### **ANNEXES**

# 11.1 Project Presentation Form

### **QUESTION GUIDE**

# DESCUBRE SUPPLIER DEVELOPMENT PROGRAM

### Instructions:

- **IMPORTANT:** Remember that this document is solely a support tool for the formulation of your project. The official completion and submission is done through the online platform.
- Before answering the online form, make sure to carefully read the Operational Bases "Rules and Conditions" of the Program.
- The form consists of 7 sections; it is necessary to complete each item of each section.
- The form must be downloaded and signed by the legal representative of the company, either with a digital signature or manually. If signed manually, **the entire document must be scanned.**

### Section 1. INITIAL INFORMATION OF THE COMPANY

Type of ID:	
□ Corporate ID	
□ Personal ID	
ID number:	
X-XXX-XXXXX (corporate ID)	
X-XXXX-XXXX (personal ID)	

### **Section 2. REQUIREMENTS**

**CLARIFYING:** If any of the following requirements does not apply to your productive activity, you will need to provide a note from the institution that issues said requirement indicating that <u>due to your activity such permit is not required.</u>

Attach legal capacity document and ID of the legal	Attach proof
representative, in case of corporate entity or	
personal ID of the participant.	
Must be registered and up to date with CCSS	Attach proof
Widst be registered and up to date with 0000	Attach proof
https://sfa.ccss.sa.cr/moroso/	
Be a micro, small or medium producer, group of	Indicate Number of Workers
producers or company (Up to 100 permanent	
workers).	
Provide evidence of a minimum of 2 years of	Attach proof
experience in producing orange sweet potato or in	
roots and tubers, including at least one of the	
following documents: planting records, sales	
invoices to other companies, formal references from	
purchasing companies, or visit records from MAG,	
for the specified period.	
Have at least 1 hectare of owned or rented land with	Attach proof
a formal contract of at least 3 years, dedicated or	Attach proof
that can be dedicated to this crop.	
Attach property record in the beneficiary's name	
(you can consult and download the record from the	
link	
http://www.registronacional.go.cr/bienes_muebles/bi	
enes muebles consultas.htm) or proof of the legal	
transaction between the registered owner of the	
property and the beneficiary, whether it's a sworn statement or a contract.	
Indicate Farm Number	
I declare that I do not produce using pesticides that	□ I declare
are banned or restricted by the SFE and EPA-FDA,	- I deciare
and in compliance with the allowed maximum	☐ I do not declare
residue limits:	
Must boyo the Agricultural Draducer certificate from	Attach proof
Must have the Agricultural Producer certificate from MAG or the Operating Permit from the Ministry of	Attacif proof
Health, if applicable.	
Be properly registered and up-to-date with the	Attach proof
Ministry of Finance:	

https://www.hacienda.go.cr/ATV/frmConsultaSituTr ibu taria.aspx	
Contar con el Diagnóstico Único Exportador (DUE)	The system automatically detects whether or not you have the DUE. If the response is negative, a request will be sent on behalf of your company. If you have any questions, you can write to descubre@procomer.com.  Application deadline: July 28, 2021.
Any other permit required for its operation or the execution of the project.	Attach proof if applicable.

### Section 3. GENERAL DATA OF THE COMPANY.

Company Trade Name:	Indicate name:
If an individual, please provide the full name.	
Legal Name of the Company (corporate name):	Indicate name:
If an individual, please provide the full name.	
Name of Legal Representative 1:	
ID of Legal Representative 1:	
Name of Legal Representative 2: (only if joint signature is needed)	
ID of Legal Representative 2: (only if joint signature is needed)	
Phone number:	

	Province: Canton: District: Other indications:
	Coordinates or georeferencing point:
Region:	□ GAM
	☐ Huetar Norte
	☐ Huetar Caribe
	☐ Central Pacific ☐ Brunca
	☐ Chorotega
Email:	
Company's Business Activity::	
Is 50% or more of the company owned by women?	□Yes
women	□No
Is the competing company a related company Related companies: companies that are part	
a group, where one has economic control over the other, or are both under common control	er
	Name of the related company:
	Corporate ID:
	Number of employees:
	Business activity of the company(ies) related to the competing company: Attach legal representation document(s):

According to the sizeof the company, choose only one of the following categories (A,B).

