



## President's Message *Reflections on a Central African Trip*

For some this message might seem akin to a read-out on what I did over the summer months. That's not entirely inaccurate, but I did manage to accomplish quite a number of things, both during the trip that I detail here, and elsewhere. My time in the Republic of Congo (aka Congo-Brazzaville), however, was entirely different than any other travel I have done in 2010 and so I thought I would share some of my experiences and reflections because many of them are directly relevant to the status of America's commercial engagement in Africa as a whole.

Republic of Congo President Denis Sassou Nguesso attended CCA's U.S.-Africa Business Summit in 2009 and at that time invited me to visit his country. I also have enjoyed a long friendship with Congolese Ambassador Serge Mombouli. Both of these facts made me keen to accept the president's invitation and, in July, I spent four days in Congo. I am glad I went.

Congo presents considerable opportunity for American companies, if one is prepared to work through the system as it is. The Congolese government is ready to give U.S. companies some concessions and I think American companies could gain a commercial foothold in Central Africa best through this country. The Congolese system is not easy to navigate or decipher, but the longer we stay out and remain focused on trying to make 'them' more like 'us', the more they will turn to our competitors.

In Congo's major capital city, Brazzaville, I passed one handsome, new building after another built by China. At what price the Congolese are paying I don't know. You don't see the Chinese easily. They are not on the main boulevards, and the Chinese embassy itself is a high-walled compound

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FEATURE

## A Fresh Look at the Business of Health in Africa: CCA's 2010 U.S.-Africa Private Sector Health Conference

On October 4-6, representatives from member companies of The Corporate Council on Africa (CCA), African and U.S. government officials, entrepreneurs and medical professionals from Africa, investors, and others, will convene to discuss the health sector in Africa in a unique and fresh light: as an attractive and lucrative business opportunity. Themed "Integrating Business Solutions for Expanding Access," the 2010 U.S.-Africa Private Sector Health Conference will take place at the Grand Hyatt Hotel in Washington, D.C., and highlight the market potential of Africa's growing population of healthcare consumers.

From new facilities and insurance schemes to cater to Africa's emerging middle class or technological innovations

that bring new healthcare services to the "bottom of the pyramid," the conference will highlight the role that the private sector can play in expanding access to healthcare while simultaneously enjoying returns on its investments. Participants at the conferences will hear from and engage with entrepreneurs like Kojo Taylor, founder and CEO of MicroClinic International, insurance giants Blue Cross Blue Shield and Discovery Health, and high-level representatives from the continent that are leading the charge to grow and sustain Africa's health systems, such as the World Health Organization's Dr. Luis Sambo and Dr. Paul Orhii, director-general of NAFDAC (Nigeria's national food and drug administration). They will be joined by multinational

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### Breaking News:

CCA has been awarded a 3-year, \$2.2 million grant from USAID to establish a U.S.-Africa Business Center at CCA offices in Washington. The center will work to expedite business partnerships between U.S. and African companies. More details on the center will appear in the October issue of the e-Journal.



Ellen Johnson Sirleaf

## Liberia Resumes Direct Flights to U.S.

On September 5, Liberia President Ellen Johnson Sirleaf spoke at the ribbon cutting ceremony commemorating Delta Airline's inaugural flight between Monrovia and Atlanta, Georgia, saying the occasion "opens the skies over Liberia for business, for commerce for tourism, for travel." Direct flights between the two countries on an American airline had been ceased since May 1990.

In her speech, Johnson Sirleaf acknowledged the numerous individuals and organizations responsible for getting to this point, including CCA member company Lockheed Martin. She went on to say that the day marked the achievement of a goal set nearly five years ago when her administration took office.

"It goes without saying, therefore, that maintaining direct links with the United States is not only an economic necessity; for many Liberians it is also of psychological significance," Johnson Sirleaf said.

Liberia's president noted that the inaugural flight was only the beginning. "Going forward will require continued partnership with the private sector. Delta is starting with one flight a week; it will be up to us, all of us, to give them the justification to increase the frequency of flights. This means we have to give them more passengers, more cargo," she said.

