

The AFRICA JOURNAL



THE CORPORATE COUNCIL ON

AFRICA

WWW.AFRICACNCL.ORG



DECEMBER/JANUARY 04





This issue is primarily dedicated to the third annual *U.S.-sub-Saharan Africa Trade and Economic Cooperation Forum* (the AGOA Forum). The Forum's private sector session is being organized by the Corporate Council on Africa. AGOA has garnered more attention for Africa than any previous U.S. Congressional

act. The legislation has been amended once (AGOA II) and AGOA supporters are now drafting suggestions for an "AGOA III." This process has not been easy. It has required the combined efforts of many organizations and interests.

We view AGOA as one of many steps that must be taken to improve Africa's economic climate, propelling all of us towards a more equitable and just world. AGOA is designed as a means to increase private capital in Africa. Businesses in the United States cannot sell to Africa if Africans are unable to buy U.S. products. However, for AGOA to truly work, U.S. companies must step up their investment in Africa. CCA's challenge is to help to make this happen.

The AGOA Forum in December 2003 will kick-off CCA's 2004-2005 activities. These will include a series of programs on financing, developing partnerships and examining structural changes that will incur higher investment in Africa at lower risk. We cannot change Africa's trade climate through AGOA alone. We must engage these other investment-related issues. I believe that with the commitment of all invested parties, this is possible. ☉

Stephen Hayes, *President*
The Corporate Council on Africa

CCA Leadership Team:

- Stephen Hayes**, *President*—cca@africacncl.org
- Anita Henri**, *Vice President and Legal Counsel*—ahenri@africacncl.org
- Robert C. Perry**, *Special Advisor to the President*—rperry@africacncl.org
- Tim McCoy**, *Director of Policy and Programs*—tmccoy@africacncl.org
- Mbayang Diouf Diop**, *Chief Financial Officer*—mdiouf@africacncl.org
- Serene Irani**, *Development Director*—sirani@africacncl.org
- Neel Lattimore**, *Director of the Coalition for AIDS Relief in Africa (CARA)*—nlattimore@africacncl.org
- Nischal Patel**, *South Africa International Business Linkages (SAIBL)*
Program Manager—npatel@africacncl.org
- Sonya Penn**, *Manager of Communications and Public Relations*—spenn@africacncl.org
- Sasha Resnick**, *West Africa International Business Linkages (WAIBL)*
Program Manager—sresnick@africacncl.org
- Ingrid White**, *AGOA Professional Development (APD) Program Manager*—iwhite@africacncl.org

The founder of the Africa Journal is Abdoulaye W. Dukule who is a contributing editor and from whom The Corporate Council on Africa purchased all rights.



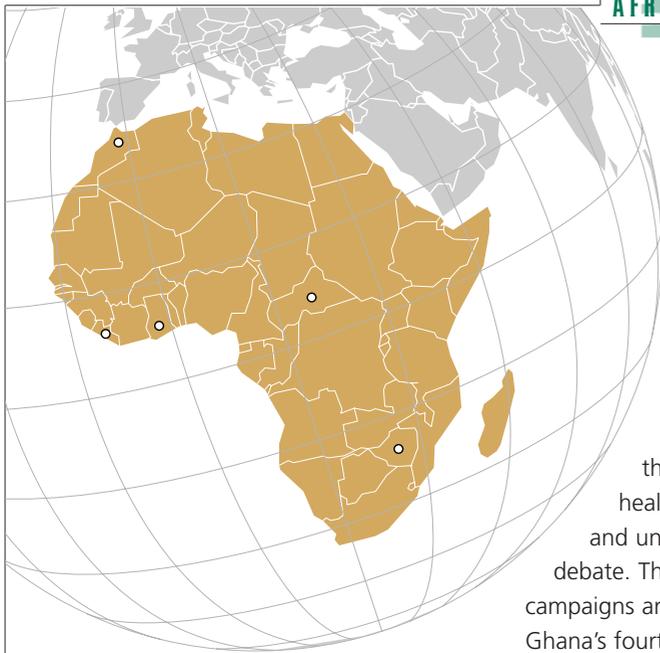
IN THIS ISSUE...

Africa Watch by Abdoulaye W. Dukule	3
Feature Story AGOA: Next Steps by Rosa Whitaker	4
News Peace in Sudan: The U.S. Steps Forward by Kerry Varano	8
CCA Update	9
Business & Economy Opportunity In A Nutshell by Steev Lynn	10
An Eye on African Handicrafts...and AGOA by Deborah Orsini	
African Infrastructure Needs U.S. Equipment by Caroline Hope	
Finance Attracting Portfolio Investment in Africa by Cyrille Nkontchou	17
Corporate Philanthropy A Fountain of Hope in Africa by Jonathan Wiles	18
HIV/AIDS Fighting AIDS—An Urgent Business Interest by Peter Piot	19
Membership at a Glance	20
Africa On the Hill AGOA: Bipartisan Support for Economic Growth by Jim McDermott	21
USG & International Institutions From Trade Agreements to Investment Opportunities in Africa by David Bridgman	22
Africa Embassies Ghana in AGOA's Eye by Ivor Agyeman-Duah	24
NGOs Chocolate's Changing Face in Africa by Bill Guyton	25
Op-Eds A Wind of Change in Kenya by Johnnie Carson	26
Culture The Work of Women in Uganda by Consolata Kabonesa and Linda Lucas	28
Travel Tanzania: "Authentic Africa" by Karen Hoffman	29
CCA Members, Board of Directors & Executive Committee	31



Editor: Sonya Penn
spenn@africacncl.org

Assistant Editor: Stephanie Sheridan
ssheridan@africacncl.org



< By Abdoulaye W. Dukule >

WESTERN SAHARA— MOROCCO

The Secretary-General of the United Nations, Kofi Annan, called on Morocco to accept the UN Peace Plan for the Western Sahara. The territory has been under dispute since Spain withdrew in 1976. The plan, which was developed by UN Special Representative to Western Sahara, Mr. James Baker, calls for a referendum on the future of the areas and eventual self-determination. The United Nations Mission for the Referendum in Western Sahara (MINURSO) was due to expire October 31, 2003 but has been extended through January 2004. The peace plan was submitted to the Popular Front for the Liberation of Saguia el-Hamra and Rio de Oro (POLISARIO Front), made up of Saharawi representatives, Morocco and Algeria.

GHANA

Although elections are still a year away, candidates for the presidency have already begun campaigning. Incumbent President John Kufuor and Vice-President Aliu Mahama eagerly began strategic tours throughout the country. Concurrently, Professor Atta

Mills, representative of the main opposition party, the National Democratic Congress (NDC), has come out early focusing on corruption. According to observers, corruption, the economy, education, health, and national defense and unity will dominate the debate. The 2004 presidential campaigns are in preparation for Ghana's fourth democratic elections.

LIBERIA

Gyude Bryant will lead Liberia as Chairman of the transitional government until democratic elections in 2005. While UN peacekeepers control the capital, Monrovia, fighters of the three warring factions—LURD (Liberians United for Reconciliation and Democracy) NPFL (National Patriotic Front of Liberia) and MODEL (Movement for Democracy in Liberia)—still control much of the countryside. The rebel groups are challenging Chairman Bryant's authority. The most contentious issue has been political appointments not included in the Accra Peace Accord. Mr. Sekou Damate, the leader of LURD, threatened to withdraw from the peace accord unless Mr. Bryant either resigned or renegotiated some of the government appointments. Chairman Bryant allowed for reconsideration of appointments of LURD officials.

CENTRAL AFRICAN REPUBLIC (CAR)

Six weeks of national reconciliation talks ended with definitive policy objectives for the future of the Central African Republic. 350 delegates from

all regions and political affiliations of the country came together to participate in five commissions to address past conflict issues and their effect on the country: truth and reconciliation; politics and diplomacy; economy and finances; defense and security; and social, cultural and educational issues. One after the other, dignitaries of past regimes took the podium to talk about their past deeds and explain the reasons for their actions. But mostly, they apologized to their countrymen for the wrongs they committed during their tenure. The reconciliation talks mark a turning point in recent failed attempts to address the country's wounds. A 21 member follow-up committee has been assigned to oversee the implementation of the five commissions.

ZIMBABWE

Zimbabwe's president, Robert Mugabe, of the political party ZANU-PF (Zimbabwe African National Union Patriotic Front), publicly expressed interest in meeting with opposition leader Morgan Tsvangirai, of the Movement for Democratic Change (MDC), only after the MDC recognize Mugabe's 2002 election. The MDC in turn has called for Mugabe's resignation and an equal representation in a transitional government. Economic strife throughout the country continues, with over 70% of the workforce unemployed and annual inflation well over 200%. Shortages of bread, sugar and petrol continue. The controversial land reform meant to transfer land from white to black owners is virtually complete. The Daily News, Zimbabwe's only independent newspaper, has been repeatedly shut down by police. Medical workers went on strike demanding increased wages to compensate for high inflation rates. ●

AGOA-NEXT

< By Rosa Whitaker >

The African Growth and Opportunity Act (AGOA) has turned three, and it is working. But how well and for how long?

As intended, sub-Saharan Africa's exports to the U.S. of clothing and some other manufactures are up dramatically. Tens of thousands of jobs have been created. The region has captured new investment as an export platform. Local entrepreneurs have been awakened to the possibilities of producing for the giant American market. A review of recent "policy intention documents" provided by countries to the International Monetary Fund (IMF) shows that AGOA has become an increasingly important complement of countries' plans to achieve growth and debt sustainability.

Still, the future is uncertain. A number of issues urgently need to be addressed if the promise and intent of AGOA are to continue being realized. The clothing and textile benefits must be protected and expanded. The life of the overall legislation must be extended beyond 2008. More needs to be done to help African countries diversify their exports and exploit the comparative advantage they ought to enjoy in agriculture.

Trade preferences cannot do the trick alone. Developed world tariffs are increasingly the least of the hurdles confronting African exporters. If African producers are to compete effectively in regional and global markets, more attention must be paid to reducing time and monetary costs of getting African products to market, and to developing the necessary human resources. Standards of all kinds—from pest control regulations to technical quality requirements—are becoming significant trade barriers.



Factory worker in Africa

AGOA's authors recognized that if African economies were to achieve sustained, poverty-reducing growth, they would have to move beyond reliance on one or two raw commodities to generate export revenues. A 1998 IMF study of countries qualifying for assistance under the

STEPS



Highly Indebted Poor Country (HIPC) program found that in case after case, countries fell into debt traps following the unexpected fall of a key commodity price.

Traditional aid was clearly not helping

African economies convert to value-added production for export. The debt these economies were incurring was not translating into effective export capacity. Needed: a quick way, based on easily transferable skills and technology, to get Africa off the

bottom link of the global value chain. Clothing and textiles had proved themselves the answer elsewhere. Why not in Africa?

AGOA guaranteed qualified African countries a duty-free share of U.S. clothing imports. The poorer countries were allowed to use low cost fabric sourced from the East, while richer ones had to use African or U.S. fabric. With Asian clothing producers ever vigilant for opportunities to access the U.S. market and U.S. retailers always on the prowl for low cost imports, the results have been quite impressive.

U.S. clothing imports under AGOA totaled 42 million square meter equivalents the first year the legislation was in effect. This represented just 17% "fill rate" of what AGOA countries could have shipped to the U.S. duty free under the law. In year two, shipments soared to 188 million sme, and a 60% fill rate. In year three, which ended on September 30 this year, shipments hit 264 million sme, worth \$1.4 billion. The fill rate went down to 36%, but only because the limit on duty free imports was higher.

There have been problems. U.S. Customs, to prevent countries like China from using AGOA to end-run import quotas, has interpreted the act's product definitions and rules of origin very narrowly, creating uncertainty as retailers draw up their global sourcing plans. It took longer than expected for many countries wanting clothing preferences to demonstrate they had required systems in place to prevent transshipment.

Nonetheless, if you look at U.S. imports from the 38 countries that are now members of the AGOA club, clothing is for the first time overtaking non-ferrous metals as the

second most valuable category after petroleum products. Can this last?

From October 1, 2004, as the law now stands, all AGOA beneficiaries will have to start using fabric sourced either from the U.S., locally or from other AGOA-qualified countries. Efforts are being made to ramp up regional production, but it is doubtful that supplies of the right quality and price will be available in time. Orders are already being cancelled as a result of this uncertainty. Others are threatened. The Asian firms who dominate the sector could well relocate. The garment business is mobile.

The expiration of the WTO agreement on clothing and textiles (ACT) means, in theory anyway, that WTO members will no longer be able to use quotas to control imports. As things now stand, from January 1, 2005, the U.S. will have to lift quantitative restrictions on imports from China. However, duties of around 18% will remain in effect.

So duty-free AGOA garments will retain some margin of preference, but a smaller one. Whether that margin will be enough to justify firms continuing to use Africa as a production platform is questionable given the huge volumes China will be able to ship. The issue may turn out to be moot if the U.S. finds other ways to control surging Chinese exports. Importers are waiting to see how this will play out, but some are already taking their business elsewhere.