☐ Category A	Micro, small producers or companies (1-30 workers)
□ Category B	Medium producers or group of producers or companies (31-100 workers)

## **Section 5. PROJECT DESCRIPTION**

Name of the Project Manager: (person who will be the direct contact with PROCOMER and will oversee the project)	
Email	
Phone Number:	
Project Name:	
General Objective:	
Should include: What do you want to achieve? How? Why? Is it measurable?	
Specific Objectives:	
Describe the necessary steps to achieve the general objective. It's important that they are measurable and defined, as they will be the reference for the timeline and budget.	
Project Description:  You should narratively describe the purpose you want to achieve with the allocation of the non-reimbursable fund. What's the problem/need? The solution? How would you achieve it? What would be the impact?	
Technical Justification:  Consider the following guiding questions: What is the current situation? What is the desired situation? Why is it important to the company? What benefits are expected? It's recommended to identify opportunities for improvement using technical data to support the initiative. Also, consider attaching technical data sheets or statistics that you have.	

Does the project impact the company's	☐ Yes. Elaborate
productivity and sales?	□No
Additional Information:	Attach technical data sheets, statistics, projections, or others that allow you to justify the importance and impact of the project. Please attach in a single .zip or .rar file.
Project team from the participating company:	
Collaborator 1	
Name: Phone: Email: Position within the organization: Role in the Project:	
You can add more collaborators if you wish.	
How many years of experience does the company have in the production of Orange Sweet Potato or Roots and Tubers?	☐ 2 ☐ 3 to 5 years ☐ 6 to 8 years ☐ More than 8 years
What is the number of hectares to be impacted by the execution of the project?	☐ 1 ha ☐ 2 to 4 ha ☐ 5 to 7 ha ☐ More than 8 ha
Regarding the proper preparation of the soils. Do you currently have at least 1 ha prepared for planting?	□ Yes □ No
Regarding the current or potential production area, do you have appropriate drainage for planting (about 60-80 cm deep)?	□ Yes □ No
Does the project require additional operating permits, or any other kind for the execution of the project?	☐ Yes. Elaborate

In the context of COVID-19 and recognizing that the funds provided by Procomer for this	□Yes, it has the necessary cash flow.
project are disbursed after the payment has	☐ Does not have the necessary cash flow.
been made (through 3 reimbursements), does the company have the necessary cash flow to carry out the project?	.□ Depends on loans, agreements with suppliers, funds from other projects, etc.
	Explain if they are approved or in process and attach evidence.
Does the company plan to relocate its operations during the execution of the	☐ Yes. Elaborate
project?	□No

### Section 6. CRONOGRAM AND BUDGET

Complete el "Cronograma de actividades y presupuesto" que encuentra en línea.

## Sección 7. ACEPTAR TÉRMINOS Y CONDICIONES

I declare that the information contained in this document, its schedule, and attached budget are truthful. In the event that falsehood is demonstrated, I accept that the proposal be discarded from the selection process for obtaining non-reimbursable seed capital funds.

I agree to the stipulations in the Operational Bases, Standards, and Conditions of Call I of the Supplier Development Program.

I accept the financial assistance model through reimbursement, understanding that once my company has made all the purchases or corresponding payments for each stage, I will present the invoices to request their due reimbursement for the project.

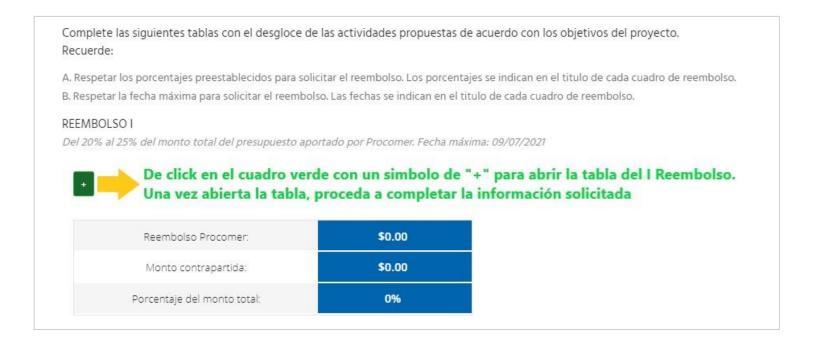
Signature of legal representative or legal representatives (as determined by the legal entity document) or signature of an individual. For both cases, a digital or physical signature can be used.	Name: Signature:  Name: Signature:
Date:	Day: Month: _Year:

# 11.2 Guide for Section 6 "Schedule and Budget".

Step 1. Select your project category as exemplified in the following image.



