

# The AFRICA JOURNAL

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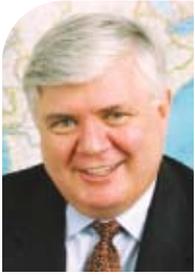


BUILDING A BETTER AFRICA

Corporate Council on Africa (CCA) members represent nearly 85 percent of total U.S. private sector investment in Africa. Since 1993, CCA has been the leading American organization dedicated to enhancing trade and investment relations between the United States and the 53 countries of Africa.

CCA is your primary source of continuous information on business across the continent, U.S. and African business networks, trade and investment opportunities and the promotion of your business operations in Africa. Join CCA and benefit from services and programs that are as diverse as our membership.

For more information about CCA membership, contact Christopher More, Director of Membership at [cmore@africacncl.org](mailto:cmore@africacncl.org).



This issue of The Africa Journal coincides with the Corporate Council on Africa's fifth biennial U.S.-Africa Business Summit. The Summit is the largest meeting of the U.S. and African private and public sectors for the purpose of strengthening trade and investment ties between the two regions.

The 2003 Summit marked the beginning of a more focused CCA. In 2004 we hosted two Increasing Capital Flows to Africa conferences, one in New York and one in Johannesburg, CCA's first agribusiness conference in Monterey, California, and our third annual Africa Oil & Gas Forum in Houston, Texas. In partnership with DaimlerChrysler and the National Minority Suppliers Development Council (NMSDC), CCA organized a trade mission to South Africa to introduce U.S. minority automotive suppliers to Black Economic Empowerment (BEE) counterparts.

We also embarked on a new relationship with the Nigerian Economic Summit Group, co-hosting a U.S.-Nigeria business conference in Abuja, Nigeria. This relationship with Nigeria is one of many bilateral relationships that CCA is pursuing with African partners.

This issue highlights these themes and the programs that CCA has been implementing to address them. It also addresses how CCA and its members will use the Summit to continue to build upon these themes over the next few years.

I hope that you enjoy and benefit from both this issue of The Africa Journal and the 2005 U.S.-Africa Business Summit.©

Stephen Hayes, *President*  
The Corporate Council on Africa

As I pass the torch to Noluthando Crockett-Ntongo, CCA's new Director of Communications, I would like to thank you for your support and readership of the Africa Journal. It has been a great journey.

Thank you,  
Sonya Penn, Editor

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< By Anushka St. Louis >

## BURUNDI

President Domitien Ndayizeye's intermediary period in office was scheduled to end on April 22, 2005. However African regional leaders have extended his term until August 19, 2005.

The end of his transitional term had been specified by a peace deal that was to be followed by a long awaited election. It was hoped that this election would end 12 years of ethnic conflict between the Hutus and the Tutsis. Former rebels, who are now part of the present government, call Ndayizeye "an obstacle of peace," and say that he should not remain in power. However, after a meeting of Central and East African leaders, Ugandan President Yoweri Museveni told reporters that, "the transitional period is extended to 26 August, national elections will be held not later than 19 August and the swearing in will be on 26th August."

## MADAGASCAR

This summer, film maker Steven Spielberg's DreamWorks will release its computer animation comedy feature film "Madagascar", a film about four urban-dwelling animals who escape from a New York zoo and go into culture shock

when they arrive in the wilds of the huge Indian Ocean island. The film by the creators of Shrek features voice performances by well know actors, including Ben Stiller, Jada Pinkett Smith and Chris Rock, and is expected to draw large audiences.

Madagascar is hoping that the film will help boost its tourism industry, as the 1985 film "Out of Africa" did for Kenya's. According to Madagascar's government, the island attracted 230,000 tourists in 2004, up from 160,000 in 2003. Nearly two thirds came from France. The target is to increase tourism numbers 20% each year to reach 684,000 in 2010.

Tour operators say much of the recent growth in visits to the island has come from the flourishing ecotourism sector, but that more flights and better hotels are needed to meet the needs of higher-end tourists. Madagascar is home to tens of thousands of plant and animal species found nowhere else, including the legendary lemur, a family of primates unique to the island that features in the DreamWorks cartoon.

## TOGO

The Constitutional Court confirmed Faure Gnassingbé, the son of Togo's long-serving leader, Gnassingbe Eyadema, as the winner of Togo's presidential election. The court rejected an opposition claim that the poll was rigged, and said that Mr. Gnassingbé won nearly 40% of the vote.

Opposition leader Gilchrist Olympio rejected the court's ruling, saying that his party will not join a transitional government, as urged by West African regional grouping ECOWAS. The official ECOWAS delegation says the elections were broadly free and fair, despite a few isolated problems.

After months of political unrest, during which thousands fled to neighboring countries and at least 22 people died, Togo's capital, Lome, seems to be calm and schools have reopened.

## UGANDA

Uganda's Parliament voted overwhelmingly in favor of holding a referendum on the country returning to a full multi-party democracy. For 19 years, Uganda has been operating under a political system that restricts political parties. This system was set up in an attempt to prevent the ethnic conflicts that plagued Uganda throughout the 1970s and early 80s. The motion to return to a multi-party democracy was backed by all but 21 MPs and is being pushed for by Ugandan President Yoweri Museveni who says "it must go ahead."