The bottom line is heavy with ifs. If AGOA's least developed beneficiary countries can keep using third country fabric beyond next year, and if some alternative mechanism is put in place to curb post-ACT Chinese exports, and if AGOA as a whole is extended well beyond 2008, then there's a chance Africa's garment factories will survive long enough to be customers



Ship entering port

for African fabric spun from Africa yarn. In the meantime, it is essential that additional ways be found to promote Africa's economic diversification.

In broadening the range of products covered by the pre-existing Generalized System of Preferences, AGOA's authors hoped to do just that, but the results have been mixed. South Africa, an already diversified economy actively seeking to become even more so, has done well. Because of AGOA, BMW builds cars near Pretoria for the U.S. market. But South Africa has been the exception, not the rule.

Part of the answer may lie in providing tax incentives to U.S. firms to invest in African manufacturing, infrastructure development and services. This is advocated by the AGOA 3 Action Committee, launched in June by The Whitaker Group in conjunction with Jack Kemp, Carl Ware and other leaders in the business and non-governmental organization community. AGOA 3 updates and strengthens the original legislation. Tax incentives were also endorsed by the Commission on Capital Flows to Africa chaired by former Eximbank president and former Corporate Council on Africa Chairman

James Harmon. According to a study by the Institute for International Economics, it could increase U.S. foreign direct investment in Africa by \$1.6 billion over 2000 levels.

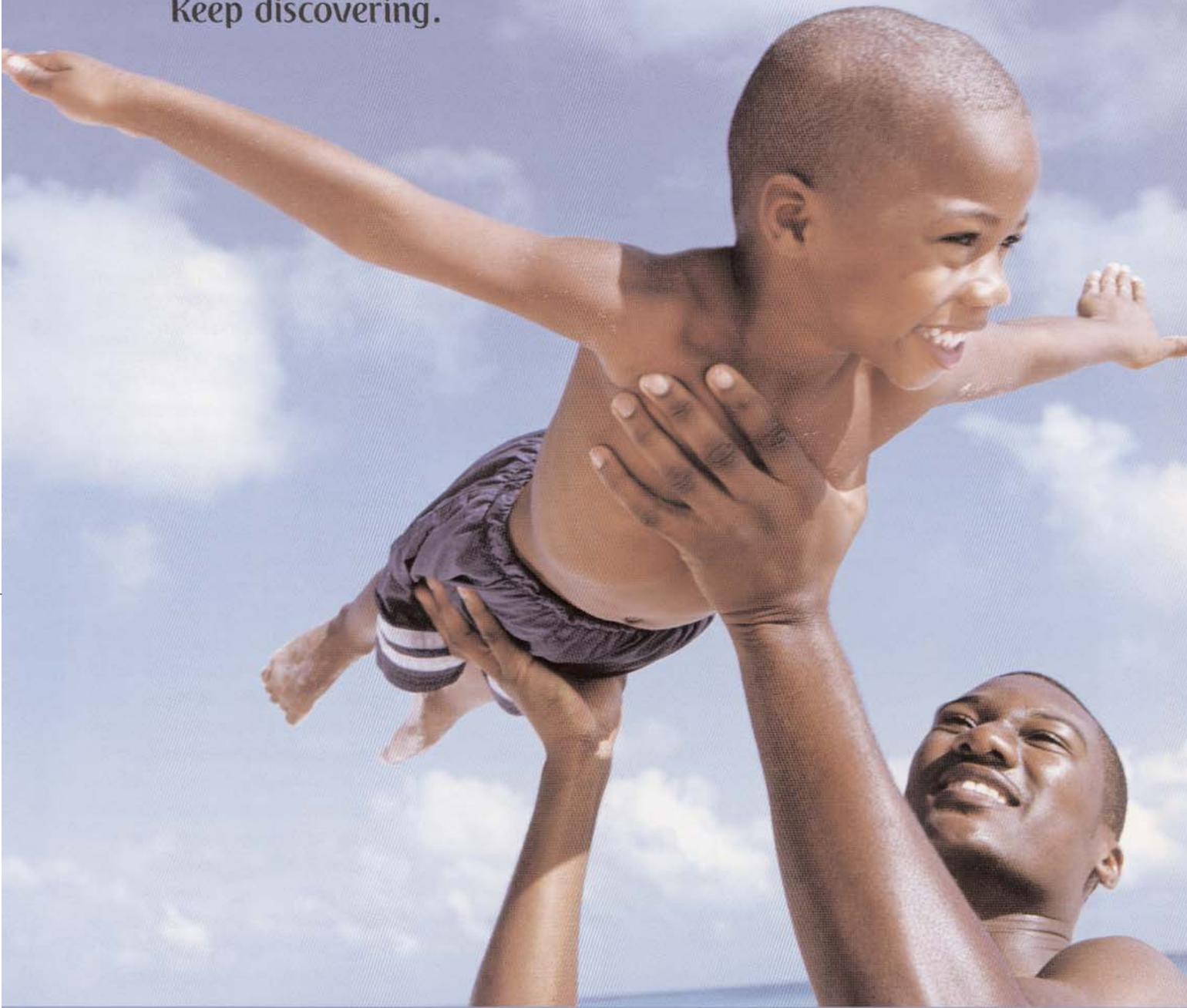
AGOA 3 could also help by changing the rules that bar agencies like the Overseas Private Investment Corporation and Eximbank from supporting investment in sectors, especially agriculture, seen as competitive threats in the U.S.

Whatever gets done to enhance AGOA, and as popular as the initiative is in Africa, the real prize for the region is a successful conclusion to the WTO's Doha negotiating round. The gains Africa stands to reap from the scaling back of rich country agriculture subsidies, and the phasing out of tariff schemes that penalize value-added, dwarf any conceivable yield from AGOA preferences. ☉

Rosa Whitaker, president and founder of The Whitaker Group, was the first Assistant U.S. Trade Representative for Africa, serving under Presidents Bill Clinton and George W. Bush. She played key roles in the passage and implementation of AGOA and is co-chairman of the AGOA 3 action committee.

Rediscover the joys of going home.
Start with the journey.

Keep discovering.



Fly Emirates to ten destinations in Africa: Cairo, Casablanca, Dar es Salaam, Entebbe, Johannesburg, Khartoum, Nairobi, Tripoli, and coming soon, Accra and Lagos. And when you join Skywards, Emirates' frequent flyer program, you'll discover the additional rewards of earning miles in our partner programs: Continental, Delta, United, British Airways and Singapore Airlines.

Make your journey home a memorable one.

www.emirates.com



Emirates

Over 70 destinations worldwide

Passenger Service Airline of the Year 2003 as awarded by Air Transport World. For more details call your travel agent or (800) 777-3999.
Discover frequent flyer benefits at www.skywards.com or call (800) 762-9775.

Peace in Sudan: The U.S. Steps Forward

< By Kerry Varano >

Secretary of State Colin Powell arrived in Kenya on October 20, 2003 to meet with Sudan's Vice President, Osman Taha, and opposition leader, John Garang. The purpose of the meeting was to provide support to the Sudan peace process talks being held in Naivasha, Kenya. Kenya President Mwai Kibaki, Foreign Minister Kalonzo Musyoka and Chief Kenyan mediator General Lazaro Sumbeiywo were present for Secretary Powell's visit.

The Secretary of State stressed the importance of his visit stating, "We now have a window of opportunity—a moment that must not be lost." He also encouraged Dr. Garang and Vice President Taha to "move forward quickly and aggressively to resolve the outstanding issues that exist between the sides."

After more than an hour of discussions with both sides, Powell stated, "A final agreement is within the grasp of the parties." Both parties committed to signing a comprehensive peace deal by the end of the year and Powell invited both the Sudanese government and the Sudan People's Liberation Movement/Army (SPLM/A) to the White House to endorse the signed agreement and proceed with implementation.

Three contested areas in Sudan currently controlled by both the government and the SPLM/A remain as barriers to a signed peace agreement. The areas are the Abyei, the southern Blue Nile and the Nuba mountains. All are rich in natural resources, and while the government resolves to hold onto all three areas, the SPLM/A is advocating for the southern Blue Nile and the Nuba mountains to gain autonomy and the

territory of Abyei to be restored to its original southern state.

During his visit, Powell also praised Kenyan President Mwai Kibaki for his economic reform, anti-corruption policies and Kenya's "hospitality and unwavering support to this difficult and complex process." He also thanked members of the IGAD states (the Inter-governmental Authority of Development), which include

Djibouti, Eritrea, Ethiopia, Kenya, Somalia, Sudan and Uganda.

Powell was questioned as to whether current sanctions on Sudan would be dropped if the peace agreement is reached. He commented, "If they continue to satisfy our counter-terrorism needs and if we have a comprehensive solution" the matter would be considered. He continued, "Once you start working your way out of the sanctions and restrictions, opportunities arise and we are looking at ways in which we might be able to assist them with aid of one kind or another." The administration has also indicated that it would consider removing Sudan from the list of state sponsors of terrorism if a peace deal is reached.

Secretary Powell's stopover in Kenya and his participation in the Sudanese peace negotiations underscores the prominence of Sudan in the Bush administration. As evidenced by the swift passage of the Sudan Peace Act in October, 2002, a peace agreement is highly valued both to the President and the United States Congress. Sudan's estimated 800 million barrels in recoverable oil reserves and 3 trillion cubic feet of natural gas make it a significant investment for U.S. energy companies and Administration supporters. The genocide of the Christian and animist southern Sudanese is also an issue pursued by Christian and African-American organizations and voters. U.S.—assisted peace in Sudan would help to improve the United States' global image.

A peace agreement in Sudan, ending 30 years of warfare in which more than 2 million lives were lost, would be an important and timely accomplishment for the Bush Administration. ©

Kerry Varano is Manager of Member Outreach at the Corporate Council on Africa.



U.S.-SOUTH AFRICA BUSINESS COUNCIL

The Business Council is an active, member-driven organization of U.S. companies doing business in South Africa and those exploring trade and investment opportunities there.

To join the U.S. – South Africa Business Council and learn why we are the leading advocates for U.S. businesses in South Africa and the SACU region, contact Matthew Mullin.



U.S.-South Africa Business Council
1625 K Street, NW, Suite 200
Washington, D.C. 20006,
tel: 202-887-0278 • e-mail: ussabc@nftc.org

The U.S. – South Africa Business Council proudly hosts the U.S.–SACU Free Trade Agreement Coalition



SAIBL Expands in Agriculture

Agribusiness opportunities in South Africa will open up under the Southern African International Business Linkages Program's (SAIBL) new agriculture component, Promoting Agribusiness Linkages (PAL).

PAL is opening five local offices in provinces across South Africa this month. The expanded PAL team will consist of 17 agricultural specialists in the Eastern-Cape, Kwazulu-Natal, Limpopo, Mpumalanga, the Western-Cape and North-West province. These specialists will focus on crops and commodities typical to each region. An agricultural specialist will be stationed in Washington, D.C. to link U.S. buyers with suppliers in South Africa. As PAL Program Director Ronald Ramabulana explains, "U.S. companies can supply their existing markets and distributions channels all year round if they source produce from South Africa."

Agriculture in South Africa

South Africa has an efficient commercial farming sector, but there is a pressing need to empower the "emerging farmers" who were excluded from mainstream agricultural markets under the apartheid system. PAL's main goal is to help these and ag-processors to identify market opportunities, first at a local level, and subsequently on a regional, national and international level.

The PAL expansion will provide many poor rural households with increased entrepreneurial and market opportunities, improved employment and higher incomes.

Financing

The expanded PAL will help small farmers access financing, which is difficult to obtain as financiers look at production-focused risks. SAIBL's training and technical assistance fund (TTAF) will also be applied to jointly

finance such efforts with financiers willing to enter this market.

Capacity Building

Commercial markets tend to be skeptical of emerging businesses' ability to deliver, and emerging farmers generally lack the expertise to prepare viable and coherent business plans. PAL will provide capacity building services to equip the farmers with necessary on-the-ground technical assistance and planning. Capacity building services include market research, product

development and training in business strategy and management. PAL will also help emerging businesses secure orders based on market research and strategic projections. Additional services offered include training on finance and asset management and negotiation processes. The PAL pilot, implemented by SAIBL in 2002, has already succeeded in facilitating more than 120 transactions valued at more than \$15 million. ●

For additional information contact SAIBL Program Manager Nischal Patel at (202) 835-1115 or npatel@afriacncl.org

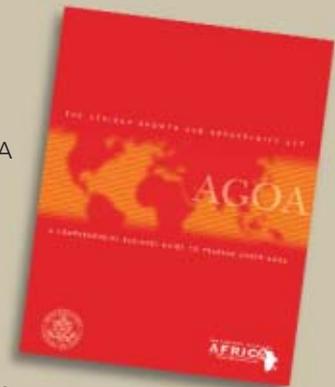
The AGOA Guide

The Corporate Council on Africa is proud to announce the release of a guidebook on the African Growth and Opportunity Act. The AGOA Guide provides businesses and individuals a comprehensive source for information on and how to take advantage of AGOA. Among other information, the guide includes:

- Discussion of the background and underlying principles of AGOA;
- Analysis of the AGOA preferences, including a discussion of how to identify the best products for import to the U.S. under AGOA;
- Suggestions on where and how to acquire trade financing;
- Overview of the customs procedures, including a section on the new security measures;
- Over 50 pages on Annexes, with information ranging from complete U.S. and African government contacts related to trade to a listing of selected trade shows; and
- Up-to-date statistics on trade under AGOA.