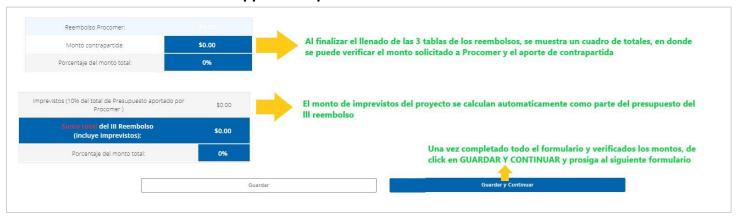
Step 2. Proceed to complete each of the tables for reimbursements I, II, and III (there's a table for each reimbursement), as shown in the following images.





The previous process is repeated for the 3 tables of the 3 reimbursements.

Step 3. Check the amounts and ensure compliance with the minimum co-financing. Save and continue the application process.



### 11.3 Draft Contract.

# CONTRACT FOR THE FORMALIZATION OF DELIVERY OF SEED CAPITAL FUNDS

Between us, the FOREIGN TRADE PROMOTION AGENCY OF COSTA RICA, a non-state public entity created by Law No. 7638, with legal identity card number 3-007-196350, represented in this act by its General Manager PEDRO BEIRUTE PRADA, of legal age, divorced once, manager and lawyer, resident of San José, with identity card number 1-886-408, hereinafter PROCOMER, and COMPANY NAME, with legal entity number, represented by its president with powers of full general attorney without a sum limit, NAME OF LEGAL REPRESENTATIVE, with identity card number, hereinafter referred to as THE BENEFICIARY, we acknowledge that we have agreed to celebrate this contract to formalize the delivery of seed capital funds, which will be governed by the following clauses:

### FIRST: Background and sworn statement

- 1. Law of Creation of the Ministry of Foreign Trade of Costa Rica and of the Foreign Trade Promotion Agency of Costa Rica, number 7638 of October 30, 1996.
- 2. Operational Bases, Rules and Conditions of the Call for the Descubre Supplier Development Program, published on the project website.
- 3. Operational Manual for the Descubre Supplier Development Program.
- 4. **THE BENEFICIARY** declares, under oath, at the time of signing this contract, that none of the prohibitions established in article 15 of the **PROCOMER** Contracting Regulations and articles 20 and 22 bis of the Administrative Contracting Law apply to him/her.

### **SECOND**: Object

By virtue of this contract, **PROCOMER** and **THE BENEFICIARY** formalize the delivery of seed capital funds, up to the amount of \_\_\_\_\_\_, legal currency of the United States of America.

### **THIRD:** Nature of the Funds and Benefits

The funds made available to the **BENEFICIARY** are NON-REFUNDABLE in nature and will be used to carry out the approved productive transformation project for which they have been selected as the winner.

The **BENEFICIARY** will receive support during the execution of these funds and specialized technical advice as part of the benefits granted under the Descubre Supplier Development Program.

Notwithstanding the above, the use of these funds and the benefits granted must strictly adhere to what is established in this contract, the operational bases, rules and conditions

of the call, and **PROCOMER's** internal standard called the Operating Manual for the Descubre Supplier Development Program, as well as the guidelines set by **PROCOMER.** 

### **FOURTH:** Proper Use of the Funds

The resources will be directed towards the development of productive transformation projects approved by **PROCOMER**.

Should it be proven that there has been improper use of the funds subject to this contract, the **BENEFICIARY** must immediately return the funds that have been allocated to their productive transformation project up to that point.

### FIFTH: Maximum Amount of Non-Refundable Funds and Limit of Liability

**The BENEFICIARY** will receive a non-refundable contribution of up to 80% of their project, which corresponds to \_\_\_\_ dollars. These funds will be aimed at developing the approved productive transformation project. The remaining 20% of the budget must be funded by the beneficiary company, as a counterpart.

Any costs incurred by The **BENEFICIARY** for the project's development must be framed within the maximum approved amount. Any differences that might arise will be exclusively at The **BENEFICIARY's** expense. This implies no obligation on **PROCOMER's** part to recognize more budget than the maximum assigned to The **BENEFICIARY.** 

# SIXTH: Obligations of the BENEFICIARY The BENEFICIARY agrees to:

- a) Comply with the provisions established in this contract.
- b) Abide by the general provisions issued by **PROCOMER** as coordinator of the Descubre Supplier Development Program.
- c) Act in good faith at all times.
- d) Retain all backup documentation to proceed with payments and subsequent expense reimbursements by **PROCOMER**.
- e) Use goods and services acquired with seed capital funds only for the strict fulfillment of the project's objectives.
- f) Always comply with the rules contained in the Operational Bases, Rules and Conditions of the Call, and in the Operating Manual issued by **PROCOMER**.
- g) Present a report on the project's execution to **PROCOMER'**s Strategic Alliances Unit at specified dates, containing at least:
  - Execution plan progress (anticipated results in the contract and results obtained).