Currently, political parties are allowed to exist in Uganda but political candidates must run as individuals instead of party representatives. The Ugandan government and opposition parties all support a return to multi-party politics ahead of elections in a year's time.

## ZIMBABWE

Robert Mugabe's political party, the African National Union-Patriotic Front (ZANU-PF), claimed victory in Zimbabwe's March 31st elections. However the opposition party, Movement for Democratic Change (MDC), filed petitions in the electoral court contesting the results from thirteen constituencies. According to MDC representatives, there were "massive fraudulent acts" such as ballot stuffing and intimidation in these thirteen constituencies during the days leading up to the polls.

MDC spokesman Paul Themba-Nyathi said, "We could have submitted more but we are pressed both for time and resources, and we believe that thirteen are enough to make the statement we seek to make-that the elections were rigged."

# AFRICA'S CENTURY AND

< By Maurice Tempelman >

South Africa's president, Thabo Mbeki, is the most articulate proponent of the idea that the 21st century will be Africa's century. Addressing the myriad challenges facing Africa is without question among the most significant issues of our time, but one still needs to ask what is meant by the notion of Africa's century? And what will be the American role in Africa's century?

In certain respects, the contours of Africa's future are evident. A new generation of democratically elected leaders has emerged throughout the continent. These leaders are committed to greater transparency and genuinely improving the lives of their citizens. In some countries, such as Nigeria's transition from dictatorship to democracy, and South Africa's peaceful transition from apartheid to democracy, the change has been breathtaking. The New Partnership for Africa's Development, with the Peer Review Mechanism as its most important innovation, underscores how important governance has become to all segments of African society. It also conveys Africa's determination to take greater control of its own destiny, especially in its relationship with industrialized nations.

Given the decrease in conflict across the continent, the growing strength of civil society and pressures from donor nations, this trend will only grow stronger.



*Aerial view of Johannesburg's business district*

Closely connected to the emergence of democratic governance are economies that increasingly are well managed, investor-friendly and export-oriented. It is no accident that 15 countries in Africa, including Uganda, Ethiopia and Mozambique, have averaged growth rates of over 5 percent per year since the mid-1990s. The economic crisis of the 1970s and 1980s, when inflation was rampant, budget deficits large and, in too many countries, corruption

# THE UNITED STATES



expectation, and, probably, not what President Mbeki had in mind.

After all, conflict in Africa has left 15 million homeless in their own countries, and another 4.5 million seeking refuge in neighboring countries. The residue of conflict and its continuation in places such as Darfur and eastern Congo, ensures that governance and economic growth will be stunted for at least the next generation in critical parts of Africa. HIV/AIDS is eroding Africa's skills base which it will need to grow and is stretching social systems to their breaking points. And the more than 300 million people who live on a dollar a day or less ensures that critical institutions in various countries will remain weak for the foreseeable future. Democracy and economic growth will be fragile at best in this environment.

Therefore, the core of Africa's century appears to be predicated on an irreversible movement toward transparent and more representative governance in Africa, in both the political and economic spheres. The primary question revolves around the breadth, depth and pace of this movement.

The challenge for the United States is to redouble its embrace of this movement of good governance while attending to its other interests in Africa. It remains to be seen, therefore, on which issues future American policymakers place their emphasis in terms of diplomacy and resources.

In the near-term, Africa's energy will grow in importance to the United States, which is expected to import 25 percent of its oil from countries in West and Central Africa by

unchecked, has been transformed by African countries seeking to attract foreign investment, entrepreneurs aspiring to enter the U.S. market and efforts throughout the continent to create regional markets.

So, would an African century be one where all 53 countries have democratically elected governments, sound economic governance, and educated and healthy citizens? While that may be an aspiration, it is certainly an unrealistic

## AFRICA'S CENTURY AND THE UNITED STATES

*Continued from page 7*

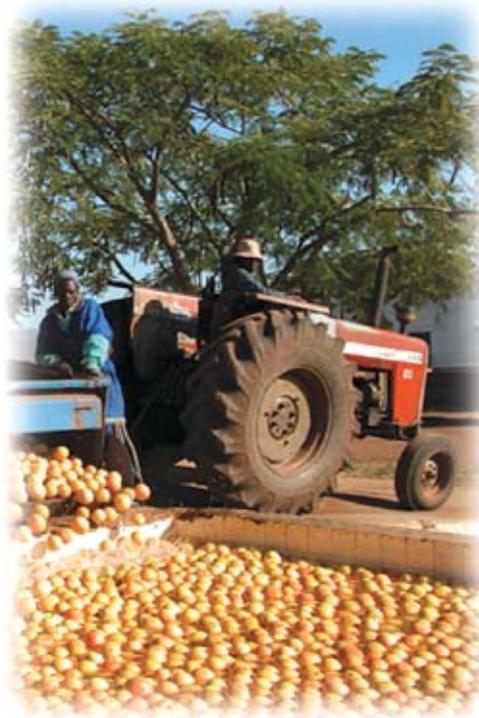
2015. As a result, the countries in and surrounding the Gulf of Guinea will receive heightened and sustained attention from policymakers in Washington. It would be a mistake, however, if the U.S. were to define security of energy supply solely as keeping tanker lanes open and oil platforms protected.