According to CCA President Stephen Hayes: "This business guide may be our greatest contribution to realizing AGOA-related success. Through this guide we intend to provide a user-friendly, business-oriented resource for both U.S. and African companies and investors taking advantage of the legislation."

Release of the AGOA Guide coincides with the third AGOA Private Sector Forum to be held in Washington, D.C. on December 8 - 9, 2003. Paper and electronic versions of the Guide will be available in English, French, or Portuguese, on the CCA website, www.afriacncl.org. ●



Opportunity In A Nutshell

< By Steev Lynn >

For American businesses looking for investment and partnership opportunities that take advantage of Africa's rich potential in mutually beneficial ways, one commodity that warrants attention is cashew nuts. Africa produces nearly one third of the world's raw cashew nuts, but is virtually absent as a supplier of the finished nuts, called kernels. India currently dominates the world production market; merchants scour the tropics for tonnages of raw nuts, ship them to India for processing, and re-export them to consuming countries. The fact that African nuts are shipped away from their final markets, processed by intermediaries, and then shipped back toward the U.S. and Europe represents a significant lost income-generation opportunity for both African producers and foreign and domestic investors.

There are several historical reasons for the underdevelopment of the African cashew processing industry:

- Overcapitalized, unprofitable early factories;
- Mismanagement under parastatal ownership; and
- Instability in producing countries.

With stability returning to key countries, a new model is emerging, in which medium-sized factories under private ownership use low-cost technologies and facilities to turn out cashew kernels that meet international norms of quality and quantity. These new African factories are competitive and profitable. Competitive advantages of African cashew processing include the following:

- Efficient and cost-effective mix of labor and technology;
- Proximity to raw nut supply; and
- Market proximity relative to predominant (Indian) competitors.



Workers processing raw cashew nuts in Africa.

The missing ingredient

If developed sufficiently, the African cashew processing and exporting industry could eventually capture a significant share of the world kernel market, as Vietnam has done in recent years. The missing ingredient at this point is investment. The raw nut supply, the processing technologies, and the human resources are all available. What is lacking in most of these countries is capital; it is in scarce supply locally, and most international investors, lacking familiarity, are either unaware of the opportunities or hesitant about the context. A few investors from Portugal and South Africa have begun building factories, notably in Mozambique, but the potential remains largely untapped.

Tanzania, Guinea-Bissau and Mozambique have large raw nut production (50,000 tons or more per year each), and they have become stable enough to offer security to investors. Even second-rank producers such as Senegal, Benin, Mali, and Burkina Faso grow enough cashews (7,000 - 15,000 tons per year) to warrant the establishment of multiple factories per country.

The U.S. Agency for International Development (USAID), through implementing organizations like

EnterpriseWorks Worldwide, has invested in developing African cashew processing, initiating industries in Guinea-Bissau, Senegal and next in Guinea-Conakry. Under USAID-funded programs, EnterpriseWorks offers technical training in cashew processing, trains African manufacturers to produce the necessary machinery locally at low cost and offers detailed information to investors. Investor information includes costs of setting up processing units; profitability projections; historical fluctuations of raw nut and finished kernel prices; and analyses of the country contexts where they work. An "Investor's Guide" for Senegal is available for downloading at www.enterpriseworks.org in the "resource center."

Necessary conditions

Here are some conditions that any potential investor should count on:

- Posting a full-time manager on site in addition to locally-hired management personnel;
- Investing between \$300,000 and \$500,000 initially for factory setup and raw nut stock, assuming use of an existing building, training sourced through an EnterpriseWorks project,

and locally-manufactured equipment; and

- Production of at least one 15-ton container per month, or a raw nut processing capacity of approximately 1,000 tons per year.

The bulk of the investment cost is for raw nuts, rather than equipment or training. The cashew harvest lasts for 2-3 months each year, during which time enough raw nuts of the right size must be acquired to keep the factory operating throughout the year.

The Pay-off

The benefits come in several forms. For the investor, the returns will naturally vary according to world and local prices for raw nuts and kernels, but a 15-ton container of the standard grade W320 whole white kernels is currently worth nearly \$60,000 FOB. This is the price for

kernels sold in bulk for later roasting, salting, and repackaging in consumer countries by a commercial distributor. If, however, adequate distribution channels exist for the final processing and consumer packaging to be performed before shipment, the same quantity of kernels can easily be worth twice as much or more. Retail prices for cashew kernels in the U.S. begin at \$4.00 per pound, or \$8.80 per kilogram.

For the producing countries the payoff takes the forms of increased markets for cashew nut farmers, hundreds of new jobs, and the positive economic ripples that surround a profitable industry in a relatively poor context. A factory on the scale described above can employ 200 people, whose combined income has a significant effect on a community in one of Africa's cashew belts.

The next challenge for USAID and

EnterpriseWorks is to attract private capital, foreign or domestic, to take advantage of the investments made in training, equipment supply and market research, and to fully develop the industry in Africa. American firms have the advantage of being situated within the world's largest cashew market. The U.S. consumes 50% of world production, with Western Europe in second place. Partnerships between U.S. capital and African raw materials, labor, and expertise would provide mutual benefits and profits within two to three years. •

Steev Lynn is the Senegal Country Director for EnterpriseWorks Worldwide, a non-profit organization that promotes sustainable, business-based solutions to economic challenges in the developing world. For more information about investing in cashews, go to www.enterpriseworks.org.

PANTEXPRO AGOA ENTERPRISES AFRICAN TEXTILE MILL JOINT VENTURE PROJECT

This is the future model for Regional integrated business-industry synergies.

See us featured at the AGOA Forum

ANGOLA BURUNDI COMOROS D. R. CONGO DJIBOUTI
EGYPT ERITREA ETHIOPIA KENYA MADAGASCAR
MALAWI MAURITIUS NAMIBIA RWANDA SEYCHELLES
SUDAN SWAZILAND UGANDA ZAMBIA ZIMBABWE

PANTEXPRO AGOA ENTERPRISES-KAMPALA UGANDA

CONTACT: DARRYL REYNARD PREVOST

Tel: (256) 75-649-593

Email address: pantexpro@yahoo.com

www.pantexpro.4t.com

An Eye on Africa Handicrafts...And AGOA < By Deborah Orsini >

Every year, U.S. consumers spend more than \$10 billion gifts and decorative accessories. Anyone who has visited the New York International Gift Fair, with 3,000 exhibitors and over 45,000 buyers, knows the vast array of goods that are classified as gift and decorative items—and the worldwide sourcing that feeds the U.S. market. However, China and India capture the lion's share of the market due to their low prices, locally available raw materials and ability to respond quickly to demand.

Encouraged by the preferential access accorded to a wide variety of African products under the African Growth and Opportunity Act (AGOA), African artisans and exporters of African crafts are taking a closer look at the U.S. crafts market. Quality African crafts include pottery, basketry, carved goods, handspun and woven accessories and tapestries, embroidered and appliquéd home linens, floor coverings, musical instruments and jewelry, among others.

However, entering the U.S. market poses a challenge to African artisans and exporters, even those with quality products and prior export experience to Europe. Challenges include lack of knowledge of U.S. buyers and trends; high cost of approaching the market; availability of financing; logistics of shipping, customs clearance, distribution and payment processing in the U.S.; and the larger quantities and stricter delivery schedules than were required by their European clients.

Therefore, most of the African crafts and accessories trade to date has been handled by a small number of experienced importers who work with the African vendors, assisting with pre-production expenses, shipping, clearance and distribution. While it is not impossible for the individual African producer to sell directly to the U.S. market, it is a challenging and expensive venture.



Category 9-eligible natural silk shawls are handloomed and hand dyed in Madagascar

Through the efforts of importers and direct sales from African producers, the U.S. crafts market is beginning to incorporate African crafts such as telephone wire baskets from South Africa, glass chandeliers from Ghana, raffia tabletop items from Madagascar, mohair shawls from Swaziland, Okavango baskets from Botswana and kikoï wraps from Kenya and Tanzania. Still, on the whole, African crafts remain relatively unknown in the U.S.

A factor in this dilemma has been the lack of focus on the crafts sector as a contributor to national economic growth. African governments have been slow to recognize the potential for job creation and income generation through artisan enterprises. However, this attitude is changing.

There are several firms that demonstrate the economic impact of artisan enterprises:

Botswanacrafts was created in 1970 with the support of the U.S. Peace Corps. It was run by the Botswana Development Corporation until 1993 when it was sold to Botswana citizens. The company collects, markets and distributes a variety of goods, but the major product is Botswana baskets woven along the Okavango River. The company employs 48 people, but creates work for thousands of people, mostly in rural areas. Botswanacrafts

has developed a website (www.botswanacraft.bw) as well as professional marketing materials. It has been rewarded contracts from major buyers such as Associated Merchandising Corporation.

The Bat Shop in Durban, South Africa, was created in 1995 by Marisa Fick-Jordan, under the auspices of the Bartel Arts Trust (BAT). The BAT Shop focuses on product development, training, mentoring and marketing of art and craft products from historically disadvantaged groups in KwaZulu-Natal. The work has received many crafts awards. Marisa has developed the line and now employs 400 weavers in four communities, producing 1,800 units per month that are sold worldwide.

Mirado Hay Landy was started by Mirana Abraham in Madagascar in 1996. Mirana launched an integrated silk production, weaving, dyeing and packaging facility, employing over 300 people. In Europe, she has sold accessories to Yves St Laurent and Hermes. With the help of the U.S. Agency for International Development (USAID), Mirana has participated in two U.S. trade shows, taking orders from specialty boutiques for hundreds of shawls. She is currently negotiating an order with a major U.S. luxury brand of women's apparel and accessories.

These success stories demonstrate the potential for artisan enterprises to create viable businesses and employment for large numbers of rural artisans. But there is much more that can be done.

AGOA Private Sector Forum

The Corporate Council on Africa, in cooperation with USAID and the Smithsonian Institution's National Museum of African Art, has organized a special session on African handicrafts as part of the third *AGOA Forum Private Sector Session*. The handicrafts session is designed to determine how AGOA

might serve as a springboard for increased exports of quality African crafts to the U.S.; showcase quality handicrafts and accessories from 20 export-ready artisans to a select group of buyers (importers, wholesalers and retailers) in order to obtain direct feedback on product design and to write orders; and provide African artisans seeking to enter the U.S. market practical information on how to design, develop, market and finance their products.

A special guest at the workshop is Paul Hooker, President of Sferra Bros Ltd, based in New York. Sferra Bros was founded in 1891 and specializes in the import of high end home linens. It is also the licensee for the National Geographic Home Collection. Paul just returned from a trade mission to Madagascar where he met with over 50 artisans to review their product lines and evaluate the potential for trade with the U.S.

Producers of high quality African crafts have responded to the workshops enthusiastically, as they are anxious to establish contact with and feedback from U.S. buyers who are otherwise difficult to reach. Buyers have also shown a positive response, including Smithsonian Business Ventures, Eziba, The Textile Museum, UNICEF, Forests of the World, among others. Two key non-profit organizations that have worked tirelessly for the support and development of the crafts sector in Africa are also actively involved in the workshop: Aid to Artisans (www.aidtoartisans.org) and The Crafts Center (www.craftscenter.org).

AGOA and HANDICRAFTS

AGOA includes a provision for the duty and quota-free import of handloomed, handmade and folklore textile and apparel goods from AGOA-certified countries. "Folklore articles" are defined as apparel, apparel accessories or decorative furnishings whose shape and design must be traditionally and



Paul Hooker, President of Sferra Bros Ltd, examines raffia floor cushions in Madagascar

historically from that country/region. These goods are known as AGOA Category 9 products. The Act requires the U.S. Department of Commerce to determine which items will be certified as Category 9 eligible.

AGOA specifies that handloomed items must be crafted entirely by hand. Handmade goods from handloomed textiles (i.e. wall hangings, tapestries, etc.) also qualify as long as no machine operations are involved. Folkloric items are traditional style apparel items such as kaftans or boubous. Machine stitching is allowed but no modern additions such as zippers, elastic, Velcro, hook and eyes, etc. are authorized.

Key Issues

It is important that the following information is available to African producers and exporters in order for them to be competitive in the U.S. market:

- Key competitors and their prices;
- Target buyers and their requirements;
- Improved production techniques and quality control measures;
- Calculation of FOB and landed prices based on air and sea freight and duties;
- Preparation of sales & marketing materials;
- Standard invoicing and payment processes; and

- Packaging, freight forwarding and customs clearance requirements.

In addition, U.S. trade shows offer African producers a valuable opportunity to engage U.S. buyers. However, the cost of such trade shows is often prohibitive. Qualified vendors could benefit from financial support to enable them to attend major industry shows.

Modifications to AGOA (AGOA III)

The Category 9 provisions are limited to textile and apparel items that are handloomed and handmade from handloomed goods.

To date, not a single item has been imported into the U.S. under Category 9 despite approvals for eight countries.

The question arises: can AGOA be adjusted to benefit the vendors' activities and help the rural women they support?

