



CONTERPART OF RETPC, NORTH SUMATERA

NO	NAME	POSITION
1	TEHNIK SUDARMAHATI	HEAD OF RETPC
2	REVA KURNIA	VICE HEAD OF RETPC
3	PAPLIJUNNIEARLUDIS	HEAD OF ADMINISTRATION DIVISION
4	ZARIALUDIS	VICE HEAD OF ADMINISTRATION DIVISION
5	TEDEZURIDOVINA	ADMINISTRATION STAFF
6	TARIPONDITA	ADMINISTRATION STAFF
7	OWI SILVIA BUNTI	STAFF OF FILING AND DOCUMENTATION
8	AWAN PAREJIS	FINANCE STAFF
9	WIBI HADOKO	HEAD OF TRAINING DIVISION
10	AZRAT RIDHO HANJIAN	VICE HEAD OF TRAINING DIVISION
11	JUNIANTI PAKPAHAN	TRAINING OPERATIONAL STAFF
12	LENY MUHARDJANY	TRAINING EVALUATION STAFF
13	MARIA A. SITUMORANG	HEAD OF INFORMATION AND PROMOTION DIVISION
14	M. IRSAN	VICE HEAD OF INFORMATION AND PROMOTION DIVISION
15	DEJANA	PROMOTION AND INQUIRY STAFF
16	HASANUDDIN HILU	STAFF OF MINI DISPLAY
17	ABU BAKAR NI ZA ALFIN	STAFF OF MINI DISPLAY
18	LISBETH YULITA SIRAIT	STAFF OF MINI LIBRARY

RETPC REPORT IN 2005

Regional Export Training and Promotion Center of North Sumatera

REGIONAL OFFICE OF INDUSTRY AND TRADE
NORTH SUMATERA PROVINCE

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NO	ACTIVITY	DATE	REMARK
1.	Preparation for Meeting Minister of Trade to RETPC	March 28,	Coop. with Dinas
2.	RETPC Socialization in : - Kab. Tapanuli Tengah - Kab. Mandailing - Kab. Sibolga - Kab. Karo	Feb 22, March 2, Sept 22, Dec 16,	Coop. with JICA
3.	Human Resource Development for RETPC Staff/Unit		
1.	Training on Skill and Management Equipment (marketing and quality system)	12-13 Feb	Instructor : Mr. Ramdhan
2.	Basic to advanced training on information and instruction for staff/Unit	9 March	Organized by JICA
3.	Training on Learning Management (LMS) and System (Lotus, etc)	14 May	Instructor : Mr. Budi H.
4.	Training on Market Making (M.M)	18 May	Mr. Anri F
5.	Training on How to make presentation by Power Point	23 June	Mr. Budi H.
6.	Informal training and Minor exams	6-8 June	Mr. Budi H.

NO	ACTIVITY	DATE	REMARK
7.	Transfer knowledge from Mr. Grahgji Chappert (ABV) on Promotion activities	4-27 July	Coop. with ABV
8.	Transfer knowledge from Mr. Sarah W'Connor (ABV) on Training management	4-27 July	Coop. with ABV
9.	Participating in Training on Exhibition management in Hanoi (Mr. Hachindhar Nulu and Mr. Allan)	27-29 July	Organized by JICA
10.	Training on how to staff internet facilities is trouble caused by power shortage	5 August	Organized by JICA
11.	Training on Up dated RETPC's Website (Mr. Akzamil (Hanoi))	13-14 Oct	Coop. with WAFED
12.	Training on RETPC (Bull. Hanoi)	18 Oct	Organized by JICA
13.	Participating in Training on a good promotion in Japan (Mr. Akzamil (Hanoi))	12 Nov - 12 Dec	Organized by JICA
14.	Participating in Training on Supply/ Demand of RETPC's Competitive in the RETPC's Retail and Wholesale	12 Dec	Organized by JICA
4.	Working on the matter of		
5.	Making SK RETPC Advisor Committee	Sept	