Planned improvements to the Roberts International Airport intended to attract private sector usage include the rehabilitation of its storage facilities to allow for secure, high-value cargo and temperature-sensitive products.

Johnson Sirleaf neared the conclusion of her speech by saying, "All of these changes and improvements will count for naught, if the private sector does not take advantage of, and utilize them."

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companies such as Northrop Grumman, Pfizer and others, who will discuss the attractive commercial prospects that new markets in Africa offer to their firms.

Workshops and plenary sessions will highlight business solutions for growing Africa's health systems, such as supply chain and logistics expertise, franchising business models, IT solutions, and anti-counterfeiting technology. Expert panelists will also address ways to improve and ease the financing of private sector health ventures in Africa.

Special features of the conference include a two-day interactive financial networking session, "The Vault" and a forum highlighting the emerging opportunities for the private sector in Uganda, "Doing Business in Health in

Uganda." The conference will commence with the State Department's annual U.S. Chiefs of Mission Reception, co-hosted by CCA and the Business Council for International Understanding, drawing all U.S. Ambassadors and the diplomatic corps in Washington D.C. to the Grand Hyatt Hotel. The conference is sponsored by Chevron (also the title sponsor of the opening reception), Pfizer, Danya International, Development Finance International, the Academy for Educational Development, Northrop Grumman, Medtronic, and the following USAID-funded projects: Africa's Health in 2010, Strengthening Health Objectives for the Private Sector, and Health Initiatives for the Private Sector – Uganda.

## CCA's Health Initiative and the American Cancer Society Conclude Working Forum on Noncommunicable Diseases in Africa

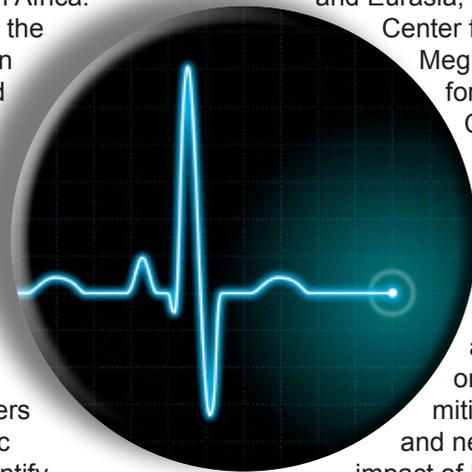
On September 1, CCA and the American Cancer Society's Multi-Sector Working Forum on Noncommunicable Disease in Africa met for the third and final time at CCA's offices with a focus on expanding care and treatment options in Africa. This session concluded the forum series launched in partnership by CCA and ACS, a CCA member, on June 30, 2010, the objective of which was to bring together select CCA corporate members, NGOs, multilateral organizations, U.S. government representatives, members of the African Diplomatic Corps and others to identify sustainable projects and partnerships for mitigating the rising prevalence of noncommunicable diseases (NCDs) in Africa. The forum represented a convergence of interests between industry members in the medical technology sector and key partners in government and civil society interested in mobilizing the international community on drawing more attention to the threat of NCDs in the developing world, including in Africa, particularly in light of next year's United

Nations special summit on the topic.

The third session was moderated by Trevor Gunn, senior director of international relations at Medtronic, a CCA member company, and featured Paul Holmes from USAID's Bureau for Europe and Eurasia, Rachel Nugent of the Center for Global Development, Meg O'Brien of the Union for International Cancer Control's Global Access to Pain Relief Initiative, and Loyce Pace-Bass of ACS. Topics of focus included mobilizing and educating donors and other influential actors in global health on the importance of NCD mitigation, palliative care, and new data on the economic impact of NCDs in Africa.

The immediate goal of the forum, the honorary chair of which is Haskell Ward, vice president of SEACOM, CCA vice-chair, and chair of ACS's Global Health Strategic Advisory Committee, will be to present suggestions for next steps leading to the 2011 UN summit for CCA and its partners at CCA's 2010 U.S.-Africa Private Sector Health Conference, to be held October 4-6 in Washington, D.C.

Please contact [ebachini@africacncl.org](mailto:ebachini@africacncl.org) for details.