Specifically:

- Can Category 9 be broadened to cover handmade crafts not made of textiles (pottery, basketry, raffia tabletop and bags, knitted toys, carvings, wire baskets, candles, among other goods)?
- Can Category 9 be extended to include hand-embroidered home linens made from third country fabric?

Looking Toward the Future

The presence of handicrafts vendors, buyers and support organizations, along with representatives from the U.S. Government at the AGOA Forum provides a unique opportunity for parties to examine how best to promote the African crafts sector, which in turn can help generate income and create jobs, primarily in rural communities in Africa. This should be a concrete step towards increasing the overall prominence of African handicrafts in the United States. ●

Deborah Orsini is the Director of Management Systems International.



Rural Water Supply, Water Supply, Drainage, Irrigation, and Flood Control.



The MWI Hydraflo™ is available in large Axial Flow and Mixed Flow Designs.



The SolarPedalflo™ provides a reliable source of potable water for rural communities.

Committed to helping people move water worldwide improving the quality of their life

We can help you solve your drainage, flood control, irrigation or rural water supply problems. MWI has been doing business in Africa for almost 3 decades. We have representatives and projects in over 16 countries in every part of Africa. MWI understands the unique environments and we have products that are optimized for the demands and conditions we encounter.

MWI has been in business since 1926 and we are experts in all aspects of moving water. We manufacture a full range of pumps to meet every need. All are rugged and reliable, - designed for tough, demanding operational environments at the lowest possible operating costs.

Our unique Hydraflo™, axial flow pump with its hydraulic drive, allows quick, easy installation, minimal to no civil works - they can be picked up and moved to where they are needed at any time. Many hundreds of these are in use for drainage and irrigation in northern, western and southern Africa providing a capability no other pump can. We even make a Mobile model which is perfect for governments to operate wherever the need is the greatest in times of flood or drought.

The revolutionary SolarPedalflo™, is the solution for rural water. It is leapfrog technology which leaves the handpump in the dust. It will provide water for a village of 500 - 600; pumping 10,000 to 12,000 liters of water per day from a borehole, using solar power and backup of human pedal power. And for less money than handpumps. The SolarPedalflo™ pumps, filters, chlorinates and pressurizes the water which handpumps cannot do. And the SolarPedalflo™ rarely breaks down or needs maintenance as opposed to handpumps which are inoperable in many countries 40%-60% of the time.

MWI Corporation,
201 N. Federal Hwy., Deerfield Beach, FL 33441, USA.
Phone (954) 426-1500; Fax (954) 426-1582;
E-mail: info@mwicorp.com;
Web: www.mwicorp.com



African Infrastructure Needs U.S. Equipment < By Caroline Hope >

A country's ability to successfully produce and export goods depends heavily on its infrastructure. In the United States, insufficient infrastructure is almost unthinkable. Factory space is easily accessible, and the availability of electricity is constant. In Africa, however, developed infrastructure systems are not always present.

The African Growth and Opportunity Act (AGOA) has contributed to a significant increase in trade between the U.S. and Africa. Still, a basic requirement for increased export production continues to be the development of infrastructure.

Infrastructure Development and Opportunities for U.S. Equipment Companies

Modern infrastructure will allow African countries to build more efficient export facilities and transportation networks and, consequently, become more competitive in the global marketplace. Infrastructure development is ultimately the responsibility of African governments; however U.S. companies can play a part by providing quality equipment and technical resources.

Below are experiences of three U.S. equipment companies exporting to Africa:

Nationwide Equipment Company

(NWE) specializes in the sale of quality used and reconditioned earthmoving, transportation and mining equipment to over 40 countries worldwide. NWE recognizes the benefits of operating in Africa and currently supplies equipment to 10 countries on the continent. NWE understands that improvements in the transportation network in turn increase the economic potential of African countries by enabling exports to move to port more quickly and internal commerce to function more efficiently. As a result of the success of recent transactions in West Africa, NWE is looking to expand to other African regions.

Moving Water Industries (MWI)

manufactures high-volume pumps for irrigation and drainage, well drilling equipment and a pump that provides clean and pressurized drinking water in remote rural areas using pedal or solar power. The company's Hydraflo pump is a high-tech, innovative product designed to improve irrigation and drainage techniques. The SolarPedoflo pump is a potable water supply system, which replaces the outdated handpump, reduces the occurrence of disease and increases overall quality of life. On the African continent, MWI exports water equipment to 16 countries.

Caterpillar Inc., a leader in the manufacturing of construction and mining equipment, diesel and natural gas engines and industrial gas turbines, is also a technology leader in construction, transportation, mining, forestry, energy, logistics, electronics, financing and electric power generation. Caterpillar's major presence on the African continent is through its 15 independently owned dealers.

In South Africa, Caterpillar joined with local dealer Barlows Power Systems to provide a reliable source of electrical power to mines, construction sites and the major industrial facilities. As the South Africa economy grows and the population rises, the national grid operator, ESCOM, although equipped with the necessary generating capacity, is struggling to meet the increased demand due to the lack of sufficient electrical infrastructure. Barlows has the ability to meet the rise in demand and has established itself as a major force in South Africa's electrical power generation industry, due, in part, to their use of dependable Caterpillar generator sets.



Cameroonian company equipment replaced by NWE exports

Infrastructure Financing

Financing infrastructure development projects is essential, as building transportation networks, communication systems and technical capacity are costly and time-consuming. The Export-Import Bank of the United States (Ex-Im Bank) provides funding and support for such ventures. Ex-Im Bank is an independent federal government agency that helps finance the sale of U.S. exports, primarily to emerging markets throughout the world, by providing loans, guarantees and insurance.

An example of Ex-Im Bank financing is a 2002 loan supporting a partnership between NWE and HS Petroleum Limited (HS) of Lagos, Nigeria. NWE exports used trucks, cranes and heavy construction equipment to HS. HS then replaces the existing poor quality equipment with modern U.S.-made machinery. Projects such as this one in Nigeria, involving both AGOA and Ex-Im Bank programs, has contributed to the company's 40% rise in sales since 2000.

The AGOA legislation has increased African export potential, but it is a potential that cannot be reached without a better developed infrastructure. As Africa moves into the global economy, equipment companies are realizing the growing business opportunities on the continent. ©

Caroline Hope works with the Corporate Council on Africa's HIV/AIDS Initiative.

Subscribe Today

The AFRICA JOURNAL

The Africa Journal offers you
A unique perspective on U.S.-African affairs



- U.S.-Africa business development and investment news
- Access to current economic, political and social matters between the U.S and Africa

Published bi-monthly in Washington, DC, The Africa Journal brings you innovative coverage of important issues facing your industry.

Contact the Communications Department at
The Corporate Council on Africa (CCA)
for subscription and advertising information at:
Phone: (202) 835-1115
E-mail: cca@afriacncl.org
website www.afriacncl.org

THE CORPORATE COUNCIL ON
AFRICA
WWW.AFRIACNCL.ORG

The leading publication
linking the U.S. and African
business communities

Special offer to advertise

Gain rare access to leaders
in key industries

Advertising with The Africa Journal provides points of contact to a well-connected market, including consumers and policy makers worldwide. Our audience includes CCA corporate members; members of the United States Congress; U.S. government agencies; United Nations representatives; African embassies in the U.S.; U.S. embassies in Africa; global organizations; international media covering Africa; foundations and a host of NGOs engaged in Africa. Circulation also includes distribution at prominent CCA events.

Be a part of investing in the
future of Africa

For a full list of CCA
members please see inside
back cover

Contact CCA's Communications
Department at (202) 835-1115 or
cca@afriacncl.org for ad deadlines,
placement and payment information.

Advertisements are available in the
following formats:

Double Spread—14.5" X 10"

Single Full Page—6.5" X 9.5"

Half Page Horizontal—6.5" X 4.75"

Half Page Vertical—3.25" X 9.5"

Quarter Page—3.25" X 4.5"

Business Card—3.25" X 2.3/8"

Attracting Portfolio Investment in Africa

< By Cyrille Nkontchou >

Africa's capital markets are as diverse and contrasting as the continent itself. With 53 countries, Africa boasts over 20 active stock exchanges. This includes the West Africa Regional Bourse, one of the only regional stock exchanges in the world, linking eight French-speaking countries in West Africa.

With a market capitalization of over US\$180 billion in South Africa, Africa hosts one of the largest stock markets in the world. This is in stark contrast to the other African stock markets that have comparatively small market capitalizations.

There have been three key impediments to investing in African markets: (1) access to information; (2) access to markets; and (3) secured settlement. Without these three building blocks, it is extremely difficult to attract foreign investment in African securities markets.

With the exception of the South African market and to a limited extent North African markets, African stock markets are described as "frontier markets." They are characterised by relatively low capitalization and liquidity levels. Therefore, most of these markets are excluded from the main regional equity market indices, and as a result attract few Global Emerging Markets (GEM) portfolio funds.

African stock exchanges face a number of challenges before they can enter a new phase of rapid growth. The most critical issue is the elimination of existing impediments to institutional development. These include a wider dissemination of information on these markets, the implementation of robust electronic trading systems and the adoption of central depository systems. A number of countries have already begun implementing necessary changes that will continue to improve, notably in the area of trading and settlement systems and regulatory regimes.

Some African governments have taken advantage of local capital market development to issue stock exchange listed treasury debt instruments. For example, Kenya and Ghana have issued longer-term instruments, thus better managing local debt. This has resulted in improved transparency in pricing of local bank lending facilities and increased competition within local banking industries. The debt segment of the African capital markets continues to develop rapidly.

The development of the local pension fund industry provides an encouraging example of market development. With the exception of South Africa and to some extent Southern Africa, private and institutional cash flows have traditionally been invested in real estate, term bank deposits and treasury bills. As part of wider financial sector reforms, a number of African countries have introduced new laws enabling the emergence of a local fund management industry.

Looking ahead, African capital markets represent the final frontier of global capital.

In order to provide easy access to African securities markets through new technologies, LiquidAfrica was founded in 2000. The idea was to set up an online-based platform that would provide access to

information and trading into key African securities markets.

With the financial backing of Modern Africa Fund Managers, a U.S.-based investment fund sponsored by the U.S. government's Overseas Private Investment Corporation (OPIC), LiquidAfrica.com was launched in early 2003 after over three years of development. The online-based service provides access to critical business information as well as market data on all key African markets. The service attracts not only institutional investors active in Africa but also corporate and multilateral organizations eager to access business information on African markets. With over 50,000 visitors per month, the LiquidAfrica.com website has quickly become a key source of business information on Africa.

Services such as LiquidAfrica.com help investors access information to otherwise little known African markets. In time, African markets will be more familiar to all global investors. ©

Cyrille Nkontchou is the founder of LiquidAfrica. For more information, please visit <http://www.liquidafrika.com>.

IMPORT U.S. EQUIPMENT TO AFRICA

NATIONWIDE EQUIPMENT
Serving The Construction Industry Worldwide Since 1983

Specializing In:

- Dozers • Loaders • Excavators
- Backhoes • Tipper Trucks
- Graders • Log Skidders
- Compactors • Water Trucks
- Swamp Buggies • LowBoy Trailers
- Bitumen Sprayers • Asphalt Plants
- Paving Equipment

EX-IM Financing

904-925-2500

sales@nwe-usa.com • www.nationwideequipment.com

A Fountain of Hope in Africa

<By Jonathan Wiles >

Clean drinking water is a basic human need, yet more than 1.2 billion people around the world lack access to drinkable water. At least 3 million people die every year from diseases caused by this problem, and more than half of occupied hospital beds across the globe are cases traceable to the use of contaminated water. The problem is especially severe in sub-Saharan Africa, where the majority of rural communities collect water from unsafe sources.

Consumption of contaminated water leads to outbreaks of diseases such as cholera, typhoid, hepatitis A and dysentery. Diseases also occur when there is a lack of sufficient quantity for washing and personal hygiene, often resulting in the spread of skin and eye infections like trachoma. This is especially a problem among the young. Diarrheal diseases alone are the number one killer of children under the age of five on the African continent.

Global Water Crisis Worsens

At the Millennium Summit in 2000, world leaders set the goal of reducing —by half—the proportion of people without safe drinking water—within 15 years. In the months following, the United Nations General Assembly proclaimed 2003 the International Year of Freshwater, a declaration which comes at a crucial time.

United Nations Secretary-General Kofi Annan warns that “Grave consequences lie ahead if we fail to meet these goals: the persistence and spread of deadly diseases; further damage to the global environment, threats to food security and stability itself. And while water problems are most acute in the developing world, developed countries are also at risk.”

Water is life, and without it, sustainable development cannot happen. People

need water to grow food, operate businesses, and support ecosystems, but also require water to drink, bathe, cook and clean. In reality, an individual can survive without shelter or even food for a considerable period, but can only live a few days without water.

Modeling a Solution: Living Water International

Living Water International's (LWI) goal is to make a clean glass of water an everyday experience for people throughout Africa. LWI provides local communities with appropriate water solutions. In many cases, an improved water supply reduces instances of waterborne diseases by 95%. Living Water projects currently supply safe, clean water to more than 1.8 million people, and the organization conducts ongoing operations in seven African countries: Angola, Ethiopia, Ghana, Kenya, Nigeria, Tanzania and Uganda.

