

Canada's "Return on Investment"

WB disbursements to Canada continued to exceed our cash contributions to IBRD and IDA. The ratio of procurement disbursements to Canada's cash contributions into IBRD and IDA, often cited as the "return", equalled 1.18 for the six-year period 1984 through 1989. {See Exhibit 5}. Canada stands seventh amongst the G-7 in this "return" analysis.

Individual Consultants Retained by the World Bank

In addition to its disbursements for project operations, the World Bank spent approximately \$70 million in FY'90 for the contracting of individual consultants from member countries to assist the Bank in project preparation and appraisal. Each assignment usually ranges 20-40 days and typically includes a mission to the project locale in the country.

Over 230 Canadians were hired in FY'90 for these assignments, amounting to fees of approximately \$4.5-\$5 million. These short-term assignments are often key in positioning the consultants' firms for bigger downstream contracts in the implementation phase of projects.

Canada placed fourth amongst all member countries in FY'90 in WB contracting of short-term consultants.

The Canadian Consultant Trust Fund, established at the World Bank by CIDA in 1985, funded about \$650,000 of the FY'90 amount, and acted as a catalyst for much of the additional work (ie.- individuals are often hired for one assignment via the Trust Fund, and then contracted for additional jobs out of the WB's own funds.) In addition to the commercial benefit to the consultants' firms, the Trust Fund has served to introduce the WB to many Canadians who subsequently were hired for key full-time positions.

With respect to Canadians working at the World Bank, about 200 Canadian nationals are employed full-time by the institution. This represents approximately 3% of the WB's total staff.

OFFICE FOR LIAISON WITH INTERNATIONAL FINANCIAL INSTITUTIONS

Established in 1985 to assist Canadian firms and organizations in their pursuit of business in projects financed by the Washington-based international financial institutions, OLIFI continues to provide a wide range of services to the Canadian business community and to other government departments.