OPERATIONAL BUDGET

YEAR	APBD (LOCAL BUDGET)		APBN (NATED)	JICA	REVENUE	TOTAL
	PUBLIC	HOUSING				
2005	740,000,000	75,000,000	269,600,000	131,000,000	13,000,000	990,600,000
2006	52,000,000	100,000,000	310,600,000	161,000,000	25,000,000	1,006,600,000

NO	TOPIC	Date/ Venue	No Parti	REMARK
I.	Training Implementation			
1.	Building The Competitiveness Edge through Implementattion of TQM (TV Conferene Osaka Medan-Jkt-Surabaya)	Feb 1 - 3 RETPC	23	Cooperation with AOTS-Prex-IETC
2.	Export Procedure	March 16-18 March 16-18	22 17	Coop. with JICA
3.	Trade Promotion by Internet	March 22-23	21	Coop. with JICA
4.	Export Payment by L/C	May 17-18	18	Coop. with JICA and IETC
5.	Market Entry Strategy (Teleconference Mdn-Jkt)	July 25-27	15	Coop. with JICA
6.	Trade Promotion by Internet	Sep. 26-28 Sep. 26-28	18 15	
7.	Export Procedure	Nov 30-1 Osc 2	30	
8.	Trade Promotion by Internet			
9.	Export Documentatio			
	Sub Total Number of Participants		180	

NO	TOPIC	Date/ Venue	No Parti	REMARK
II.	Workshop/seminar			
1.	Export financing and North Sumatera Potential Export to Australla	28 July	57	Coop. with ABV
2.	Trade promotion of food processing industry	16 August	50	Coop. with JICA
3.	Socialization of NAFED virtual exhibition	29 Nov	29	Coop. with Nared
4.	Export promotion of handycraft product	1-2 Dec	38	Coop. with JICA
	Sub Total number of participants		174	
	Total number of participants		174	
	Other training/Seminar		6	
III.	Japan-ASEAN Workshop on SMEs Development through Regional Trading Route	Jan 17-21 Nagasaki	26	Coop. with AOTS IETC
IV.	No. Instructors		10	
	Local (Medan)		6	
	Jakarta		4	
	Foreign country (Japan)		0	

3. Information and Promotion Activity Record

NO	ACTIVITY	REMARK
1. INFORMATION		
1.	Optimization of Mini Library KEFPO received references from ICGA Natal, etc Exchange information about book collection	Totally 1190 references available (book, magazine, booklet, etc)
2.	Distributing inquiry to supplier	50 inquiries sent to company
3.	Business Consultation Coop with Mr. Ishikawa, Mr. Shimada visiting company	Jan-Aug 2005 Consultation to 20 company
4.	Coop with Mr. Gaiji Shappert, Mr. Ishikawa, Mr. Shimada	Visited 20 companies
5.	Conducting workshop Coop with ANV, ICGA, and Nafed	Conducted 4 workshops, 174 participants
6.	Publication/Printing matter Catalogue Product Mini Display/Library Leaflet	Already print out: 500 exemplar 1000 exemplar

NO	ACTIVITY	REMARK
11. PROMOTION		
A. Exhibition		
1.	Participating in Lake Toba Summit Exhibition in Toba, Indonesia and PUSI dated 10 - 12 March 2005	Coop with Dinas 8 exhibitors
2.	Participating in Pekan Raya Sumatera Utara dated 15 April - 15 May 2005	Coop with Dinas 3 exhibitors
3.	Participating in Jakarta International Houseware (IIFA) dated 1 - 5 June 2005	3 exhibitors
4.	Participating North Sumatera International Fair dated 8 - 12 September 2005	2 exhibitors
5.	Participating in Yogya Expo dated 29 Sep - 3 Oct 2005	2 exhibitors
6.	Participating in Resource Indonesia dated 5-9 Oct 2005	1 exhibitor
B. Permanent Mini Display		
1.	Rotating and Changing product samples at Mini Display (completed with price list, company profile and Product Profile).	120 Exhibitors