# Commission Hits Out Over Trade Talks, Calls for Billions in Aid



A high-profile international commission which advocates for Africa has criticized the “glacial” progress of talks on world trade reform that would enable the continent to take more responsibility for its own development. At the same time, it is calling for a massive increase in arable land to be put under irrigation, and for billions of dollars in additional foreign aid.

The Commission for Africa, established by former British Prime Minister Tony Blair, issued a follow-up to its landmark 2005 report, ahead of the UN Millennium Development Summit in New York. The commission comprises figures ranging from former Tanzanian President Benjamin Mkapa and Ethiopian Prime Minister Meles Zenawi to former U.S. Senator Nancy Kassebaum Baker and ex-British cabinet ministers Tony Benn and Gordon Brown.

In a report entitled *Still Our Common Interest*, the commission says Africa has made “extraordinary progress” since it issued its 2005 report. “From 2003 to 2008, the continent sustained average annual growth rates of six percent. Foreign investment and exports quadrupled. This was largely driven by African governments’ efforts to make it easier to do business in their countries, supported by increased African and international investment in infrastructure - as well as record levels of demand for African goods.”

The demand for natural resources, especially from emerging economies, have “transformed” Africa’s relations with the outside world, the report adds. It says debt relief totalling \$100 billion and a 46

percent increase in foreign aid since 2004 have helped boost government spending on health, education and other social services.

“Governance has improved in many countries, and though some existing conflicts remain intractable, there have been no major new conflicts on the continent.” But the progress has not been enough to put Africa on course to meet the Millennium Development Goals (MDGs): “Sub-Saharan Africa as a whole will not achieve any of the MDGs on time and the vast majority of Africans have yet to benefit from the economic success of recent years.”

“Economic growth and trade have been damaged by the global economic crisis. Climate change and rising food prices will make poverty reduction more challenging in many parts of the continent.”

Identifying the biggest obstacles to development, the commission says “international trade reform is perhaps the area of least progress,” and goes on to label the World Trade Organization’s Doha round of talks as “woeful” and “glacial”.

Turning to African governments, the commission says they “have not done enough to speed up their own investment in rural infrastructure and have failed to fulfill their commitment to spend at least 10 percent of their budgets on agriculture.” It notes that it called in 2005 for arable land under irrigation to be increased by 50 percent by 2010: “Only six percent of land in Africa is irrigated and between 2004 and 2007 the amount of land equipped for irrigation increased by just 0.9 percent.”

It also says investment in higher and technical education has not increased, contributing to a continuing shortage of trained teachers, doctors and other key professionals.

The commission says the total aid needed to achieve the MDGs is estimated at around \$120 billion a year between 2010 and 2020, including \$10 to 20 billion a year in additional support to adapt to climate change.

To read the full report, click [HERE](#).

*This article was provided by CCA member [allAfrica.com](#). AllAfrica Global Media is a multi-media content service provider, systems technology developer and the largest electronic distributor of African news and information worldwide.*



## Nigeria Reaches Aviation Milestone

Nigeria has achieved a Category 1 air safety rating from the U.S. Government under the Federal Aviation Administration’s (FAA) International Aviation Safety Assessment (IASA) program. This means that Nigeria complies with international air safety standards set by the International Civil Aviation Organization, the UN technical agency for aviation that establishes international standards and recommended practices for aircraft operations and maintenance.

U.S. Ambassador Robin R. Sanders officially notified and formally congratulated Nigerian Civil Aviation Authority (NCAA) Director General H. O. Demuren at a brief ceremony in Abuja.

Sanders said, “This achievement is an important milestone for Nigeria and U.S.-Nigeria bilateral relations. It is only fitting that this coveted Category 1 rating comes at the dawn of the nation’s year of Golden Jubilee. The U.S. Mission, NCAA, and FAA have worked together as a team in the true spirit of bilateral partnership over the last two years to achieve this goal. Hats off to everyone for a job well-done and a rating well-deserved.”

With the IASA Category 1 rating, Nigerian air carriers may now apply to operate to the United States with their own aircraft. An IASA Category 1 rating means a country has the laws and regulations necessary to oversee air carriers in accordance with minimum international standards, and that its civil aviation authority meets international standards for technical expertise, trained personnel, recordkeeping, and inspection procedures.