- ii. Progress in the use of financial resources (executed resources and resources projected in the contract).
- h) Provide PROCOMER with necessary information to prepare monitoring and closing reports or those requested by PROCOMER's Internal Audit, any other PROCOMER control body, or even the General Comptroller of the Republic.
- i) For procurement of goods and services under the project, the prohibition regime stated in article 22 bis of the Administrative Contracting Law must be respected.
- j) Provide information requested by the External Audit auditing the Descubre Supplier Development Program.

### **SEVENTH:** Fundable expenses

The resources to invest in the Descubre Supplier Development Program projects should consider the following types of fundable activities, strictly leading to the objectives of each project:

- a) Purchase of inputs, materials, licenses, equipment, and accessories for product production.
- b) Purchase of inputs, materials, equipment, and accessories for prototype development or expanding product production.
- c) Environmental, quality, safety, good agricultural, and manufacturing practice certifications.
- d) Professional services for obtaining certifications, process efficiency, product improvement (studies such as soil analysis, nutritional levels, among others), which may not exceed 45% of each project's established budget.

#### **EIGHTH:** Non-fundable expenses

The following activities and/or expenses cannot be funded with the Descubre Supplier Development Program's grants:

- a) Construction, readaptation, expansion, and/or remodeling of facilities.
- b) Payment of debts, loans, credit card balances, and any similar items.
- Legal expenses, stamps, or professional fees not directly related to the execution of the benefited project.
- d) Distribution of dividends.
- e) Acquisition of shares or capital increases.
- f) Corporate rights.
- g) Investment in bonds and other securities.
- h) Acquisition of vehicles.

- i) Payment of salaries, taxes (taxes, fees, and special contributions), or social charges.
- i) Compensation of any kind.
- k) Rentals of movable or immovable assets.
- I) Acquisition of real estate.
- m) Administrative expenses such as: basic services (electricity, water, gas, cleaning, internet, telephony, and mobile telephony), accounting services, and administrative support staff.
- n) Travel expenses and allowances.
- o) Any other not strictly related to the fulfillment of the program's objectives.

Furthermore, activities that might be considered typical of Research and Development projects at the undergraduate, postgraduate, master's, or doctoral thesis level and other studies, publications, academic documents not directly contributing to the project's objectives will not be funded.

### NINTH: Obligations of PROCOMER

**PROCOMER** undertakes to provide the necessary collaboration for the correct execution of the obligations assumed by **THE BENEFICIARY** and to comply at all times with the rules contained in the Operational Bases, Rules and Conditions of the Call and in the Operational Manual of the Program issued by **PROCOMER**.

### **TENTH:** Disbursement Procedure

The granting of seed capital funds will be carried out through 3 disbursements after obtaining the good or service by **THE BENEFICIARY** (reimbursement) according to the dates and percentages indicated in the Operational Bases, Rules, and Conditions of the Call, namely:

a)	A first disbursement must be requested by November 5, 2021, at the latest and
	may not exceed US \$ dollars, legal currency of the United States of
	America.
b)	A second disbursement must be requested by April 1, 2022, at the latest and may
	not exceed US \$ dollars, legal currency of the United States of America.
c)	A third and final disbursement must be carried out by September 2, 2022, at the
	latest and may not exceed US \$ dollars, legal currency of the United
	States of America.

The amount indicated for the third disbursement includes 10% of the funds granted as "Unforeseen". This amount may be used in full or in part, based on justification in the first, second, or third disbursement, as the case may be.

All disbursements will be made in American dollars.

The amounts corresponding to the project will be channeled to **THE BENEFICIARY** through the Financial Administrative Directorate of **PROCOMER**. These funds will be safeguarded by **PROCOMER**, under the administrative and accounting procedures of this institution.

