

WCO Global Dialogue on Customs Capacity  
Building

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Sustainable Development Strategies: Efficiency  
and Coherence of Development Aid

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# About the World Bank



- One of the world's largest providers of financial support and technical assistance for developing countries – IBRD/IDA
- Bank + International organization (UN system) - Owned by its 185 members/shareholders – 10,000 staff in 100+ countries
- In 2006 - \$ 23.63 billion in loans and grants
- Bank financing - Country implementation - Demand driven
- Focus on global poverty reduction – Trade an engine for economic growth
- Financed 120 Customs projects in last 20 years
- Current Customs portfolio of \$449 million plus \$91 million in the pipeline

# Emerging Trends



- Significant increase in availability of donor support for Customs/trade facilitation reform – Likely key element of the global “Aid for Trade” initiative
- Customs reform increasingly seen as a key element of wider trade facilitation projects – Customs only responsible for a third of delays – Customs ++ agenda
- Increased cooperation between donors at global, regional and national levels - (EIF) - But works best when recipients demand it
- Increased focus on performance measurement & results
- Increased focus on long term sustainability
- Single Window, One Stop Border initiatives & wider trade and transport logistics improvement high on the new agenda

# How to engage with donors



- Prepare a clear view of the problems/reform opportunities – how support would improve trade facilitation, regional integration, transparency, institutional integrity, security and competitiveness
- Use numbers – LPI, DB, TRS results, regional comparisons and client surveys – reflect Donor priorities
- Develop an ambitious but realistic vision of what success would look like if donor support was forthcoming – Include gap assessment but detailed implementation plan less important initially
- Demonstrate political commitment and buy in of policy makers and key stakeholders
- Seek support from the WCO to market your reform commitment

# Key Messages for Customs



- No need to convince us or other partners in the development community that Customs is important – No shortage of money
- Need to demonstrate a clear vision and commitment to reform – Donors can help prepare the detailed implementation plans
- Need to convince your own policy makers to put Customs reform high on the development agenda – Regional comparisons help
- Development assistance is demand driven – Create the demand – Donors will respond

# Partnership with the WCO



Solid level of engagement with the Bank and level of interaction expanding - particularly advocacy work and support for the WTO TF negotiations - But ...

- Modest progress on engaging at the country level in project design and development (Asia/Pacific Region the exception)
- WCO capacity constraints (good technical expertise but limited development experience) - Columbus program useful but limited engagement with potential donors in advance – some engagement at country level during diagnostics – insufficient follow up with donors afterwards – non transparent process – reports not shared with potential donors
- We have different priorities, methods, constituencies and drivers for engagement – but much potential for future collaboration – need to find modalities that work

# New Bank Developments



- Bank is ramping up its trade facilitation work program – research, diagnostics, technical assistance and projects
- Recently established a Trade Facilitation/Logistics Advisory Service in IFC/FIAS (linked to Doing Business report)
- Preparing a new book “Border Management Modernization: A Guide for Reformers” which will be released in mid 2009 – example of partnership
- Currently establishing a new Trade Facilitation Facility which will provide \$30 - \$40 million in financing over next three years to provide a more flexible capacity for the Bank to respond rapidly to countries and regions seeking trade facilitation related TA
- High priority on supporting key partnerships – WCO a priority

# For further information:



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