Nigeria is one of just six African countries, including Cape Verde, Egypt, Ethiopia, Morocco and South Africa, with an IASA Category 1 rating.

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# Innovation in Healthcare

In April 2010, The Economist ran a special report on innovation in emerging markets. Highlighted within the report was CCA member GE's hand-held electrocardiogram (ECG) device, which the publication described as "a masterpiece of simplification." While the device's simplicity and portability are certainly innovative, the price tag—\$800 versus \$2,000 for a conventional ECG, reducing the cost of an ECG test to \$1 per patient—also contributes to making it an ideal device for delivering healthcare in the developing world. This product is but one example of numerous innovations that will positively impact healthcare in Africa, with more needed.

The last issue of the Africa Business Report highlighted the impressive growth opportunities for the private sector in Africa's healthcare sector attracting the interest of industry leaders like CCA member Medtronic. While rapid middle-class growth is one driver of demand, companies are also targeting the larger number of lower-income Africans. Expanding access and service to these individuals requires a host of innovative solutions to make machinery easier to use and reduce costs. However, it also requires integrating new technologies within broader systems and health programs, and further analysis of the innovations that will offer the best solution for reaching and serving these often rural populations. Opportunities therefore exist for more than just the companies that make medical machinery, but also those in logistics and supply chains, infrastructure, and a whole host of related services. Together these will comprise a foundation for deploying new innovations, and making them impactful.

Consultants McKinsey & Company recently published an article in which they proposed a new model to

- improve health in Africa by employing:
1. A large number of local health officers, with accelerated training, to provide basic services and treatment to 1,000-1,500 people each and collect data
  2. Telemedicine in the form of urban call centers staffed by more highly trained health professional supporting the local health officials with expertise, diagnostics, training, and supervision
  3. Mobile health clinics delivering tools, medicine, and supplies to local communities

If this model were to be employed, there are clear opportunities for innovation beyond just design. However, re-engineered medical devices remain necessary and highly valuable because they can lower healthcare costs without reducing the quality of care. In addition to medical devices for screening and treating illnesses, a whole host of new and re-engineered devices aim to improve public health by preventing disease. The National Geographic Museum in Washington recently exhibited a wide-range of design innovations aimed at "the other 90 percent" including water filters, mosquito nets, and solar-powered hearing-aid battery rechargers among many others. Current innovations, together with future ones, appear set to revolutionize African healthcare, and produce positive returns for the companies creating and supplying them.

*This is an excerpt from the original article that was recently featured in CCA's Africa Business Report, which is produced twice monthly and is available in its entirety to members online by clicking [HERE](#). Feedback on this article can be sent to Efreem Fisher at [efisher@africacncl.org](mailto:efisher@africacncl.org).*



Photo: <http://allbazaar.com>



Photo: www.thehouseofmarketing.co.za

# Transitions

CCA welcomes new member company **Hyperdynamics**.

A new team of interns have arrived at CCA that includes **Adaora Isichei** (University of Michigan); **Caitlin Jones** (University of Pennsylvania); **Tony Lawson** (Howard University); and **Jed Leonard** (Thunderbird School of Global Management).

## August Events

**8/3 & 8/5:** CCA hosts luncheon and networking session as part of the AGOA African Women's Entrepreneurship Program.

**8/5:** The Corporate Council on Africa's Health Initiative and The American Cancer Society host the Multi-Sector Working Forum on Noncommunicable Disease in Africa Session 2: "Projects and Partnerships for Screening and Diagnosis".

**8/23:** CCA's Congo Working Group presents "Opportunities in the Power Sector in the Democratic Republic of Congo".



## About Us

The Corporate Council on Africa (CCA), established in 1993, is at the forefront of strengthening and facilitating the commercial relationship between the United States and the African continent. CCA works closely with governments, multilateral groups and business to improve the African continent's trade and investment climate, and to raise the profile of Africa in the U.S. business community.