With Sub-Saharan governments projected to bring in over \$200 billion in oil revenues over the next decade, according to the World Bank, the U.S. would be well served to place equal emphasis on ensuring access to supply as on accountability for those oil resources, especially ensuring that those resources are invested in human and social development.

American companies, especially those working in the extractive sectors, will be expected to play an increased role in addressing development issues. While no company can or should substitute for any aid agency or supply services that are government responsibility, there are new realities that companies must address. For example, U.S. oil companies are making anti-malarial mosquito nets available and helping to establish critical infrastructure in regions of otherwise nominal interest to their commercial endeavors. In West Africa, companies are mobilizing resources to extend the life of cocoa bushes as well as contributing to education and health programs. Where government's capacity to deliver resources is weak, companies increasingly will be expected to make contributions in addition to those made in the normal course of business.

The realities of the post 9/11 world requires the United States to forge the type of partnerships with African governments that strengthen their capability to counter terrorism and its spread. The Bush Administration has initiated important anti-terrorism programs in eastern Africa, which will be essential to sustain and build on. Equally important is the successful implementation of the Millennium Challenge Account. As Africa strengthens its infrastructure and the private sector becomes more active in

creating jobs and stimulating growth, the incentives for those inclined to choose terror as a way of life will diminish. The reality is that hunger, poverty and ignorance are as much contributors to terrorism as is anti-American ideology.



The U.S. role in Africa will also be shaped by China's determination to expand its influence on the continent, which has become formidable. China is rebuilding Nigeria's railroad network. In Rwanda, Chinese companies have paved more than 80 percent of the main roads. In more than a dozen African countries, Chinese firms are searching for oil and gas and rebuilding electricity grids and telephone.

While these projects contribute to the improvement of Africa's infrastructure, it is also apparent that China intends to compete actively for energy resources in Africa. More troubling is China's willingness to work closely with regimes in Africa, such as Sudan and Zimbabwe, who have been sanctioned by the international community for their violation of basic human rights.

The challenge is steep, therefore, for Africa to create a century where accountable governance is widespread and the continent is a full partner in the global economy. In this context, the United States has a leadership role to play. Initiatives such as the African Growth and Opportunity Act have generated tens of thousands of new jobs and led to significant new investments. This initiative has to be safe guarded and expanded upon. Other initiatives such as the Millennium Challenge Account and PEPFAR (The President's Emergency Program for AIDS Relief) need to be fully funded and vigorously implemented. Moreover, the U.S. has to work closely with its G8 partners to ensure that maximum resources can be leveraged and used effectively, especially as it concerns institutions of governance.

The 21st century can indeed be Africa's century. It will not happen, however, without strong leadership from Africa and the unwavering support of Africa's friends, especially the United States.®

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*Maurice Tempelman is Chairman, Lazare Kaplan International, Inc. and Chairman Emeritus, Corporate Council on Africa Board of Directors.*

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## Dragon Ascending

China's growing economic relationship with Africa < By Clifford A. Shelton >

### China's interest in Africa

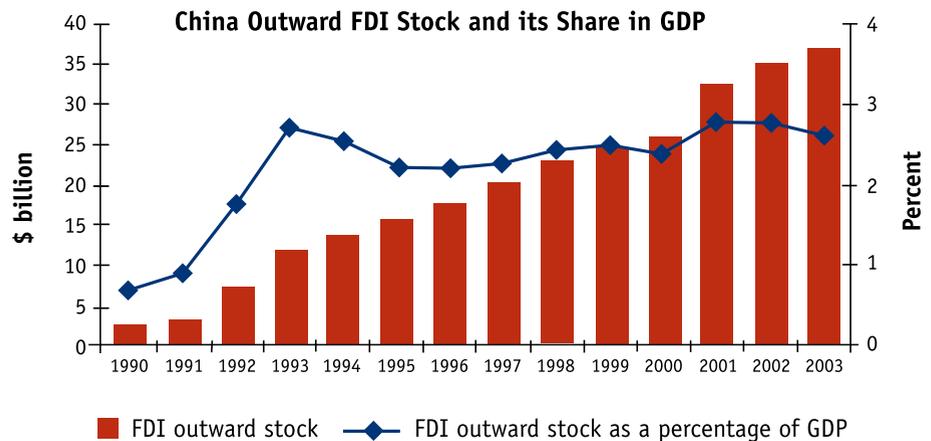
as a destination for trade and investment is on the rise.

Strengthened by its own steady, yet precarious, growth rates, which are approaching 10% per year, China's outlook is spreading beyond its own region. China has recently surpassed Japan as the country holding the largest trade surplus with the U.S. and trails only Japan as the largest holder of U.S. Treasury Bills.

Analysts have project that

China's economy will overtake Japan's by 2015 and America's by 2035. The raw materials critical to this growth have brought Africa closer to China's orbit. Chinese and African leaders eye further cooperation; economic ties between China and Africa are set to shape their future exchanges and create a model for south-south cooperation

Bi-lateral trade and economic cooperation has been facilitated by organizations such as the China-Africa Cooperation Forum (CACF) and the China-Africa Business council established this year. China's bilateral trade with Africa has risen significantly following the economic reforms and trade liberalization in the 1970's. By 2000, the CACF's founding year, Sino-African trade grew to \$10 billion. The organization founded on the basis of promoting "equal negotiation, enhancing understanding, increasing consensus, strengthening friendship and promoting cooperation" has, in four years, contributed an increase to \$18.5 billion. The last decade has seen a 700% increase in trade volumes between the two regions.