### **ELEVENTH:** Suspension of Disbursements

**PROCOMER** may suspend disbursements or cancel the undistributed part of the non-reimbursable funds, immediately or at its discretion, if any of the following circumstances should occur:

- a) The breach by the beneficiary company of any obligation stipulated in the MOP or in the contract to be signed with PROCOMER;
- b) Any circumstance including without limitation any organizational change affecting the beneficiary company that, in **PROCOMER's** opinion, makes the timely achievement of the objectives of the Benefited Project unlikely;
- c) If the beneficiary company or any of its partners fails to comply with any other agreement it has entered into with **PROCOMER**;
- d) Disbursements are not properly documented, or there is inadequate collaboration with **PROCOMER** in the timely provision of information about the execution of the benefited project.
- e) If the beneficiary company, its employees, representatives or agents, or any of its suppliers of goods and services (including consulting services) for the Benefited Project, commit any wrongdoing that endangers the correct execution of the benefited project, including but not limited to acts of corruption, bribery, provision of false information, and in general the commission of any act that poses a threat to ethics or that may negatively compromise the objective reputation of **PROCOMER**, its workers, or representatives.

Finally, in case of proven misuse of the funds, the beneficiary will be required to immediately reimburse the entire amount of funds granted up to that point, which in turn will lead to the company's removal from the Development of Suppliers Descubre Program.

### TWELFTH: Term

The term of this contract will be 12 months, starting from its subscription.

### THIRTEENTH: Termination of the contract and contractual breach

Breach of any clause in this contract entitles the parties to terminate it, without prejudice to actions for damages. In this case, **THE BENEFICIARY** must immediately return all amounts that have been granted up to that point.

It is also understood that both **PROCOMER** and **THE BENEFICIARY** may terminate this contractual relationship, for which a notification in that regard will suffice. This must be made at least two months in advance of the definitive termination date of this contract. In this case, if **THE BENEFICIARY** wishes to terminate the contract early, they must return all funds granted at that time.

**FOURTEENTH:** Duty of execution

**THE BENEFICIARY** may not assign or encumber this contract, nor in any way transfer or pass on the benefits and obligations generated by this document. If this occurs, it will be considered a contractual breach.

### **FIFTEENTH:** On coordination

The coordination and supervision of this contract will be in charge of the Strategic Alliances Unit of **PROCOMER**. This Unit will be responsible for monitoring the correct execution of this contract and reviewing the generated documentation, such as reports, follow-up letters, among others.

For their part, **THE BENEFICIARY** commits to designating a person who will act as **PROCOMER's** contact for everything related to the execution of this contract.

### **SIXTEENTH:** Labor obligations

No officer or employee of **THE BENEFICIARY** will be considered, in any case, an official or representative of **PROCOMER.** As a result, both parties agree that no labor right may arise from this contract in favor of the representatives or workers of THE BENEFICIARY or the person designated for the execution of the obligations established in this contract.

It is also understood that **PROCOMER** will assume no responsibility regarding the payment of any type of insurance or compensation for injuries, accidents, or other similar events that might be suffered by a worker of **THE BENEFICIARY**, who in turn releases **PROCOMER** from any responsibility for these types of incidents.

Finally, it is understood that **THE BENEFICIARY** will, for all intents and purposes, be the employer of all its representatives and collaborators, particularly the person designated for the execution of the obligations assumed by **THE BENEFICIARY**. Therefore, **THE BENEFICIARY** will be solely responsible for the payment of labor benefits, social security, and related payments that correspond by law, according to the legislation applicable in Costa Rica

### **SEVENTEENTH:** Confidentiality

Both parties agree that all information and materials obtained as a result of executing this contract will be considered confidential. Furthermore, the effects of this clause will remain after the termination of the contract.

**EIGHTEENTH:** Dispute resolution

All controversies or differences that may arise from the negotiation, execution, arrangement, interpretation, termination of this contract, will be governed by the laws of Costa Rica, as well as what is established in the Contracting Regulations of **PROCOMER.** The Courts of Justice of Costa Rica will have exclusive jurisdiction over any disputes arising from this contract.

<b>NINETEENTH:</b> Contractual domicil
--

The	contracting	parties	establish t	the fo	ollowina	contractual	domiciles:
	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	P G	0010011011		,	0011110010001	

• Th	IE BENEFICIARY:
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 PROCOMER: Próspero Fernández highway, San Rafael de Escazú, next to Hospital CIMA, Plaza Tempo Business Complex, third floor.

### **TWENTIETH:** Estimation

For tax purposes, this contract is considered incalculable. It is clarified that in accordance with Article 7 of Law No. 7210 and Article 13 subsection a) of Law No. 7638, PROCOMER is exempt from paying taxes and rights that it must pay, for the part that corresponds to it, in any contract it executes.

In witness whereof, we sign in two copies of equal value on September 3, 2021.