NO	ACTIVITY	REMARK
C.	Trade Mission Business Matching between 24 companies from Singapore with 14th Summit Exporter and Importer of RETPC	Organized by Mrs. Rully and Dinda
D.	Others Meeting with related Offices among others: KADIN Reg. Office of Cooper and SMEs, BAINIPROM, PORDA, UMMU, Product Association, Universities Establish Network with Commercial Attache and ITC refer to business information (daily monitoring)	

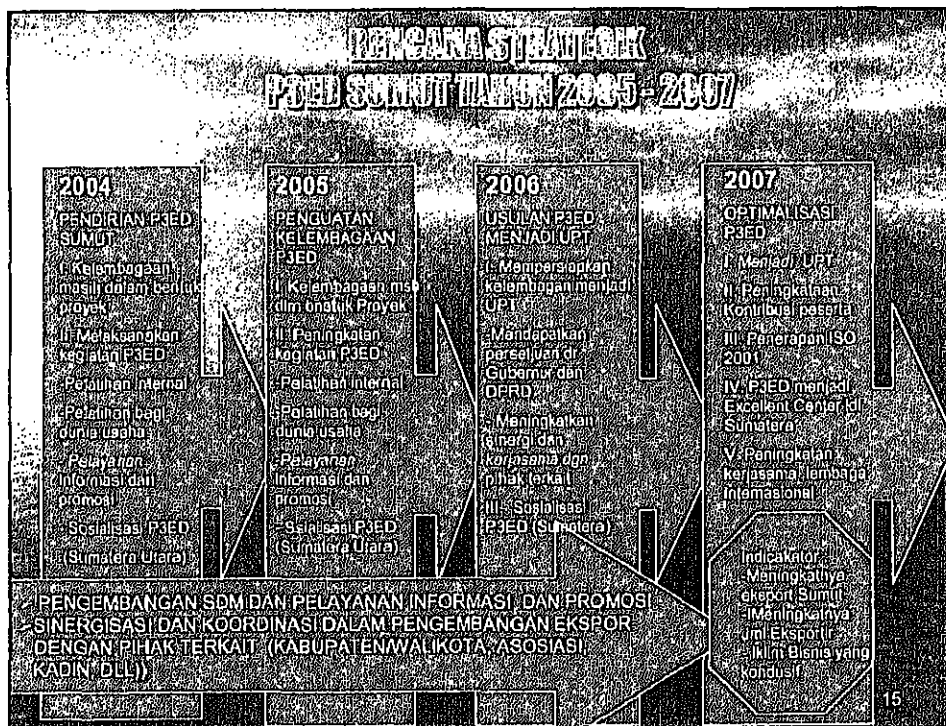
PLAN OF RETPC ACTIVITIES IN 2006

OPERATION ACTIVITIES PLAN

NO	ACTIVITIES	DATE	REMARK
1.	Making printing matter - Product catalogue, Bulletin, Standing Banner, Executive leaflets, website	January - June	Coop. with JICA
2.	Roadshow UNIFRETC in Region - Kotabaru/Pesawaran/Slantar - Kabupaten Indragiri - Kabupaten Ranau Prapat - Kabupaten Tanjung Balai	10 January 16 February 15 June 20 July	Coop. with JICA Coop. with JICA
3.	Transfer knowledge from Jakarta Industry Management Updating website (lanjutan) Participating Training on ISO 9001:2000 Participating Training Exim plus Simulation Membuat presentasi dengan Program aplikasi multi media Editing video (lanjutan)	April May June June July July	Proposed to Jakarta ditto ditto ditto ditto ditto
4.	RETPC Advisory Committee Meeting	20 June	
5.	Advertisement of RETPC in Pers/TV	May-april	
6.	Maintenance of Computer network/internet	May-april	

