Development 2020. 1997 – 1998**

Advisor to the United Nations on the definition by an interdisciplinary academic group for a vision of the country's development towards the year 2020