A Case Study

One example of a successful project is at a children's center in East Africa. Situated in a slum area, the center was established to care for destitute street children, with the goal of incorporating them into society as productive citizens.

The greatest challenge was to provide a clean and hygienic surrounding for approximately fifty boys and girls. Without a reliable source of clean water, children at the center made many trips daily to carry water from a contaminated stream about half a kilometer away. About three-quarters of the children suffered from typhoid and cholera as a result of drinking unsafe water from the stream.

After surveying the site, Living Water drilled a 164 meter borehole, supplying 12,400 liters of water per hour. This was far more than the center could use, so a kiosk was constructed for distribution of



Woman collecting contaminated water from a hand-dug hole in a dry river-bed during drought season in Ethiopia.

water to the neighboring slum. Currently, the children's center provides safe water to more than 3,000 people for a minimal fee. The funds generated have been used to cover operational and maintenance costs, and enabled the purchase of a cow for fresh milk, seeds for vegetables, and books for the children's education.

With its most basic needs met, the children's center was able to establish other projects that are now benefiting the children and the surrounding community. One of these is a medical clinic benefiting both the children and the nearby slum residents. The center also established a kindergarten and, recently, a shop for vocational training in wood and metalwork. The provision of safe, reliable water has played a major role in breaking the cycle of poverty and laying groundwork for further development efforts.

By 2010, Living Water International projects completion of enough water systems to provide 25 million people with access to life-giving water.®

Jonathan Wiles represents Living Water's communications team and coordinates the organization's European network. He can be reached at jonathan@water.cc. For more information about Living Water International, please visit their website at www.water.cc

Fighting AIDS - An Urgent Business Interest That Affects Us All

< By Peter Piot >

AIDS is an unprecedented challenge that requires an extraordinary response. It has forced us to think outside the box and requires us to mobilize every sector of society. It also has forced us to recognize that AIDS is not just a health issue, it's a development issue, a trade issue and a security issue. It's fueling poverty, impacting economies and adding to the destabilization of entire countries. It's affecting the very peace and prosperity of nations.

Although AIDS is a global emergency, its most devastating effects can be seen in sub-Saharan Africa, which is now home to 30 million people living with the disease, or over 75% of HIV infections globally. Yet, sub-Saharan Africa contains just 11% of the world's population. Each and every day in the region, another 9,500 people become infected with HIV and over 6,500 people die of the disease. Nine countries in sub-Saharan Africa have infection rates greater than 25%. While the statistics alone are daunting, they do not tell the whole story. Behind every number is a face. Behind each percentage are the lives of individuals and families—the future of Africa.

Over the past two decades, we have made great strides in fighting AIDS, and yet, infection rates continue to rise and the funding gap continues to grow. Although we have the knowledge and the technology to reverse the spread of AIDS, we still lack the level of political will and commitment required to make that happen. With international conflict and terrorism dominating the political agenda worldwide, keeping AIDS high in the minds of donors and decision makers is even tougher. Leadership from all sectors of society is needed if we are to stop the epidemic. The

business sector, through its workforce, its ability to advocate at the highest levels of government, and its economic ties to both donor countries and those hardest-hit by AIDS, has the unparalleled opportunity to change the course of the epidemic for individuals and families, communities and even nations. The fight against AIDS cannot be won without it.

The business community is still relatively new to the battle against AIDS. However, since the turn of the decade, more and more companies have begun developing innovative workplace policies and support communities. An increasing number of companies now understand that HIV not only affects their workforce, but their customers and the entire societies in which they operate. Yet responding to AIDS is still not standard practice for each and every company operating in heavily affected regions. We have the tools and the knowledge to fight the epidemic. Now we must push forward on all fronts to apply that knowledge. Here's how:

- AIDS drugs are cheaper. We must be innovative and steadfast in our ways to get them in the hands of those who need them.
- More resources for fighting AIDS are available now than ever before. We must ensure that they are used effectively and efficiently, without giving up on our push for much more.
- Information is changing behaviour. We must empower individuals by creating greater access to the knowledge they need to make safe, healthy choices, and we must be bolder in our approach.

The business community can help in each of these areas and many more:



Dr. Peter Piot

- It can help fight stigma and discrimination;
- It can support voluntary testing, counselling, and treatment for workers, their families and communities;
- It can offer its many marketing, management, and can-do spirit to a vast array of scale-up challenges;
- It can use its influence to advocate for action with the highest levels of government and across all sectors; and
- It can support the economies of those countries most greatly affected, while leveraging the leadership that can turn the tide.

The active engagement of the business sector is needed now more than ever. The Corporate Council on Africa is demonstrating that kind of leadership by doing more on AIDS, and by supporting others to do the same. Although there is not yet a cure, we have developed a comprehensive arsenal to help us in the fight against AIDS. Now, with your full support, we can maximise the use of this arsenal and make a real difference from today.

Dr Peter Piot is Executive Director of UNAIDS. For more information please visit www.unaids.org.

Magana Flowers Kenya Limited

Magana Flowers Kenya Limited (MFL) was established in 1994 with 2 hectares of roses under greenhouses. It grew in stages to its current size of 15.7 hectares with 20 different varieties of roses. MFL is held 100% by Magana Holdings Limited, a Magana group of companies. The group is owned by Dr. Magana Njoroge Mungai's family and has diverse business ownerships in investments, real estate, hotels, coffee farming, software development, the catering industry, kitchen equipment and flowers and vegetables, among others.

MFL utilizes the most modern technology, which includes hydroponics as growing media, computerized greenhouses and irrigation network and comprehensive software systems. MFL is a professionally run outfit, managed by qualified personnel heading different departments. MFL uses environmentally friendly methods in its operations,

maintaining very high social standards in dealing with its employees and neighbouring communities.

In the European market, MFL is recognized for the quality of its roses, consistency in supply, customer commitment and effective communication. MFL is accredited with membership of national and international Codes of Conduct such as Kenya Flower Council (KFC), MPS (Netherlands) and Flower Label Program (Germany). Our customers include large European supermarket chains, importers and wholesalers. We are currently exploring the American market to export our flowers.

For additional information, please contact Dr. Magana Mungai, CEO, by telephone: 254-20-631440, fax: 254-20-631611 or email: mnmungai@nmaganaworld.com

Ngarurih Investment Group

Ngarurih Investment Group ("Ngarurih Group"), a Kenyan-owned - American company, is an industrial and commercial development company with a focus on emerging markets. Ngarurih Group provides industrial and household waste management and recycling services to African urban centers with the goal of revitalizing the business infrastructure and significantly improving health conditions and quality of life. With prior waste management experience in North, South and Central America and the Middle East, Ngarurih Group ensures success through partnering with local governments and businesses to provide a customized solution.

David "Jeff" Ngarurih commented, "An affordable and effective waste management system is a necessary step toward a clean urban environment. The payback from such an investment is huge: Greater domestic and foreign business investment naturally leads to higher employment. Just as important, a clean city creates a healthier, safer and better quality of life for the average

citizen. Ngarurih Group has a proven track record in this area and we are ready to work with any progressive African government that is serious about change."

For additional information, please contact Ngarurih Group, at ngarurihinvestments@cox.net, or (703) 573-4680.

International Community Development Company (ICDC)

International Community Development Company (ICDC) is designed to initiate community development based upon compassionate capitalism rooted in Christian vocation and values. ICDC's work in Africa includes projects in Angola, Cameroon, the Democratic Republic of the Congo, Ghana, Nigeria and Uganda.

ICDC shares knowledge through "best of class" consultants in health care, information technology, accounting, entrepreneurship, finance, accounting, law, real estate, marketing, fund raising, education, pastoral care, counselling, youth work, human resources, leadership development and administration. Project design is intended to create self-sustaining and profitable operations with a focus on meeting specific community needs throughout the globe.

ICDC works with a broad range of partners to accomplish community development needs, believing that small businesses will be the engine that powers developing nations to create a healthy middle-class. ICDC is committed to creating employment for indigenous people in communities around the globe, enabling the benefits of globalization to be reaped by people from less developed countries as well the West.

For additional information on ICDC and becoming a partner, please contact Jim Anthony at janthony@aacre.com.

CCA Calendar

December 2003

December 1-2
Global Skills Seminar for Africa 2003
"Sustainable Skills Capacity for Africa"
Lagos, Nigeria

December 2-5
West Africa International Business Linkage's (WAIBL) Textile Trade Mission
Washington, DC; New York; New Jersey

December 8-9
2003 Private Sector Session of the AGOA Forum
Washington, D.C.

February 2004
February 26
CCA Financing Conference
New York, NY

March 2004
March 22-24
CTIA Wireless 2004
Atlanta, GA

June 2004
CCA Annual Gala Dinner
Washington, DC

For additional information on upcoming events visit CCA's website at www.africacncl.org.



AGOA: Bipartisan Support for Economic Growth

< By Jim McDermott >

Partisan divisions are common in Congress, but a few issues regularly escape those boundaries. International trade is typically one of them. Although the votes that gave President Bush Trade Promotion Authority confirm that even international trade can be intensely polarizing, this issue frequently garners bipartisan support.

I first traveled to Africa in 1961 with Operation Crossroads to build a school in Ghana. Africa in the '60s witnessed a surge of optimism as independence spread throughout the continent. My experience in Ghana changed my view of the world, and many Members of Congress have enjoyed similar experiences. Many Members believe, as I do, that when the U.S. opens its markets to poor countries, we extend an enormous opportunity for job creation and higher living standards as well as provide greater value to American consumers. The African Growth and Opportunity Act (AGOA) underscores the common goals that Republicans and Democrats can share.

By any measure, AGOA is a resounding success. It is spurring economic growth and bolstering economic reforms. It is fostering stronger ties between sub-Saharan Africa and the United States, and it is reaffirming Africans' conviction that they can compete in any market.

One area of success has been in providing sub-Saharan Africa greater access to the U.S. textile and apparel market. Over the last three years, tens of thousands of jobs were created in this industry. Expiring next year, however, is the provision in AGOA that allows Africa's poorest countries to buy fabric outside the region—where it is inexpensive and high in quality—to create finished textile and apparel products for export to the U.S. Congress will review this provision and determine if it will be renewed.

There are many areas in which we can build bi-partisan consensus to improve U.S.-Africa trade. Here are a few:

First, the AGOA third-country fabric provision must be extended to allow poorer countries to participate in a market dominated by the Asian giants. There will be robust debate about how long Congress should extend this provision. I believe a four-year extension followed by a four-year phase-out with no further extensions is sufficient.

Second, the U.S. must provide technical assistance to African farmers to enable them to export their products to the U.S. To this end, dozens of American agricultural experts should work with farmers and their governments throughout sub-Saharan Africa.

Third, the biggest barrier to investment in sub-Saharan Africa is the lack of infrastructure. We cannot increase trade flows without adequate infrastructure, yet why build infrastructure if trade capacity is not at a level that requires it? One way to develop and maintain new infrastructure is to foster ecotourism in sub-Saharan Africa. This industry is expected to grow 30% over the next decade. The region enjoys an international comparative advantage because of protected areas hosting a variety of ecosystems and cultures.

These national parks and reserves can become a basis for regional development. The infrastructure used to support an ecotourism industry can also be used to increase trade flow.

Fourth, we must address the HIV/AIDS pandemic, which is more than a health crisis. HIV/AIDS is an economic catastrophe. In the 1990s, the disease reduced Africa's per capita annual growth by nearly 1%. In the most heavily affected countries, 2 percentage points will be sliced off per capita growth in coming years. This means



Rep. Jim McDermott (D-WA) is one of the principal architects of AGOA

that after two decades, many economies in sub-Saharan Africa will be about 20-40% smaller than they would have been without AIDS. That is an enormous decline that no trade policy can overcome. In addition to fully funding international programs to combat the virus, the U.S. can provide tax incentives through AGOA to leverage private-sector contributions to the Global Fund to Fight HIV/AIDS, Tuberculosis, and Malaria.

As I speak with African entrepreneurs, civil society and the African diplomatic corps, the enthusiasm about AGOA and sub-Saharan Africa's economic possibilities remind me of the excitement of 1960s. But unless all of us work together as we did before—Democrats, Republicans, civil society and the governments of sub-Saharan Africa—to build a consensus about extending and enhancing AGOA, I fear that this enthusiasm will go the way of our '60s optimism, as genocide, apartheid, civil war, and famine swept over Africa. We have a rare opportunity to ensure that Africa continues to share our markets. We must not let this moment pass us by. ●

Representative McDermott (D-WA) is a senior Member of the House Ways and Means Committee, which has jurisdiction over taxation and international trade. He served as a Foreign Service medical officer based in Zaire. For more information, please visit <http://www.house.gov/mcdermott/>

From Trade Agreements to Investment Opportunities in Africa

< By David Bridgman >

Sub-Saharan Africa has long suffered from a poor image and bad public relations. Political instability and violent conflict in a number of countries are among the factors that have led to a sorry perception of the region. This image has perhaps been nowhere more widespread than in the global business community, which for decades has granted the region only a tiny amount of foreign direct investment (FDI).

