

Results-oriented Strategic Management



FISHERMEN FEDERATION

FISHERMEN COLONY

Results Agreement

ARTISANSHIP IN TRÊS MARIAS PROJECT

May, 31st 2005

Três Marias - MG

Results-oriented Strategic Management

Project Results Agreement

“Artisanship in Três Marias”

The National SEBRAE, the SEBRAE of Minas Gerais, the City Hall of Três Marias – Secretariat of Development, Sports and Tourism (SEDETUR), the Bank of Brazil – Três Marias branch, the Industrial and Farming Commercial Association of Três Marias (Aciatma), Três Marias Development Agency (AdeTrês), the Artisans Association of Três Marias, Senac, the Brazil-Canada’s “Peixes, Pessoas e Águas” Bilateral Project, the Artisanal Fishermen Federation of Minas Gerais, the Z-5 Fishermen Colony of Três Marias, CEMIG Units in Três Marias, State Forestry Institute – IEF Três Marias office, all participants in the “Artisanship in Três Marias” Project, integral part of this contract, aim at the achievement of the final and intermediate results that are listed below:

Final Results

1. Increase the annual average wage of the craftsmen by:

- 10% by december of 2005;
- 30% by december of 2006;
- 50% by the end of 2007

Intermediate Results

2. Increase piece production by:

- 10% by December of 2005;
- 30% by December of 2006;
- 50% by December of 2007.

3. Increase sales by:

- 10% by december of 2005;
- 30% by december of 2006;
- 50% by december of 2007.

Results-oriented Strategic Management

The partner entities, their units and signatories representatives of this contract undertake the commitment of supporting the actions and other necessary initiatives to the achievement of the intended results of the Project, and provide the means for its development. Particularly, they commit themselves to the responsibilities specified in Anex 1 (financial viability, execution of actions or technical support responsibilities).

The commitments related to the execution of actions involve:

- Execute the actions within adequate time and manner, taking responsibility for the results, quality and execution timelines;
- Provide physical-financial information within adequate time and manner, and with the required quality and specifications for the actions monitoring;
- Provide human and physical resources in accordance with the established specifications and timelines.

The commitments related to the financial viability involve:

- Provide budgetary and financial resources according to established amount and timelines.

The amount of R\$ 50.000,00 (Fifty thousand reais¹)—which will be invested by Sebrae of Minas Gerais in the Artisanship in Três Marias Project with focus on the fish leather—has its financial source from Sebrae itself in the amount of R\$ 45.000,00 (Forty five thousand reais), and the remaining R\$ 5.000,00 (Five thousand reais) from partnerships to be integrated to Sebrae of Minas.

The commitments related to the technical and methodological support involve:

- provide technical and methodological guidance to the project manager;

¹ About CDN\$ 25,000.00

Results-oriented Strategic Management

- Make available products and services already developed or in development in their fields of expertise, according to the project specifications.

The partner entities agree on the organization of the management as defined in the project and confirm the designation of the responsible personnel for its management, execution of actions and articulations with partners. It is agreed that the designated personnel will perform their job in consistency with technical and methodological orientations of their respective entities or organizational units.

To support the project management, SEBRAE designates:

- A national coordinator, signed below, who will coordinate the national SEBRAE participation in the project and will work as an exclusive link between its organizational units and project participating institutions;
- A state coordinator, signed below, who will coordinate the SEBRAE/MG participation in the project and will work as an exclusive link between its organizational units and project participating institutions;
- The project manager, signed below, who is held responsible for the implementation, integration of actions, negotiation with partners and attainment of results;
- The budgetary resources release from SEBRAE is conditioned to the technical study of national and state coordinators, respectively, in accordance with the national or state origin of resources.

Três Marias, May 31st, 2005

Translated by: Juliana dos S.F.P.F. dos Reis, Canada