Source: State Statistical Bureau, PRC, China Statistical Yearbook, 1996-2004

### Win-Win Proposition?

The pattern of some Chinese investment has drawn criticism for their involvement in political contentious environments including Angola, Sudan and Zimbabwe. Despite brimming political conflict in the country, China has invested over \$3 billion in mining, steel and infrastructure. This fact demonstrates China's ability to de-link investment decisions from domestic politics and their ability to cope with volatile political and economic environments. China's rapid economic growth is dependent on a steady and abundant supply of raw materials. Raw material imports of oil, iron ore, cotton, diamonds and timber make up over 85% of imports. In exchange, China is willing to offer long-term FDI to Africa.

#### Increased appetite for risk

In recent years, Chinese investors have been taking more risks as more Chinese companies are investing in Africa, from the traditional housing and road construction, to petrochemical, communications, and mining. Some high-tech companies, especially those in communications and software, are also entering the continent.

Chinese FDI in Africa has grown steadily and exceeded \$35 billion 2003. A 2000 survey conducted by the Ministry of Foreign Trade and Economic Cooperation of 100 Chinese transnational corporations revealed that Africa is a major priority region for overseas investment vs. other developing market regions.

Rapid growth in investments and trade between the two regions can be expected to continue, however the potential scope of these activities is yet to be determined. Mutually beneficial economic integration tends to be self-reinforcing. The Chinese government has pledged to increase trade between the two regions to \$30 billion by 2006. Achieving this target in a sustained manner could indeed make win-win synonymous with south-south cooperation.®

*Clifford A. Shelton is a graduate student at The Fletcher School of Law & Diplomacy, Tufts University. He also advises the Beijing, China-based Yeako Investment Company on trade and investment opportunities in Africa.*

*For additional information, contact Clifford Shelton: at tel: 914-552-0824 or e-mail: Clifford.Shelton@tufts.edu*

## American Successes in West Africa

**Working** as part of the Corporate Council on Africa's overseas programs, the West Africa International Business Linkages (WAIBL) program has generated over \$200 million in transactions between the United States and West Africa since 1999. With a mission to increase commercial partnerships between businesses in the U.S. and West Africa, this USAID funded program focuses on establishing joint ventures, import/export transactions, and equity partnerships. WAIBL has successfully matched up companies from the IT and telecommunication, construction, transportation, agribusiness, textile, and handicraft sectors, creating valuable deals across the Atlantic.

After putting companies in contact with each other, WAIBL supports their efforts by constantly following up with the companies to prevent confusion and provide support, offering marketing and packaging advice, helping the companies understand the varying business climates of their respective countries, and performing any necessary market research. WAIBL boasts over 700 transactions, and has exemplary project success stories in the transportation, textile, and telecommunications sectors.

### Transportation

TransAtlantic Corporation, an international trading and development company based out of Houston, Texas, exported eight American coach buses to a Cameroonian company La Messagerie Centrale. The transaction, which was completed in November of 2004, is worth over 2 million USD and supports the purchasing and acquisition of the buses from the United States.

After being put in contact with TransAtlantic Corporation, WAIBL

introduced the company to a Cameroonian business consultant. Through contact with the business consultant, Transatlantic Corporation was identified as a potential supplier for La Messagerie Centrale, a company seeking to purchase buses for public transportation in Cameroon. Its transportation needs will be satisfied with American goods, and the buses received will be used for inter and intra city transportation, helping boost infrastructure in Cameroon. WAIBL also assisted the two companies in securing financing from the U.S. Export-Import Bank in the form of a medium-term loan guarantee.

### IT & Telecommunications

During its 2001 U.S.-Africa Business Forum in Lagos, Nigeria, WAIBL arranged a meeting between Nigerian company OK Computers and Total Services Solutions (TSS), a Lanham, Maryland-based technological services firm. After being put in touch by WAIBL, the companies decided to launch a hi-tech Community Resource Center together in Abuja, Nigeria. The first center, which provides Nigerians access to the Internet and other technology resources, was established on February 19, 2002 and is such a success that five additional centers have been opened Bauchi, Kaduna, Clabar, Enugu, and Abeokuta, Nigeria. After establishing a partnership with TSS, OK Computers once again approached WAIBL for help with equipping their centers. WAIBL introduced the Nigerian company to Laptop Dogs, a U.S. company specializing in used and refurbished IT equipment. Laptop Dogs has been filling orders for OK Computers since



*TransAtlantic Corporation of Houston, Texas and La Messagerie Centrale from Cameroon enter into \$2 million business deal in which 8 buses were sold to Cameroon to support the country's infrastructure.*

the establishment of the first center in Lagos, and continues to provide equipment to them as the rest of the centers operate. Through the WAIBL program, this joint venture and export transaction has successfully brought benefits to U.S. businesses, Nigerian businesses, and local Nigerian citizens.