Viewing sub-Saharan Africa as a void of growth and opportunity, however, is a mistake. A study commissioned by the Multilateral Investment Guarantee Agency (MIGA), of the World Bank Group, with support from the Swiss Government, shows healthy prospects for FDI in a wide range of industrial sectors. The analysis highlights recent changes to trade agreements that offer the region enhanced preferential access to the world's largest markets as well as those closer to home. This has altered sub-Saharan Africa's business landscape, opening up opportunities for commercial development and growth.

What's On Offer

The advantages offered by the African Growth and Opportunity Act (AGOA) are clear. The tariff on footwear, for example, drops from as much as 38% to zero, on trunks and suitcases 20% to zero, and on various ceramic tiles 12-13% to zero. Other sectors have already seen a jump in exports to the U.S. Kenya, Lesotho, Madagascar and South Africa are among the countries whose knitted and woven apparel exports have surged. Automotive-part exports also jumped significantly in 2001. For that entire year, the U.S. imported \$8.2 billion of duty-free goods under AGOA provisions.

Similar offers are on tap from the

European Union. The Cotonou Agreement (also known as the EU-ACP, or Africa, Caribbean and Pacific, Partnership Agreement), signed in June 2000, allows tariff—and quota-free entry into the EU for all industrial and 80% of agricultural products. In addition, the EU's Everything But Arms (EBA) initiative, adopted in February 2001, gives duty—and quota-free access to all products, other than arms and ammunition (bananas, rice and sugar are temporary exceptions), originating from least developed countries (LDCs). Thirty-four LDCs are African. The most important tariff reductions from these programs affect sectors ranging from live animals and meat to dairy products to beverages. Tariffs on these items had in some cases previously exceeded 100%.

Not all trade advantages are, however, affiliated with the markets of developed countries. African countries are in the process of concluding a series of regional agreements that open up opportunities for export to neighboring states. Perhaps most prominent among these pacts is that which created the Common Market for Eastern and Southern Africa (COMESA). The organization launched a free-trade area at the end of October 2000, albeit not including all of its member states.

In its examination of the impact of COMESA's preferential market access provisions on Kenya, the MIGA study found significant concessions available for exports to the country, one of sub-Saharan Africa's largest markets. Alcoholic beverages benefit from a preferential margin of 50%, clothing from as much as 46%, and even pre-fabricated buildings get 43%.



Assembly line in Africa

Another regional agreement, establishing the East African Community (EAC), is likely to offer similar advantages in the near future. The organization, consisting of Kenya, Tanzania and Uganda, plans to implement its own free-trade area in 2004. A preferential tariff within the group is intended to prevail.

Methods But No Madness

In determining how preferential market access opens opportunities for FDI in sub-Saharan Africa, the MIGA study employs a clear methodology. It focuses on four of the five main forms of investment: resource-seeking investment (metals, agriculture), investment targeted at the domestic market, investment targeted at regional markets, and export-platform investment. The analysis excludes privatization and sectors such as energy and mining, which require a different set of determinants.

The study further divides target markets into three categories: domestic, regional and international (global).

Regardless of the target market, each indicator for a given industry is awarded a score that is then calculated as a weighted sum to make a determination of the sector's prospects with FDI. For the international market, separate scores were computed for the EU and USA markets.

The Results

The study concludes that opportunities for FDI in the region exist in all target markets and in a wide range of economic sectors.

Taking Uganda as an example (MIGA analyzed six countries in total), the highest scores for investment in the domestic market targeted at import substitution were recorded by the books/brochures, paper, printed matter and hair preparation sectors, as well as by a variety of agricultural products.

On the regional level, focusing specifically on the EAC, good investment prospects exist for products that are and are not currently being exported. They vary from peas, sugar, doors/windows and frames, and plastic boxes and cases (current export products) to soya-bean oil, polymers and ceramics (not current export products).

For the EU market, many of Uganda's exports have benefited from duty-free access for some time. However, the EBA initiative has opened up new opportunities for traditional exports such as tobacco, maize and sugar. Further potential exists for items not previously exported to the EU. These include alcoholic beverages, pineapple and certain fresh vegetables. For other sub-Saharan countries, wheat and meat products have good prospects for EU export.

AGOA does not imply any notable change in market access for Uganda's leading exports to the U.S., such as tobacco, coffee and tea. The latter two have been exempted from duties since 1999. In fact, opportunities for Uganda under the act appear limited to footwear, but are more extensive for other countries in the region.

Opportunities are extensive and need only the spur from FDI to turn promise

into growth and development. The perception that sub-Saharan Africa offers commercial potential only for basic commodities is wrong. Recent trade liberalization measures make the region as deserving of attention from the business and investment community as other world regions that have traditionally not been ignored.

The full report can be accessed at http://www.ipanet.com/documents/WorldBank/databases/africa/africa_newlight.pdf.

David Bridgman works with the Multilateral Investment Guarantee Agency (MIGA), the World Bank Group affiliate responsible for encouraging FDI flows into developing countries. He manages MIGA's Capacity Building and Investment Facilitation program. At present he is leading MIGA's pilot program of collaborating with the lead investment promotion intermediaries in fast-reforming African countries to reach out to attract inward FDI. He can be contacted at dbridgman@worldbank.org



Africare

"I regard Africare as one of America's greatest gifts to Africa"

— Nelson R. Mandela, Honorary Chairman of Africare

Reach out to Africa by reaching out to Africare

For 33 years, Africare has worked side by side with farmers, with village health workers and with government officials directly responsible for health and agriculture programs. We have learned that we can play a major role in increasing agriculture production and lessening the burden due to the HIV/AIDS crisis in Africa — with your support.

We invite you to visit our Web site, www.africare.org or email us at development@africare.org.

You may also call us at 202-462-3614 and ask for the Office of Development. We accept checks, MasterCard and Visa. Your contribution is tax deductible. Thank you.



Africare House
440 R Street, N.W.
Washington, D.C. 20001
cfc #0303



GHANA IN AGOA'S EYE

< By Ivor Agyeman-Duah >

After the passage of the African Growth and Opportunity Act (AGOA) in 2000, Ghana was one of the first African countries to receive U.S. approval of its textile visa system, and accordingly benefit from the unprecedented U.S. - Africa trade relationship. The Ghanaian government recognized the necessity of fulfilling certain economic and development criteria in order to reap the rewards of AGOA. Such criteria included improvements in capital equipment, infrastructure and the workforce. Today, the Ghanaian government supports the proposed amendments to the AGOA legislation.

Industries currently benefiting from increased trade between Ghana and the United States include the textile and garments sector and traditional and non-traditional exports, including Ghanaian handicrafts. The Committee

for the Implementation of Textile Agreements (CITA) targets specific industries for export promotion and markets these sectors. CITA has identified the following products for promotion: hand loomed fabrics, hand loomed articles (including rugs, scarves, placemats and tablecloths), and handmade articles made from hand loomed fabrics.

For export purposes, CITA also determines whether an item's shape and design are "traditionally and historically Ghanaian." Criteria are stringent and designed to ensure that folklore articles for sale in the United States are authentic goods made in Ghana. To be labeled "traditionally and historically Ghanaian," an article may not include metal snaps or zip fasteners and must be ornamented in characteristically Ghanaian folk style. Examples of acceptable folklore items include the

popular Kente Stole, Adinkra, Agabada, Batakari/Fugu, Kafan and Joromi, a men's shirt. Since September 15, 2003, all traditional clothing produced by the major Ghanaian ethnic groups qualify to enter the U.S. under AGOA and CITA requirements.

Working to develop Ghana's infrastructure, the Ghanaian government, through the Ministry of Trade, Industry and President's Special Initiative, is developing 178

acres of land in the industrial town of Tema. The government is creating a Garment City with factory units to be rented out to companies by December 2003. The Ministry of Trade, Industry and President's Special Initiative is headed by Mr. Alan Kyerematen, formerly a Director of Enterprise Africa, a United Nations Development Program (UNDP) organization. Until recently, he served as Ghana's Ambassador to the United States. At full operational capacity, the Garment City will employ 70,000 people directly and 20,000 people indirectly. Mr. Kyerematen says the industry is expected to generate over US\$3 billion in foreign exchange within a four-year period. The President's Special Initiative on Garments and Textiles will exploit the benefits of the duty-free and quota-free market access that AGOA offers Ghanaian producers.

Meanwhile, an AGOA awareness campaign is underway throughout Ghana. Seminars are held in targeted locales with a concentration on rural areas. The Ministry of Trade, Industry and President's Special Initiative organizes the campaign through its AGOA Help Desk and other local and international development institutions. The goal of the campaign is to encourage production by small and medium sized companies.

The foreign revenue AGOA statistics demonstrate a positive progression of economic benefits for Ghana. This year, traditional and non-traditional exports to the United States are expected to reach US\$62.5m. This figure exceeds the US\$50.4m generated in 2002 and US\$42m in 2001. Investments in all sectors are highly encouraged by the government as it seeks to build on the premise of "Ghana as the Gateway to West Africa." ©

Ivor Agyeman-Duah is Minister-Counselor and Head of Public Affairs at the Embassy of the Republic of Ghana in Washington, D.C.

International Workforce Integration and Training Experts.



Phambili Strategies & Solutions knows the value of investing time and resources into a company's most valuable asset—its people. And in the global marketplace, the ability to mobilize and synchronize a diverse workforce can make the bottom line difference.



PHAMBILI STRATEGIES & SOLUTIONS

Corporate Headquarters
Suite 269 Dunkeld West Centre, 281 Jan Smuts Avenue,
Dunkeld West, Gauteng, 2196, Johannesburg, South
Africa Tele./Fax: +27 11 341-0042 phambiliss@netactive.co.za and
wrennert3@comcast.net

1100 17th Street, NW, Suite 1100, Washington, DC 20036 USA, Tel:
202-263-3531 / 703-243-3002 Fax: 202-835-1117
kedi_phambili_int@africacnd.org

Chocolate's Changing Face in Africa

< By Bill Guyton >

The chocolate industry is a leader in promoting sustainable and responsible cocoa farming to improve the well being of millions of family farmers who grow cocoa. The World Cocoa Foundation (WCF), an industry-supported non-profit organization, focuses on sustainable cocoa programs in all cocoa growing regions of the world. WCF members include exporters, processors, manufacturers, branded companies and allied industries (Table 1).

West Africa is vital to the cocoa industry, producing nearly 70 % of the world supply and generating billion of dollars in export earnings to the region. Small-scale family farmers

with 2-5 hectares of land holdings or less, grow the majority of the cocoa crop in remote areas of Cote d'Ivoire, Ghana, Nigeria and Cameroon. This poses significant challenges, since many farmers lack:

- adequate access to market information;
- improved tree stock,
- appropriate technologies to reduce disease and pest pressures that destroy a third of the crop each year; and
- farmer organizational support services.

Through targeted educational and scientific programs, WCF and its partners are working to address these constraints in West Africa, Asia and Latin America.

West Africa Regional Farmer Training Program

In West Africa, the World Cocoa Foundation is part of a broad coalition of partners supporting the Sustainable Tree Crops Program (STCP) in Ghana, the Ivory Coast, Nigeria, Cameroon and Guinea. Program areas include 1) grower and business support services; 2) research and technology transfer; 3) market system and information system development; 4) labor practices and education; and 5) policy change. The key partners include the global chocolate industry, host-governments in Africa, Institute of Tropical Agriculture (IITA), U.S. Agency for International Development (USAID), U.S. Department of Labor (USDOL),



Cocoa workers pose for the camera in Africa

International Labor Organization (ILO), The German Development Agency (GTZ), U.S. Department of Agriculture (USDA), The French Research Organization (CIRAD), and many non-government and private volunteer organizations. The program is currently providing support services to thousands of tree crops farmers, many of whom have seen their profits increase due to improved market information and support.

Coordinated Cocoa Research

The World Cocoa Foundation supports integrated crop management and breeding for genetic improvement. In the short to medium term, integrated crop management has shown promising results. Breeding new and improved trees that are more tolerant or resistant to diseases and pests is a long-term strategy. WCF is co-funding research with the USDA and other international research organizations to screen trees for resistance to witches' broom, frosty pod rot and black pod disease. ●

Bill Guyton is the President of the World Cocoa Foundation. For more information on the World Cocoa Foundation and sustainable cocoa related topics, please visit www.worldcocoafoundation.org

Companies

ADM Cocoa
 Bloomer Chocolate Company
 Buhler Inc
 Callebaut ConsultingSingapore
 Cargill
 Ghiradelli Chocolate Company
 Godiva Chocolatier, Inc
 Guittard Chocolate Company
 Hershey Foods Corporation
 Jelly Belly Candy Company
 Masterfoods USA, a Mars, inc., Co
 Nestle
 R.C. Purdy Chocolates Ltd.
 Quality Canies
 R.M. Palmer
 See's Candies, Inc
 Starbucks Coffee Company
 White Wave, Inc
 World's Finest Chocolate, Inc

Organizations

Chocolate Manufacturers Association
 National Confectioners Association

A Wind of Change in Kenya

< By Johnnie Carson >

On December 27, 2002, President Mwai Kibaki and his coalition government were elected with an overwhelming majority. The closely monitored elections were judged by local and international observers to be free, fair and largely peaceful.