ACTIVITIES PLAN				
NO	TOPIC OF TRAINING	DATE OF IMPLEMENTATION	NO OF PARTICIPANT	REMARK
1.	Trade Promotion by Internet	7-10 January	20	Coop. with JICA
2.	Export Payment by L/C	21-25 January	30	Coop. with JICA
3.	How to start Export	22-24 February	30	Coop. with JICA
4.	Export procedure	6-8 June	30	
5.	Export Payment by L/C	27-29 June	30	
6.	Trade Promotion by Internet	4-6 July	20	
7.	Export Documentation	4-6 July	30	
8.	Trade Promotion by Internet	5-7 September	20	
9.	Export Marketing (TV Conference)	5-7 September	30	

FUNCTIONS AND INFORMATION ACTIVITIES PLAN			
NO	ACTIVITIES	DATE	REMARK
I.	Informative Activities		
1.	Optimization of Library	January - December	
2.	Collection, selection and entry of information and promo material (styles)	January - December	
3.	Disseminating Trade Inquiry and List of Exporters	January - December	
II.	Promotional Activities		
1.	Workshop/Consultation in collaboration with NAFED, JICA or other institution	January - December	
2.	Company Visit in collaboration with NAFED, JICA, or other institution	January - December	
3.	Participation in Jakarta International Houseware Fair	June	
4.	Participation at Resource Indonesia	October	
5.	Participation at Yogya Expo	October	
6.	Participation at other exhibition in cooperation with Dinas, Nafed, JICA	January - December	
7.	Optimization of Mini Display	January - December	
8.	Business Meeting in cooperation with other institution	January - December	



PERMASALAHAN

- POLA PIKIR STAKEHOLDER BAHWA UPGRADING SDM ADALAH BAYAR BUKAN INVESTASI
- PAYUNG HUKUM DALAM BERAKTIFITAS (masih dalam bentuk proyek)
- TERBATASNYA DANA UNTUK PROGRAM KEGIATAN PELATIHAN, INFORMASI DAN PROMOSI.
- KURANGNYA KOORDINASI DALAM MENYUSUN PROGRAM KERJA.
- DANA RUTIN MASIH TIDAK DIKELOLA LANGSUNG OLEH P3ED (Seperti Telepon, listrik, pemeliharaan gedung, dll)
- P3ED ADALAH LEMBAGA BARU, SEHINGGA ADA KETERBATASAN PENGETAHUAN DAN KETERAMPILAN STAF P3ED DALAM MELAKSANAKAN PEKERJAANNYA.

LANGKAH STRATEGIS

- MERUBAH MIND SET STAKE HOLDER (SOSIALISASI, KEMITRAAN, DEWAN PEMBINA) UTK OPTIMALISASI P3ED.
- TIM PENYIAPAN PAYUNG HUKUM (PERDA) P3ED SEBAGAI CENTER OF EXCELLENT BIDANG SDM INDAG.
- PENYEDIAAN PROGRAM BERBASIS KEBUTUHAN PENGGUNA LAYANAN.
- UP GRADING SDM INTERNAL.

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PENUTUP

UNTUK MEMAKSIMALKAN PELAKSANAAN TUGAS POKOK DAN
TUGAS LAINNYA, SUMBUT DIPERLUKAN KERJA KERAS DARI PENGELOLA
BERSAMA SAMA DARI BERBAGAI PIHAK SERTA KETERSEDIAAN
SARANA DAN PRASARANA YANG MEMADAI SEHINGGA HASIL YANG
DIPEROLEH BISA MEMENUHI BAHKAN MELEBIHI TARGET YANG
DITENTUKAN.

KOMITMEN DARI UNSUR PIMPINAN DAN SEGENAP KARYAWAN P3ED
DAN DINAS MERUPAKAN FAKTOR KUNCI DARI KEBERHASILAN DALAM
MENCAPAI HASIL YANG DIHARAPKAN

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