### WAIBL at the U.S.-Africa Business Summit

WAIBL's efforts to establish business linkages between West Africa and the United States have taken many forms, including exportation of U.S. equipment, the transfer of technology, and importation of African agricultural and textile products. As CCA's 2005 U.S.-Africa Business Summit approaches, WAIBL is focusing on renewable energy projects in various West African countries, most notably the Gambia and Mali. WAIBL is looking to introduce high-tech U.S. renewable energy equipment and experienced project directors to interested West African companies.®

*For more information WAIBL's success stories, which extend to the agribusiness, technology, textile, construction, and infrastructure sectors, please contact WAIBL Program Director Esther Dassanou at [edassanou@afriacncl.org](mailto:edassanou@afriacncl.org) or visit [www.ccawaihl.com](http://www.ccawaihl.com).*

## Accessing Emerging Markets Through Business Partnerships

With a ten-fold increase in global trade, South Africa is one of the most promising markets in the world and Africa's most developed economy.

A trade or investment partnership with a South African company is one of the most effective ways to access this market and also the rest of Africa.

CCA's South African International Business Linkages (SAIBL) program, partners U.S. companies with pre-vetted South African small and medium enterprises. (SMEs) owned and/or managed by people of color. These companies are known as Black Economic Empowerment (BEE) companies.

Similar to U.S. minority business initiatives, the goal of South Africa's BEE strategy is to include people of color in South Africa's mainstream economy. A substantial part of the BEE strategy is devoted to preferential procurement from BEE companies managed or owned by people of color.

Through a partnership with a BEE company, foreign companies can become better positioned to access tenders and contracts.

The SAIBL Program both introduces SMEs into the supply chain of corporations and facilitates import-export partnerships or joint ventures.

### Supplier Diversity and Local Content

SAIBL helps companies to meet and increase their Black Economic Empowerment goals by introducing pre-vetted supplies into their procurement processes. For U.S. companies, South African corporations, and multinationals, SAIBL identifies pre-screened South African partners and suppliers.

### Matchmaking

SAIBL brings together qualified BEE business partners and suppliers for procurement contracts and tenders; import/export; distributorships; trade and marketing partnerships; licensing and franchising; equity investments; and joint ventures.

### Capacity Building of South African SMEs

SAIBL supports small and medium BEE companies to access local and international markets. SAIBL provides training, business support services, and funding for these companies to meet international standards of management, quality, and competitiveness.

### Agribusiness

With agricultural experts based across South Africa, SAIBL's Promoting Agribusiness Linkages (PAL) component helps historically disadvantaged agribusinesses gain access to mainstream commercial markets in South Africa and internationally. SAIBL also opens doors for U.S. businesses seeking trade and investment partnerships in South Africa's robust agricultural sector.

SAIBL's Washington, D.C.-based agribusiness team identifies potential business opportunities involving products such as beverage and cosmetics ingredients, wines, cheeses, seafood, and natural plant products.

### Regional trade

SAIBL's regional trade program helps historically disadvantaged South African small and medium enterprises find new export markets in Botswana, Lesotho, Swaziland, Tanzania and Zambia. Services cover various aspects of cross-border trade, customs regulations and duties, trade terms and conditions of payment, insurances, and certification.

### SAIBL Success Stories

**Desta Power Matla, a South African manufacturer of electrical transformers, serves approximately 350 clients, ranging from municipalities and shopping centers to small contractors. SAIBL helped provide Desta's more than 200 employees with adult basic education and literacy classes. SAIBL also worked with Desta to develop its business plan, obtain financing, and export into the rest of Africa.**

### Lindiwe Wines—Agribusiness

**Lindiwe Wines was established to penetrate the highly competitive South African and international wine markets. SAIBL helped Lindiwe Wines attend international trade fairs and to develop a marketing strategy for South Africa, the United States, and other markets. As a result, the company's wines are now sold internationally and carried by Spar and Pick'n Pay, two of South Africa's largest retail outlets.**

### Yenza Manufacturing—Automotive

**Yenza Manufacturing is one of South Africa's first historically disadvantaged enterprises to manufacture parts for the international automotive industry. The company supplies chassis support brackets, battery trays, and other components to three auto giants in South Africa—Daimler Chrysler, General Motors, and Volkswagen. SAIBL helped Yenza develop its quality management system and funded training and travel to overseas trade shows. ☉**

*The SAIBL program is funded by the United States Agency for International Development and implemented in partnership with ECIAfrica. For more information contact (in Washington) Charity Hanif at [chanif@africacncl.org](mailto:chanif@africacncl.org) or (in Johannesburg) John James at [john.james@eciafrica.com](mailto:john.james@eciafrica.com)*

*The SAIBL program has generated more than US\$600 million (R3.6 billion) in business transactions for South African and American companies. It has helped create more than 11,000 jobs.*

## Computer Frontiers, Inc.

Computer Frontiers, Inc. is a global information communications technology (ICT) company serving the African market since 1996. Computer Frontiers provides a wide range of connectivity, Internet applications, VoIP solutions, wireless and local area networking, technical help desk services, call center operations, and professional ICT consulting services.

Computer Frontiers, Inc. employs seasoned ICT professionals from Africa and the U.S. who understand and excel at working within the local African environment. Our team of technical ICT staff are further supported by a cadre of experienced strategic planning and business process reengineers, technical project managers, contract administrators, and logistical support staff maintained by Computer Frontiers to help ensure that our ICT projects succeed to our client's satisfaction.