## entrepreneur's corner

### South Africa Presence at the Fancy Food Show

*This article is contributed by Portia Formento, food critic on the [little scarlet blog](#).*

Every year, the National Association for the Specialty Food Trade (NASFT) produces the Summer Fancy Food Show, showcasing over 180,000 specialty food products from around the world. This year's 56th Annual Fancy Food Show drew megastar power from the presence of Ina Garten, Padma Lakshmi, and Dan Barber, but behind the glitz of celebrity chefs is the real highlight of the event: the international foods!

With food and drinks from over 80 countries, the Fancy Food Show is the ideal platform for displaying a country's specialty products – and this year, South Africa was no exception. Ceres Fruit Juices is South Africa's most globally popular company, with their exotic fruit juices lining the shelves of grocery stores in 64 countries. Likewise, Mrs. Ball's Chutney is becoming more readily available; this great accompaniment is currently sold in over 20 countries, and complements anything from spicy curries to cheese.

Companies like Fynbos Fine Foods

and i LIKE feature gourmet food lines, while socially conscious Mpilende Foods combats disease and malnutrition in South Africa through products made for private and public hospitals, clinics, and special-care facilities. Also employing admirable initiatives for social responsibility is Koopmanskloof, a vineyard culling wonderful wines from the coastal soils of Stellenbosch, Western Cape, while supporting local ecosystems, their workers, the consumer, and everyone in between.

South African foods are gaining a strong presence in foreign markets, thanks to exposure at the Fancy Food Show and similar tradeshows. The 2010 World Cup shone a global spotlight on South Africa, and now it's up to us, the global consumer, to ensure South Africa doesn't fade into the background. Try picking up a bottle of South African wine the next time you visit your local wine cellar. Make a point of exploring South African restaurants, like Braai in New York City, Cape Cod's Karoo Kafe, or The Shebeen in Charlottesville, Virginia. Create a demand for these products and help keep the essence of South Africa alive in our kitchens!

**About SAIBL:** SAIBL is supported by the **United States Agency for International Development (USAID)**. The program is implemented by the **Corporate Council on Africa, ECIAfrica** and the **National Business Initiative** under a strategic partnership agreement with the **Department of Trade and Industry**. In addition, the U.S.-based **National Minority Supplier Development Council** has signed an agreement with the **National Business Initiative** to provide technical assistance and support to the **South African Supplier Diversity Council**.



Founded in 1986, CAMAC is a privately-held, independent energy corporation with revenues of nearly \$1.5 billion. Through its wholly owned subsidiaries, CAMAC is engaged in three energy-related businesses – 1. Exploration and production; 2. Trading; and 3. Engineering.

CAMAC's subsidiary, Allied Energy, was one of the first independent exploration & production companies to make a discovery

in deepwater offshore Nigeria (1995). This initial venture was in partnership with Conoco. Since then CAMAC has participated in approximately \$2 billion of petroleum investments with BP, Statoil and Eni/Agip. CAMAC currently owns interests in several Nigerian offshore blocks that are being explored and appraised in partnership with Eni/Agip.

Trading's Houston office directs the crude oil and refined products trading operations in North America and Latin America, while the London office focuses on Africa, Europe and Asia. The company maintains extensive lines of credit and has demonstrated experience in financing and marketing up to 120,000 barrels per day.

Oceanic Consultants, provides a wide range of engineering-related services

to the energy industry, including project management, construction management, feasibility studies, facilities design and techno-economic evaluation. Oceanic Consultants is a fully pre-registered and pre-qualified local content vehicle (LCV) partner for the Nigerian oil and gas sector.

CAMAC is headquartered in Houston, Texas, and maintains offices in Abuja, Lagos, London, Cape Town and Johannesburg.

CAMAC is also the largest shareholder of CAMAC Energy Inc. (NYSE Amex: CAK), a U.S.-based energy company engaged in the exploration, development, production and distribution of oil and gas in West Africa and China.

For more information, visit [www.camac.com](http://www.camac.com).



Essex Construction, LLC (Essex) was founded in 1982 by Major General (Ret) Roger R. Blunt, P.E. He is managing member of Tradewinds Africa, LLC with an office in Accra, Ghana.