Pedro Beirute Prada General Manager	
PROCOMER	BENEFICIARY

# 11.4 Sworn Statement on the Non-existence of Conflicts of Interest

### **SWORN STATEMENT**

of the "Supplier Developmen conflict of interest or similar sofficials designated for this per of the objectives of the said	n my capacity as the legal representative the Program Descubre" contest, solemnly situation that could affect the objectivity urpose, carry out the technical reports red. Program. Likewise, I declare that I are the Administrative Contracting Law are	declare that there is no type of with which <b>PROCOMER</b> or the equired for the proper fulfillment am not in any of the situations						
San José, 03 days of the month of September 2021.								
_	SIGNATURE OF BENEFICIARY							

## 11.5 Article 22 Bis of the Administrative Contracting Law

### Excerpt from Administrative Contracting Law N° 7494

**Article 22 bis.** - Scope of the prohibition. In the administrative contracting procedures promoted by the institutions subject to this Law, the following persons are prohibited from participating as bidders, directly or indirectly:

- a) The president and vice-presidents of the Republic, ministers and vice-ministers, deputies to the Legislative Assembly, proprietary magistrates of the Supreme Court of Justice and those of the Supreme Electoral Tribunal, the comptroller and deputy comptroller generals of the Republic, the attorney general and the deputy attorney general of the Republic, the defender and deputy defender of the inhabitants, the national treasurer and deputy treasurer, as well as the national supplier and deputy supplier. In the case of popularly elected positions, the prohibition will take effect once the Supreme Electoral Tribunal officially declares the election results.
- b) With the entity they serve, members of the board of directors, executive presidents, managers and deputy managers, both of decentralized institutions and public companies, proprietary council members and the municipal mayor.
- c) Officials from procurement and legal advisory offices, with respect to the entity they serve.
- d) Public officials with influence or decision-making power, at any stage of the administrative contracting procedure, even in its subsequent monitoring, in the execution or construction phase.

It is understood that there is interference or decision-making power when the respective official, due to the type of functions they perform or the rank or hierarchy of the position they hold, can participate in decision-making or influence them in any way. This includes those who must issue opinions or technical reports, prepare or process any of the contracting procedure phases, or supervise the execution phase.

When there is doubt as to whether the position held is affected by interference or decision-making power, before participating in the administrative contracting procedure, the interested party will consult the Comptroller General of the Republic and will send all the evidence and information on the case, as provided in the Regulations of this Law. e) Those who act as advisors to any of the officials affected by prohibition, be they internal or external, personally or without any kind of remuneration, regarding the entity for which said official provides their services.

f) Legal entities in whose capital stock any of the officials mentioned in the previous sections participate, or who hold managerial or representative positions. For the sale or assignment of the respective social participation to not affect the respective firm, it must have been made at least six months prior to the appointment of the respective official and must have a certain date by any of the means that civil procedural legislation allows. Any sale or assignment after that date will not exempt the legal entity from the contracting prohibition, as long as the appointment that originated it lasts.

For corporations whose shares are registered in the National Registry of Securities and Intermediaries of the General Superintendency of Securities, such prohibition will apply when said official controls ten percent (10%) or more of the total subscribed capital of the corporation. For this purpose, the administration will only require from the bidding legal entity a sworn statement that it is not subject to any of the prohibition causes established in this article.

(The previous paragraph was added by article 3° of law N° 8511 of May 16, 2006).

- g) Non-profit legal entities, such as associations, foundations, and cooperatives, in which individuals subject to prohibition appear as directors, founders, representatives, advisors, or any other position with decision-making capacity.
- h) The spouse, partner, or companion in a de facto union, of the officials covered by the prohibition, as well as their relatives by blood or affinity up to the third degree inclusive.
- i) Legal entities in which the spouse, partner, or relatives indicated in the previous section, hold more than twenty-five percent (25%) of the share capital or hold a managerial or representative position.

Individuals or legal entities that have intervened as advisors at any stage of the contracting procedure, participated in the preparation of the specifications, designs, and respective plans, or must participate in their subsequent oversight, in the execution or construction stage. This prohibition will not apply in cases where the design and construction of the work are jointly tendered, the alternative variants regarding the specifications or plans provided by the Administration.

Individuals and organizations subject to a prohibition will maintain the impediment for six months from the cessation of the reason that gave rise to it.

The following cases are exceptions to the aforementioned prohibitions:

- 1. When dealing with a unique supplier.
- 2. When it is the ordinary activity of the entity.
- 3. When there is a clear interest in collaborating with the Administration.

(Added by article 65 of Law N° 8422, Law against Corruption and Illicit Enrichment in Public Service, of October 6, 2004).