The success of these elections has opened a new era in Kenya. They have helped to strengthen the country's political stability and democratic institutions. They have also given renewed hope to the business community that Kenya's ailing economy can be turned around. If this happens, it will have positive reverberations in Kenya and the region and will open the door for new investment and trade opportunities for American companies seeking to do business in Kenya and East Africa.

President Kibaki is keenly aware of the obstacles that slowed Kenya's economic growth and deterred foreign investors in the past. In his pre and post election statements, Kibaki has made it clear that he is determined to improve Kenya's business environment and to reverse the country's economic fortunes. President Kibaki has pledged to eliminate corruption in Kenya, long regarded as one of Africa's most corrupt states. To demonstrate his resolve, he has appointed a senior anti-corruption czar, signed into law two new anti-corruption statutes and dismissed Kenya's venal chief justice and nearly thirty other senior judges.

On the financial front, President Kibaki has promised to improve Kenya's often strained relations with the International Monetary Fund (IMF) and the World Bank and to work toward early implementation of a new structural adjustment program with the Breton Woods institutions. In addition, Kibaki has agreed to make it easier to invest in and set up business in the country. And following up on the policies initiated by

the previous government, the new Kenyan president has promised to reduce interest rates, bring down utility charges and to continue the privatization of unprofitable state owned companies.

After some initial hesitation due to his health problems, Kibaki has now gotten off to a fairly brisk start and his government's policies could breathe new life into one of Africa's most important countries.

Today, Kenya is the fifth largest economy in Africa and is the largest non-oil, non-mineral based economy in black Africa. Unlike many countries in Africa that rely on one commodity or one sector, it has a diversified economy based on agriculture, tourism, transportation and banking. In the agricultural sector, Kenya ranks as the largest exporter of cut flowers to the Dutch flower market and is one of the world's leading producers of tea, coffee and exported vegetables. In the industrial sector, Kenya has an expanding textile industry that has successfully used the African Growth and Opportunity Act (AGOA) to increase its exports to the United States market.

Kenya's economic importance extends beyond its own borders. With its extensive road network and its major port in Mombasa, Kenya serves as an important regional transportation hub into East and Central Africa, including southern Sudan, the eastern Congo, southern Ethiopia, Rwanda, Burundi, Uganda and parts of western Tanzania. Kenya Airways, arguably the second



Downtown Nairobi, Kenya.

best airline in Sub-Saharan Africa behind South African Airways, runs an extensive network of flights throughout East Africa and the rest of the continent. Kenya is also the most important financial center in the region and is home to a number of major European, South African and American banks and insurance companies, including Citibank and American Infrastructure Group, Inc. (AIG).

Despite the shadow that corruption has cast across Kenya, over the last decade government has taken a number of measures to improve its macro economic environment and business climate. Kenya has a strong, stable and freely convertible currency. Foreign companies are allowed to bring in foreign capital and to freely remit profits. Inflation is relatively low, hovering around five or six percent per annum. Local interest rates are around fifteen to twenty percent, but have been declining slowly in recent months. Although the country's internal debt is high, foreign debt is relatively low. Despite its economic slow down and its poor relations with the Breton Woods institutions, Kenya has never defaulted on any of its foreign debt. The country also has a well established banking system, an excellent and increasingly independent central bank and one of the most efficient revenue collection services in all of Africa. It also has

one of the best educated populations in Africa.

Recognizing the need to reform and liberalize the country's economy even further, the government has continued to pursue a program to privatize most of its remaining state owned industries, including those in the telephone, electrical generating and transportation sectors. Several state owned banks are also slated to be partially privatized in the months ahead.

As a result of the changes that have occurred recently in Kenya, a number of opportunities exist for American companies looking at the Kenya and East African market.

The greatest prospects for both investment and trade exist in the following areas:

Telecommunications: The Government of Kenya is committed to improving and upgrading its telecommunications system and to moving ahead with the long stalled privatization of the state run telephone company. The privatization and modernization of Telkom Kenya will provide both sales and investment opportunities. In addition, the liberalization of Very Small Aperture Terminal (VSAT) licensing will open up new business prospects for companies interested in providing back office bookkeeping, global reservation services and greater commercial internet access.

Transportation: Kenya is the transportation hub of East Africa, but its infrastructure has been wearing down. As Kenya's economy starts to grow, there will be opportunities to invest in the improvement of Kenya's railroad, in the provision of heavy duty long haul vehicles and the privatization or commercialization of various aspects of Kenya's major port of Mombasa. American companies have established a great working relationship with Kenya Airways, the second best carrier in Sub-Saharan Africa and the largest purchaser of Boeing aircraft on the continent.

Franchising: South African and British companies have opened a number of franchise operations in Kenya. However, very few American companies have done so, largely because of the downturn in Kenya's economy over the last decade. With renewed economic growth, franchising businesses in a variety of areas from automotive parts to restaurants could find room to enter the market.

Fishing: Kenya has water on its east coast, the Indian Ocean, and on its western border, Lake Victoria — the second largest lake in the world. Kenya's salt water and fresh water fishing industries are both in their infancy, and the prospects for fish processing and exports of fresh and frozen fish are enormous.

Horticulture and Floriculture: Kenya is currently the largest single country exporter of cut flowers into the European flower market and one of the largest suppliers of vegetables to England and Germany. Despite the lead it already has in these areas, the prospects for significant expansion remain strong. The U.S. market for Kenyan flowers has not been tapped and larger markets exist in Europe for Kenya's vegetables. Several American companies have made successful investments in Kenya's horticulture and agricultural sectors.

Housing: Kenya has an enormous urban housing shortage and the government has promised to construct or substantially upgrade over 100,000 new housing units per year for the next five years. Kenya's method of constructing housing is slow and antiquated, and there is no secondary mortgage market. However, a change in policy on how houses can be constructed, accompanied by renewed economic activity, could provide a variety of openings for American companies in the housing and construction fields.

Electrical generation: Kenya has the dubious distinction of having some of

the highest electrical utility costs in Africa as well as some of the worst service on the continent. Kenya does not have any fossil fuels, but it does have the ability to bring down its utility costs and to improve its services. With an abundance of untapped geothermal and thermo heat sources and the possible privatization of the electrical utility monopoly, the country could turn this sector around and open the door to private commerce and trade.

AGOA related manufacturing: Kenya was only one of two African countries mentioned by name in the AGOA legislation, and it has moved aggressively and successfully to take full advantage of the AGOA provisions that permit the liberalized import of African textiles into the United States. Kenya was once a major producer of raw cotton, and more prospects exist for the production of cotton and the export of finished Kenyan textiles. In addition to textiles, Kenya's small scale industrial sector could also take advantage of other export sales that exist under AGOA.

President Kibaki's government has already achieved a great success in strengthening the country's democracy. If his government is able to reduce corruption, improve its relations with the IMF and the World Bank and address some of the other problems that stalled the nation's economic growth, business growth in Kenya could move ahead rapidly. The prospects for change look better than they have in more than a decade. The time for American companies and investors to look at Kenya again and to move ahead with commercial opportunities is now. ©

Ambassador Johnnie Carson is the Senior Vice President of the National Defense University. He served as U.S. Ambassador to the Republic of Kenya from August 1999 to July 2003. Prior to this appointment, he served as Principal Deputy Assistant Secretary for the Bureau of African Affairs at the Department of State. Ambassador Carson is a career member of the Senior Foreign Service, Class of Minister-Counselor.

The Work of Women in Uganda

< By Consolata Kabonesa and Linda Lucas >

In Uganda, many women tell the story of their entry into the business world as "Dubai women." They describe taking suitcases abroad, filling them with goods and returning to sell the products in their local market. Today, their daughters, bearing heavier social and financial responsibility, look to be a part of the global market in similar ways.

With a population of over 22 million, 77% of the Ugandan workforce is in agriculture, working on family land as unpaid (subsistence) farmers. Most of these farmers are women. In Uganda, women account for 52% of the population and have some of the highest labor force participation rates in all of Africa. As the economy expands, women are moving, albeit in small numbers, out of subsistence labor into the paid work force.

Women are employed in all sectors of the formal economy, although in lesser numbers in technical and finance fields. Popular sectors for women include the service sector (e.g. banks, clearing and forwarding activities, cleaning) agriculture and food processing (e.g. food packaging, coffee processing).

While women's entrance into the formal workforce is a step forward, there are many more to be taken. Research indicates that Ugandan women still face significant gender discrimination. The same traditional norms that handicap female autonomy and earning power in the agrarian economy play out in the formal workforce.

In rural society, while women are largely responsible for food production, few own land due to traditional gender classifications stipulating male property ownership. In addition, women are often blocked access to cash markets because of either practical or cultural barriers. In the service sector, women are concentrated in clerical and support positions; men often hold administrative and managerial positions. Additionally, men are more likely to have more full-time jobs and women are more likely to work part-time.

Other hurdles that women still must overcome are wage discrepancy and sexual harassment in the workplace. In recent years, women working in the capital of Kampala earned only 68% of men's earnings.

(The wage gap in the U.S. is around 79% across all occupations.) A wage gap has serious consequences for family well being, particularly since Ugandan women are increasingly responsible for health and education expenses. 60% of women living with a man pay half, or more, of household expenses.



Makerere University students and faculty in Kampala, Uganda.

Complaints of sexual harassment have been voiced in both the public and private sectors.

Despite these and other universal challenges to development, Uganda has taken significant strides towards empowering its women. Ugandan women are well known for their political leadership. In accordance with the constitutional mandate, women hold 18% of Parliamentary seats compared to 13.6% of Congressional seats currently held by women in the United States. For many years Uganda had the only female vice president in Africa. Today, the Uganda Chamber of Commerce and Uganda Investment Authority have women in leadership positions and run specific programs geared towards women entrepreneurs.

Recent efforts have been taken to improve educational opportunities for Ugandan women. Universal Primary Education (UPE) promotes girls' enrollments. Female students at Makerere University in Kampala now represent over 30% of student matriculation. This number increases yearly with the help of scholarships and affirmative action programs. Women with secondary or higher level education often start their own businesses, work on family farms or work in sales and services. A smaller number work in professional/technical and management fields. ©

Dr. Consolata Kabonesa is Assistant Professor in the Department of Women's and Gender Studies at Makerere University in Kampala, Uganda. Dr. Linda E. Lucas is a Professor of Economics at Eckerd College in St. Petersburg, Florida, USA. They are co-authoring a book on Women and Work in Uganda.

SPECIALISTS ON SOUTH AFRICA

Tour Operator, Event and Destination Management Consultancy

Nomvimbi Meriwether, President, from Soweto, South Africa

CUSTOMIZED ITINERARIES
TRAVEL ARRANGEMENTS
EVENT DESIGN AND DECORATION
INCENTIVE TRAVEL
SPECIAL NEEDS AND THEME TOUR DESIGN
PROMOTION AND PRESENTATION OF ARTS AND CRAFTS



TRADE MISSIONS
PRODUCT AND SERVICE PROMOTION
CONFERENCE AND MEETING PLANNING
SEMINARS AND SPEAKERS
PUBLIC RELATIONS
MARKET RESEARCH, PLANNING AND EXECUTION

For more information contact:

Meticulous Tours

9213 Pegasus Ct., Potomac, MD 20854-1661
Tel: 301-983-6664 or 1-866-827-6151 Fax: 301-983-6994
E-mail: meticuloustours@meticuloustours.com
Website: www.meticuloustours.com

Tanzania: "Authentic Africa" Peaceful and Stable, Lures the American Market with World Renowned Natural Wonders and Cultural Diversity < By Karen Hoffman >

Even before Ernest Hemingway published the now famous literary classic, "The Snows of Kilimanjaro," the romantic image and mystique of Mt. Kilimanjaro long held a special attraction for adventure travelers, climbers and non-climbers alike. Tanzania's world famous Mountain, at 19,340 feet and the highest on the African Continent was dramatically featured in an IMAX film "Kilimanjaro —To The Roof of Africa."

Tanzania, which includes the exotic "spice islands" of Zanzibar, is the largest country in East Africa - larger than Germany and France combined, and it is often said to be "the land of the ultimate safari," with more than 38% of the land protected, and home to an estimated 20% of Africa's large mammals. The country boasts Six World Heritage Sites: Kilimanjaro National Park, Serengeti National Park, Ngorongoro Crater including Olduvai Gorge ("Cradle of Mankind"), Selous Game Preserve (largest in the world), the ruins of Kilwa Kisiwani and Songo Mnara, and Stone Town of Zanzibar. The country also has five proposed World Heritage Sites including Bagamoyo, one of the most revered, historic centers of the infamous slave trade. Tanzania is also developing its cultural tourism product with many of its 125 ethnic groups welcoming visitors into their communities.

The United States is the second largest market for Tanzania after Great Britain, generating more than 38,000 visitors in 2002, an amazing 24% increase over 2001. "Tanzania recognizes that Americans are seeking new travel experiences, new places for adventure and cultural interchanges," says Hon. Zakia Hamdani Meghji, MP, Tanzania's Minister for Natural Resources and Tourism. She noted that "already in September, 1961, the Arusha Manifesto

was issued by the Country's first President, the late Mwalimu Julius K Nyerere". In this document, H.E. Nyerere made a firm commitment to preserve Africa's wildlife, not only for the future of all Africans, but also for the rest of the world. We are proud that this tradition has continued under the leadership of Tanzania's President, H.E. Benjamin William Mkapa. Tanzania is a leading example of the economic, social, and environmental benefits of a proactive conservation policy.