As president of the Retired Military Officers Association (RMOA) a non-profit organization, and the Military Veterans Business Association of America (MVBA) he supports African American Veterans in business. General Blunt, as president of the Pan African Health Foundation, recently completed construction of an auto-disable, single-use syringe plant with an annual production capacity of 160 million syringes in Rivers States' delta region of Nigeria. Over the years, General Blunt has constructed and participated in economic development activities involving military facility design, guidelines for sustainable land development, housing,

commercial construction, and rural farm to market roads in several of Africa's countries including Saudi Arabia, Niger, Burkina Faso, Nigeria, Ghana, and Liberia. Currently he provides management consulting services to establish a latex facility in West Africa and a biotechnology manufacturing and distribution enterprise in Nigeria. He presented at the Health Plenary citing one of his Nigeria projects as a case study in the Clinton Global Initiative 2005 – 2009. Essex is registered in the CCR, Vetbiz, and is ORCA current. For more information contact [rblunt@essex-llc.com](mailto:rblunt@essex-llc.com) or visit [www.essex-llc.com](http://www.essex-llc.com).



The Sunrock Institute is a private consulting company that promotes and contributes to international development and understanding through client focused interaction. Based in Washington, D.C., and with affiliated offices in Tokyo, London, and Abu Dhabi, Sunrock has three main areas of focus: 1) Macro and sector specific research 2) "Washington Insider" monitoring and 3)

Global business consulting.

In Africa, Sunrock has briefed the Egyptian government on Japan's role in the region and advised Botswana on creating an innovation hub. In addition, it is an affiliate with the Tokyo based research arm of Sojitz Corporation of Japan, which has numerous business and social development projects throughout the continent. Sunrock has also done HIV/AIDS related healthcare work in Vietnam and Papua New Guinea.

Through coordination with Sojitz Corporation, Sunrock plans to hold an international study group in October on

Building Sustainable Peace and Security in Asia and Africa, including topics such as how to secure shipping lanes amidst increased piracy and terrorism.

Sunrock was established as an independent company in January of 2001. Utilizing its neutral position, Sunrock contracts with the private sector, NGO's and the Japanese government and often employs Public Private Partnerships (PPP) to effectively pursue project goals. For more information, write to Justin Manger at [manger@sunrockinstitute.org](mailto:manger@sunrockinstitute.org).

## President's Message *...continued from front page.*

with living space for some employees inside the compound. Only when I went to Ambassador Mombouli's home did I see some back streets with several Chinese stores in a row, yet I did not see any Chinese on the streets. My guess is that the workforce has been advised to take as low a profile as possible to avoid eliciting sensitivities about too many Chinese.

The Chinese are, however, very clearly building some of Congo's key infrastructure. The two most vital transport links needed are the road and railroad between Pointe-Noire and Brazzaville. Without these two arteries, the country simply cannot develop. I visited the railway station in Brazzaville and what I observed was truly awful: railcars packed as full as Japanese subways, for a trip lasting more than an entire day. Passengers are not infrequently robbed en route. The track, having gone more than 30 years without significant repairs, is very dangerous.

The Chinese are building a dual-lane highway between the two cities, and this will be very important. Their first attempt was destroyed by the rainy season and now they are doing it much more professionally, with reinforced hillsides, pipes and culverts for protection from even the most severe types of weather. Forests grow rapidly in Congo, so the road will need to be maintained and cleared often. I did not have the impression that on-going maintenance, where most of the real costs will ultimately be, is part of the plan.

As for the railroad, I am convinced that an American company could win a contract. I know that the U.S. government, though our embassy in Brazzaville, has poured considerable effort into making just that happen. Perhaps some misunderstandings between the Congolese and Americans along the way have thus far set back American chances for the project.

American expertise and technologies could fill numerous niches in Congo. A key obstacle to this is that there are too few U.S. government resources available in Congo to support American investment. On the other hand, significant resources are provided, just across the river, to the Democratic Republic of Congo. American ambassadors in Brazzaville have, for some time now, been outspoken about the

disparity between the two Congos when it comes to U.S. government support. In the Republic of Congo, the incidence of HIV/AIDS is rising, but the U.S. government does little in response. In many ways, it seems like the situation in Congo-Brazzaville presents more opportunities for making a real difference.