With affiliated companies in the U.S., Kenya, Ghana, Rwanda, Senegal and Uganda, Computer Frontiers offers expertise and technologies that help local companies and organizations to communicate, manage and grow their business in a global economy. Our vision is to satisfy our customers' specialized IT needs and to help them succeed.

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## Human Resources Development Institute, Inc. (HRDI)

Human Resources Development Institute, Inc. (HRDI), founded by Dr. C. Vincent Bakeman and Doris M. Lomax is headquartered in Illinois, and is one of the States most successful and prominent health and human service organizations, specializing in programs that help to improve the lives of more than 13,000 people annually.

The agency administers services to a multi-cultural population through more than 40 programs nationwide. HRDI's programs address issues in alcohol and substance abuse; youth prevention; Family Services; community health; case management; mental health and disabilities; alternative youth education; HIV/AIDS prevention and education; corrective services; and gambling prevention and education. The success of the 30-year old Agency's efforts in Illinois has brought it to the attention of the global market, creating a leadership interest in expanding services to help people in other countries.

Over the past 15 years, President and CEO, Dr. Terra Thomas, and her highly trained executive team have done significant work on the continent of Africa, by providing consultations, trainings, presentations and professional interest tours to behavioral and mental health care professionals.

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Structured Credit International Corp. (SCIC) is a New York-based financial advisory firm established in 1999 providing financial advice for clients mainly in emerging markets. SCIC provides creative solutions based on its broad contacts and expertise in asset and mortgage backed securities, debt capital markets and credit ratings.

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- (ii) Evaluated the portfolio performance of an African central bank's externally managed dollar reserves, recommending a new benchmark, guidelines and managers; and
- (iii) Made an internal assessment of its creditworthiness for East African Development Bank before it proceeded with obtaining a formal credit rating

Says Mahesh Kotecha, President of SCIC: "African borrowers must use structured finance technology to overcome real and perceived risks to access international and domestic capital markets for housing, SME, infrastructure, corporate and consumer finance."

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*For additional information contact Mahesh Kotecha at 212-605-0123 or visit [www.4scic.com](http://www.4scic.com).*

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## Energy Outlook: Africa is Key to Meeting the Challenge < By Scott Nauman >

**Big** changes are expected between now and 2030. The world's economic output is anticipated to be four times what it was in 1980. Much of this growth will come from economically developing countries in Africa, the Middle East, India and emerging Asia, where the economies are expected to grow about two times faster than industrialized countries.

A quarter century from now, the world's population is expected to be about 8 billion people—25 percent higher than today. Ninety-five percent of this population growth will be in developing countries, where changing demographics and increasing income levels are expected to significantly impact the world's energy demand patterns over the next few decades.

beyond what we use today. Total energy demand is expected to grow by 50 percent—from about 220 million to 335 million oil-equivalent barrels per day. To put that in perspective, such an increase in oil-equivalent demand would be more than 10 times the current output of Saudi Arabia.

We expect that oil and gas will continue to be the world's primary source of energy through 2030, accounting for about 60 percent of the energy supply. Oil demand, driven by growth in transportation, is expected to have an average annual growth rate of about 1.5 percent. We foresee

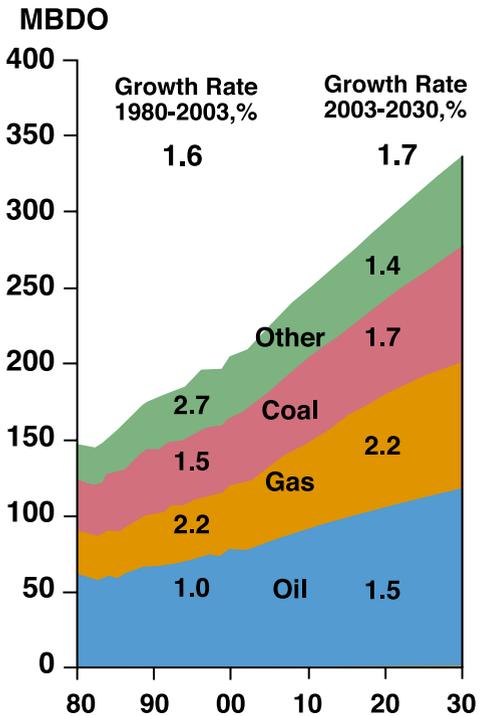
demand for natural gas rising more than 2 percent per year, increasing to a 25 percent share of total energy supply by 2030.

The third primary energy source will remain coal, for which we project annual average growth of 1.7 percent per year. We expect increased emphasis on the development of economical clean burning coal technology.