National Parks: Authentic Africa, Protected Africa

The real lure for Americans are Tanzania's 12 National Parks (soon to be 14), where they represent the largest number of visitors. The parks, representing diverse ecosystems, include: Arusha, Gombe, Katavi, Kilimanjaro, Mahale, Manyara, Mikumi, Ruaha, Rubondo, Serengeti, Tarangire and Udzungwa. The two new parks are each unique: Saadani, East Africa's first coastal wildlife sanctuary, located on the Indian Ocean coast some nine miles north of Bagamoyo, and directly west of Zanzibar; and Kitulo, the first park in tropical Africa to be protected 'primarily' for its exceptional floristic significance.

Conservation is the primary role of Tanzania National Parks (TANAPA), with a major emphasis on developing community-based tourism, and involving local people in conservation efforts. According to Gerald Bigurube, TANAPA's Acting Director General, "We have found that by providing employment for the indigenous population in the national parks' tourism activities, they benefit economically as well as become



Elephants at a watering hole in Tanzania.

stakeholders in the future of the park. Nature-based tourism and community-based tourism for countries like Tanzania are among the fastest growing sectors in the tourism industry."

The Swahili Coast, Zanzibar and the African Diaspora Heritage Trail

"Swahili" is an Arabic word meaning "of the coast," and so it is, that much of Tanzania's Swahili language and culture trace their roots to the more than 500 miles of Indian Ocean coastline. Zanzibar, located on the Indian Ocean off the coast of mainland Tanzania, is a separate state within the United Republic of Tanzania. Popularly known as the "spice islands," Zanzibar consists of Unguja (known as Zanzibar Island), Pemba and some 50 smaller surrounding islands and islets. Zanzibar, like Bagamoyo and Kilwa on the mainland, has many historical sites that are part of the Slave Route and are now an integral part of the African Diaspora Heritage Trail. •

Karen Hoffman is Senior Vice President of the Bradford Group, the Tanzania Tourist Board U.S. Representative. For more information please contact, (212) 447-0027; Tanzania@bradfordmarketing.org; Web sites of interest: www.tanzania-web.com; www.zanzibartourism.com, www.africa-ata.org

Your spirit warms
our fuel-injection pumps.



DaimlerChrysler Corporation proudly supports the Corporate Council on Africa.
Best wishes for your continued success.



DODGE

dodge.com



chrysler.com



jeep.com

Brands of DaimlerChrysler Corporation

Chrysler, Jeep and Dodge are registered trademarks of DaimlerChrysler Corporation.

EXECUTIVE COMMITTEE

Frank Fountain
Chairman

Ken Evans
Vice Chair

James Andrews
Secretary

Stephen Cashin
Member-at-Large

Maurice Tempelman
Chairman Emeritus

Stephen Hayes
President

Larry Bailey
Treasurer

Jack Edlow
Member-at-Large

Sharon Pratt
Member-at-Large

BOARD MEMBERS 2003 - 2004

James Andrews
Halliburton

Larry Bailey *
LDB Consulting, Inc.

Tony Barclay
Development Alternatives, Inc.

William Bucknam
Moving Water Industries Corporation

Stephen Cashin
Modern Africa Fund Managers, LLC

Judith Chambers
Emerging Market Solutions

Marjorie Chorlins
Motorola

Alex Cummings
Coca-Cola Africa

Jack Edlow
ERL Services

Ken Evans
Exxon Mobil Corporation

Frank Fountain
DaimlerChrysler

Jon Glassman
Northrop Grumman

Stephen Hayes *
The Corporate Council on Africa

Richard Herold
BP

Edward Kim Jaycox
AIG African Infrastructure
Fund/Emerging Markets Partnership

Frank Kennedy
HSBC Equator

George Kirkland
ChevronTexaco

Carl Masters
GoodWorks International, LLC

Deborah Orsini
Management Systems International

Steve Park
ConocoPhillips

Gregory Pensabene
Anadarko Petroleum Corporation

Sharon Pratt
Pratt Consulting, LLC

Richard Reising
Archer Daniels Midland Company

Earl Reynolds
Devon Energy

Maurice Tempelman
Lazare Kaplan International Inc.

J.C. Watts
J. C. Watts & Companies

William Wilson
Synterra Partners

Van Yeutter
Cargill Incorporated

Earl Young
Jean-Raymond Boule Corporations

*Ex-Officio

THE CORPORATE COUNCIL ON AFRICA MEMBERS

3M
ABB
Abbott Laboratories
Academy for Educational Development
Access Bank Ltd.
ACDI/VOCA
Acrow Corporation
Afras Limited/Executive Research Assoc.
African Wildlife Foundation
Africare
Akin,Gump,Strauss,Hauer & Feld, LLP
AllAfrica Global Media
Allfirst Bank
Allied International Marketing Corp.
Amerada Hess Corporation
American Global Data Exchange Corporation (AGDE, Corp.)
American International Group, Inc.
Anadarko Petroleum Corporation
Anjelo Mida, Inc.
Apax Partners, Inc.
Archer Daniels Midland Company
Ayat P.L.C.
Baker & Hostetler LLP
Banro Corporation
BearingPoint
Bell Helicopter
Bing & Company, Inc.
BKSH & Associates
Black & Veatch
B-M Communication, L.L.P.
Boeing Company
Booz Allen Hamilton
BP
BTI TransAg Industries
Burlington Resources
Cadwalader, Wickersham and Taft
Cameron Division of Cooper Cameron Corporation
Careernation.com
Cargill Inc.
Caterpillar Incorporated
City Express Bank, Plc
Chemonic
ChevronTexaco
Cinergy Global Power - Africa Ltd.
Citigroup Inc.
Cliveden & Pierre, Ltd.
C-Me /ASAP Show

CMS Energy
Coca-Cola Africa
Cohen & Woods International, Inc.
Compact Manifolds, Inc.
Computer Frontiers Inc.
ConocoPhillips
Conscious & Connected
DaimlerChrysler AG
De Villiers Inc.
Development Alternatives, Inc.
Devon Energy
Doley Securities, Inc.
Eastman Kodak Company
ECI Africa
Emerging Market Solutions
Emerging Markets Partnership
EnCana Corporation
EnterpriseWorks Worldwide
ERL Services
Ethiopian Airways
Evergreen Helicopters, Inc.
Exxon Mobil Corporation
First World International, LLC
Fluor Daniel, Inc.
General Electric Company
General Motors
George Forest International
Global Industries Ltd.
Goldwyn International Strategies
GoodWorks International
Grupo-Valentim Amoes
GTECH Corporation
Guardian Scientific Africa, Inc.
Gulfstream Aircraft Incorporated
Halliburton
Harmon & Co.
Harris Corporation
Helz Oil
HSBC Equator
Hughes Capital Management
Human Resources Development Institute, Inc
Hunton & Williams LLP
ICDC (International Community Development Company)
Ideas, Inc.
Intels Group
InterAir South Africa
International Herald Tribune

International Trade and Exhibitions (ITE) Group Plc.
International Trade Development Corporation
International Truck and Engine Corporation
J.D. Stark & Associates
Jean-Raymond Boule Corporations
Johnson & Johnson
Kaiser-Aluminium
Kenya Airways
KRA Corporation
Kroll
Law Offices of Ade Awojobi
Lazare Kaplan International Inc.
LDB Consulting, Inc.
LeBoeuf, Lamb, Greene & MacRae
Lehman Brothers
Lifeline Solutions
Living Water International
Loop Capital Markets International
Magana Flowers (k) Ltd.
Management Systems International (MSI)
Manatt, Phelps & Phillips
Manchester Trade/CTD America
Marathon Oil Company
Marriott International Inc.
Mayer, Brown, Rowe & Maw
McDermott Inc.
Merck & Co., Inc.
Metrica, Inc.
Microsoft
Minority Business Development Agency
Missouri Office of International Marketing
Modern Africa Fund Managers, LLC
Monsanto Company
Motorola
Moving Water Industries Corporation
MPRI
Nationwide Equipment
Nathan Associates
New Jersey Commerce & Economic Growth Commission
Ngarurih Investment Group
Noble Energy
Noel Group
Northrop Grumman

Occidental Petroleum
Of African Descent
Old Mutual
Oracle
PANAPRESS
PEER Consultants PC
Pegasus Energy c/o The Ballard Group
PennWell Corporation
Pfizer, Inc.
Phambili Strategies & Solutions
Piper Rudnick, LLP
Placer Dome
Pratt Consulting, LLC
Prince George's County Economic Development Corporation
Quarterwatch, LLC
Raytheon Company
RedMed
ResourceLinc.Com
SAIC
Samuels International Associates, Inc.
Schaffer AfricaGlobal Group
Schneidman & Associates International
Shell Int'l Exploration and Production Inc.
Solar Outdoor Lighting
South African Airways
Starcel Communication Group Ltd
Structured Credit International Corporation
Sunoco, Inc.
Synterra Partners
Tangalos Consulting LLC
Technoserve
The Riverview Group
The Services Group Inc.
Transocean Offshore Deepwater Drilling Inc.
Tyson Foods, Inc.
United Bank for Africa Plc
Vanco Energy Company
Verizon Federal Network Systems
Watts & Companies
Worcester Polytechnic Institute
World Cocoa Foundation
Worldspace Corporation
WOMY (Gambia)LTD
Zephyr Management L.P.

Amazon	dd	5.78	-0.01	27.85	13.90	VeriSign	dd	8.23	+0.23	15.50	1.55	uS2.02	19.51	Galvans	dd	5.40	+1.10
Amers	dd	1.36	+0.01	19.40	9.15	VeriSoft	dd	16.95	-0.88	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmSoft	dd	2.00	+0.01	7.41	3.00	Veeva	dd	1.00	-0.16	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmSur	dd	2.76	-0.65	7.29	1.52	VeriSign	dd	1.00	+0.11	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmMed's	dd	1.88	-0.51	61.60	30.88	VeriSign	cc	56.23	+0.74	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmSond	dd	3.71	+0.00	6.30	1.55	VeriTel	dd	6.25	+0.31	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmWA	dd	26.06	-0.27	20.22	11.63	EGL Inc	dd	17.19	-0.24	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmAI	dd	1.25	-0.11	22.64	10.00	EMS Tech	dd	21.32	-0.75	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmBus	dd	1.50	+0.10	5.27	1.18	EP Med	dd	3.75	+0.06	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmIn	dd	1.90	+0.52	22.95	13.91	EP Med Sys	dd	17.55	-0.20	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmHeld	dd	6.60	+0.31	16.17	6.76	ePlusInc	dd	14.99	-0.06	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmDyn	dd	41.15	+2.10	6.15	1.60	ePresence	dd	3.79	-0.07	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmRgn	dd	6.11	+0.11	50.39	1.43	eResrch s	dd	42.75	+1.77	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmGr	dd	5.01	-0.07	11.80	1.15	ESSTech n	dd	17.01	-0.07	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmR	dd	16.12	+0.17	5.21	1.42	EVCI Corp	dd	4.38	-0.17	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmCp	dd	1.25	-0.08	1.15	1.91	EFD g	dd	4.26	+0.04	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmPSE n	dd	1.00	+0.11	11.90	2.10	EagleBn	dd	17.45	+0.04	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmM	dd	1.40	-0.20	2.15	1.62	EaglSup n	dd	1.89	+0.04	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmC	dd	1.36	+0.15	1.15	1.83	EaglS wt	dd	1.15	-0.04	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmR	dd	1.27	+0.14	1.15	1.83	EchShl rs	dd	1.45	-0.19	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmR	dd	1.17	+0.11	1.15	1.83	EchLnk	dd	3.72	+0.08	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmR	dd	1.98	-0.01	1.15	1.83	ESTWstB	dd	51.18	-0.16	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmR	dd	1.28	+0.11	2.65	1.40	EasyLnk	dd	1.41	-0.03	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmR	dd	1.45	-0.11	19.45	2.75	ebicem	dd	8.41	+0.47	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmR	dd	1.28	-0.08	20.22	1.15	eBookrs	dd	15.10	-0.42	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmR	dd	1.28	+0.11	18.15	1.15	EchLnC	dd	12.65	-0.11	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmR	dd	9.15	+0.11	41.00	1.15	EchStar	dd	33.39	+0.06	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmR	dd	1.76	+0.11	19.45	1.15	EchSys	dd	19.96	+0.06	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmR	dd	1.4	+0.11	26.71	1.15	College	dd	2.92	+0.17	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmR	dd	1.32	-0.11	1.30	1.15	IntelLtd	dd	7.76	-0.11	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16
AmR	dd	1.52	+0.11	1.15	1.15	GenBio n	dd	1.01	-0.20	15.50	1.55	uS2.02	19.51	GardenFr	dd	13.05	-0.16

INCREASING CAPITAL FLOWS TO AFRICA CONFERENCE

THURSDAY, FEBRUARY 26, 2004

CITIGROUP, 388 GREENWICH STREET
NEW YORK, NY