If U.S. business, through CCA or otherwise, had a representative on the ground as CCA currently does in Ethiopia and Nigeria, we could stand to gain in the Republic of Congo. Someone who is culturally sensitive, enjoys the country and could be trusted to speak frankly to both



the Congolese and the Americans, could serve our interests in the region very well.

Congo's plan for enterprise zones is good on paper, but the country's lack of infrastructure renders the plan almost still-born. The mining zone, touted by the government, will need a reliable and modern railroad to Pointe-Noire. This means the construction of a second rail line. An agribusiness zone will require both good roads and railroads. Interestingly, the agri zone is close to Cameroon, where a reasonably good road exists. I was told that the actual location of the agribusiness zone could be determined by the first investors.

As for agriculture, the country imports everything, including food. The Congolese government is prepared to offer land

(probably leased) to companies and individuals, much like CCA Member Africa Atlantic is doing in Ghana. It will take either the right individual again, or the right company to make it work in Congo, but with the right mindset, which might be hard to find, it could work. In ag, the country is looking for an animal feeds company that can grow locally, as well as myriad other kinds of ag investment. Opportunity abounds, and because the land is far from Brazzaville, I suspect that bureaucratic interference would be less, especially if it has the blessing of the president.

On the other hand, I am troubled with government plans to distribute 200 tractors to villages to use as they see fit. Such acts of benevolence have occurred before all across Africa and, without know-how and necessary infrastructure, lasted no longer than the first flat tire or ruptured fuel line.

In addition to shedding light on the challenges and opportunities for doing business in Congo, my trip served another purpose: namely to further solidify CCA's relationship with the African Diplomatic Corps here in Washington. The visit served as a catalyst for President Sassou Nguesso to consider in detail Ambassador Mombouli's request for improved embassy space in the U.S. A badly needed new embassy for the Republic of Congo seems to be in the works.

Ambassador Mombouli is at times more relaxed and less formal than some of his peers, which has served him well as he has built

close working relationships with a number of other key African diplomats. He also knows business, another asset to CCA.

I came away from my trip with the distinct impression that the Republic of Congo is full of potential and that, as least as far as Central Africa is concerned, is ripe for some success. I would urge the U.S. government to look at Congo-Brazzaville more seriously, something that I also heard from the U.S. ambassador in Brazzaville. We shall see if such advice is heeded.

*For more information about  
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 MITC Investimentos Lda.  
 Monsanto Company  
 Morrell Agro Industries, PLC  
 Motorola  
 Moving Water Industries Corp.  
 MPRI, a division of L3  
 Nathan Associates Inc.  
 National 4-H Council  
 Noble Energy Inc.  
 Northrop Grumman  
 Novus International Inc.  
 Odoi Associates, Inc.  
 Oracle Corporation  
 Pan African Capital Group LLC  
 Patton Boggs LLP  
 Pfizer Inc.  
 PHD  
 Pioneer Hi-Bred International  
 Polsinelli Shalton Flanigan and Suelthaus  
 PricewaterhouseCoopers LLP  
 Procter & Gamble  
 Project HOPE  
 Providence – Critical Infrastructure Protection  
 Raytheon  
 REED Incorporated  
 Ryberg & Smith, LLP  
 SAIC  
 Salans  
 Samuels International Associates Inc.  
 Schaffer Global Group  
 Schneiderman & Associates, International  
 SEACOM  
 Shell  
 Sithe Global  
 Smart Inc.  
 SOC  
 South African Airways  
 Standard Bank Group, Ltd.  
 Structured Credit International  
 Sunoco, Inc.  
 Sunrock Institute  
 Symbion Power  
 Tetra Tech, Inc.  
 The Africa Channel  
 The Boeing Company  
 The Coca Cola Company  
 The Whitaker Group  
 TravelTalk Media  
 United Bank for Africa Plc.  
 Universal Leaf Tobacco Company  
 United States Soybean Export Council  
 ViaSat  
 WambiaCapital  
 Whitney, Bradley & Brown, Inc.  
 World Cocoa Foundation  
 Zephyr Management