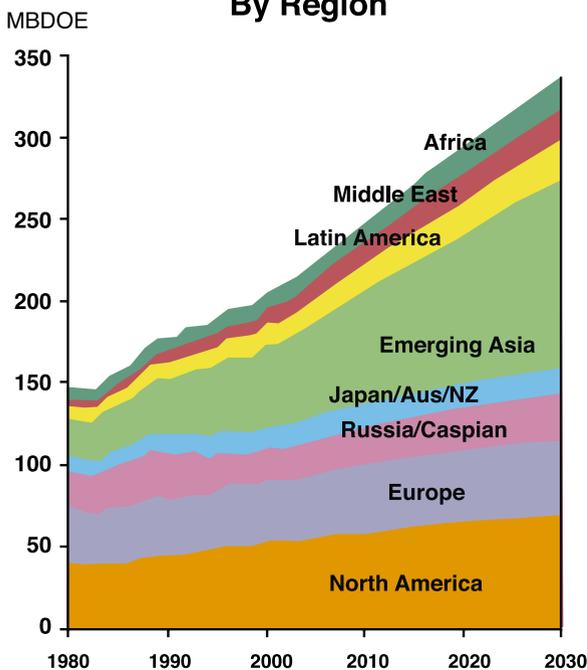
As for other energy sources, growth in hydro is expected at

just over 2 percent while nuclear growth remains comparatively low at less than 1 percent. Biomass, which includes traditional biofuels such as wood and municipal solid waste, will

### Oil & Gas Are Primary Source



### World Energy Demand By Region



ExxonMobil expects global demand for all forms of energy to grow at about 1.7 percent per year between now and 2030, resulting in a huge increase

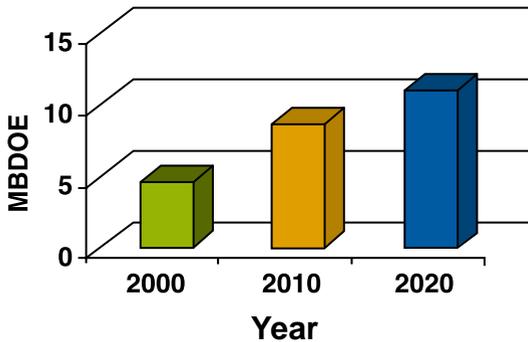
similarly show low overall growth of just over 1 percent. We don't anticipate any technology breakthroughs for production of liquid biofuels such as ethanol over the next 25 years.

We also include wind and solar energy in our outlook, with growth of about 10 percent driven by subsidies and related mandates. Even with these high annual growth rates, by 2030 the contribution of wind and solar to global energy needs is projected to be only about 1 percent.

What all of this means - and without discounting the importance of working on alternative energy approaches—is that for decades to come the key issue in energy will be how to find and produce sufficient quantities of oil and gas to support global economic activity and prosperity for a growing world population.

The energy industry's immediate and ongoing task is to replace the decline in existing oil and gas production from established and mature producing

### Sub-Saharan Africa Oil & Gas Production (Projected)



areas. We must add supplies to both replace the decline in current production and to meet a continual growth in demand for oil and natural gas. Though these realities make doing business more challenging in many ways, they can all be successfully addressed by access to resources, applying the proper economic and business fundamentals, and innovative technologies

ExxonMobil's focus over the next 25 years will be to increase oil and gas production from the growth areas of Africa, the Middle East, Russia and the Caspian. In the case of ExxonMobil, production from these regions will increase from 20 percent of today's volumes to 40 percent of 2010 volumes.

Under most projections, Sub-Saharan Africa will be a major contributor to the world's energy supplies in the future. ExxonMobil estimates that the oil and gas produced from sub-Saharan Africa will increase from 4.5 MBOED to 11 MBOED through 2020. This increased production of oil and natural gas will come not only from traditional producing countries, such as Nigeria, but also from other countries, such as Angola, Equatorial Guinea, Republic of the Congo, Chad, Cameroon and Gabon.

Africa is a significant and growing part of ExxonMobil's global portfolio. One-quarter of the Corporation's capital expenditures are being made in Africa.

increase from 0.6 MBD to 1.0 MBD. We are also working to commercialize natural gas resources in Nigeria and Angola using our LNG technology.

One key to ExxonMobil's growth in Africa is and will continue to be the application of our leading-edge technology, which is the lifeblood of our ability to pursue opportunities in new geographic locations and ever-harsher climates. As a corporation, ExxonMobil spends about \$600 million a year on technology research and development across the whole range of disciplines. Technical advances in exploration, development and production have underpinned our industry-leading success in finding more resources and in producing them economically in a safe and reliable way.

Another key to ExxonMobil's growth in Africa has been our focus on hiring and training people from the local communities. Over the life of a project, an increasing number of national

We are currently producing in five countries: Angola, Chad, Cameroon, Equatorial Guinea and Nigeria. Exploration and development activities are underway in six additional countries: Niger, Sao Tome and Principe, Madagascar, Senegal, Guinea-Bissau and the Congo. By 2010, we expect our Sub-Saharan oil production to

employees are brought into operational and leadership roles. We fund and implement our own technical and apprentice training programs, using both in-country and international educational opportunities. Technical training is often extended to the national oil companies with which we partner. And these efforts include developing qualified suppliers to support local purchasing of goods and services.

The years ahead present significant challenges for finding and developing affordable and reliable energy supplies. Africa's role in meeting this challenge will be just one of many topics that will be discussed at the Corporate Council on Africa's 2005 U.S.-Africa Business Summit. The Corporate Council on Africa is an organization at the forefront of Africa's ever-increasing role in the world's economy. It hosts the biennial summit to promote commercial and social development in Africa through enhanced trade and investment ties between the United States and Africa's 53 nations. ☉

*Scott Nauman is Manager, Economics and Energy, Corporate Planning for Exxon Mobil Corporation*

*ExxonMobil is a member of CCA and a major sponsor of this conference because we understand the importance of developing the vast human and natural resources of Africa to meet the challenges of tomorrow.*

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## How Business is Helping to Bridge Africa's Digital Divide

< By Desi Lopez Fafié >

Those of us who travel regularly around Africa can't help but notice the increasing presence of information technology (IT) in our everyday lives. African governments and businesses today are using IT almost routinely to improve efficiency, reduce complexity and lower costs.

Companies and governments alike across the continent are already using IT to establish their leadership and to stay abreast of international developments. IT provides the opportunity for continuous improvement, helping companies to improve their quality of service.

At the same time, there is little doubt that there is a large "digital divide" between Africa and the industrialized world, where many of the larger companies are now investing in their third or fourth generation of IT solutions. How, one might ask, can Africa ever catch up?

The wonderful thing about IT in general and enterprise software in particular is that it is a great leveller. Organizations large or small don't need to go through the growing pains, experimentation and developmental stages that characterised much IT investment in the developed world. The latest software and associated hardware is universally available, at affordable prices, enabling companies to aspire to world-class levels of efficiency without going through all those learning stages.

The role of the private sector is critical in bridging the digital divide between Africa and the developed world. Oracle has long been a strong supporter of the concept that IT can help to accelerate social and economic

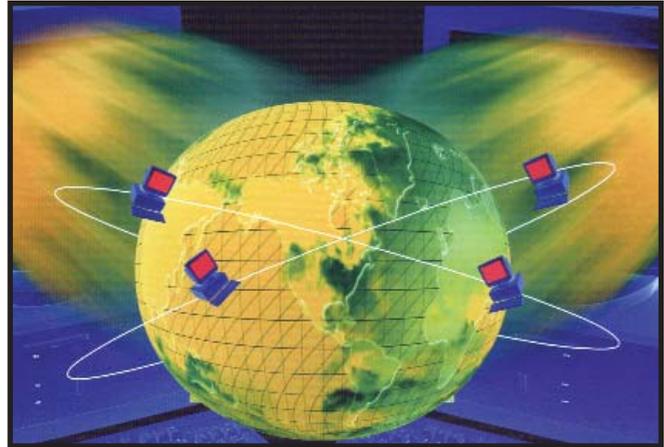
development in Africa. Oracle practises this through its own education initiatives and especially through participation in the New Partnership for Africa's Development (NEPAD).

Oracle has chosen to sponsor NEPAD for three reasons. First, it is imperative that there is a public-private sector partnership helping Africa to develop. Oracle recognizes that joint efforts in the development process can only strengthen these initiatives and help ensure their success.

Secondly, Oracle shares NEPAD's belief that IT can be an enabler in the development process. We have the tools to achieve skills transfer using distance learning programs, as well as academic initiatives around the continent and other efforts that help the process.

Thirdly, NEPAD and Oracle share the view that there is a very strong need for African countries to collaborate on bilateral trade within the continent and to encourage sharing of experiences and information between African economies. Bilateral trade, however, requires a technology infrastructure, powered by a database, because investors need to know where to invest and where to trade.

NEPAD has made a great start in this area but there is still so much to be done. Commercial data today in Africa is neither correct nor up to date. If we could establish a database containing all relevant data, accessible across



borders and kept up to date, then all the chambers of commerce could share information and benefit economically.

Intangible assets are forecast to represent 90% of global trade in 2020, so it is clear that knowledge and skills will become central resources, and information technology plays an important role in supporting that shift. We know that countries that are better organized around this notion of knowledge and skills are those that today are best placed to compete globally. It is a central factor to development.

Intelligent use of software can help organizations in the private and public sectors alike know more about every aspect of their operations, and do more with that information, while spending less on IT than ever before. Today's business software enables small companies to compete more effectively with large ones and developing nations to compete on a more equal footing with industrialized countries.

Banking is an excellent example. One of Africa's leading central banks has just completed its implementation of state-of-the-art computer software designed to deliver world-class levels of efficiency and transparency.

More examples are given by African

governments. Information and communications technology can and will play a vital role in transforming government service delivery across Africa. African governments face challenges no different to those faced by their counterparts across the world. Many are addressing dramatic transformation driven by the need for three things: improved service to citizens and businesses, improved efficiency and cost savings, as well as ensuring security and safety for the society.

Governments are focusing on the importance of implementing a robust IT infrastructure that provides flexibility and scaleable infrastructure. Governments need to manage budgets better, provide services that meet public demand for efficient and continuously available government services, and increase transparency and accountability.

The state is the largest economic actor in any country and consequently faces several challenges. In addition the state is typically the biggest procurer in the economy (20% of all GDP is Public Sector consumption) and hence needs systems that allow easy management of large-scale procurement. In addition, the governmental administrative burden for business amounts to 2-3% of GDP and much of that burden falls on the smaller enterprises. Some challenges, such as poverty, pollution and security, can only be solved with a governmental drive.

A practical example of how government can address its role through new technology is illustrated by the use of technology in e-procurement. Many of Oracle's public sector customers have shown that the use of technology in procurement can not only improve efficiencies for the government, but also can ultimately help to streamline economic activities. It allows smaller companies to enter the procurement cycle of government and gives the required visibility and transparency. Costs have been

reduced by as much as 50% in some instances.

Many of Oracle African Operations public sector customers have already benefited from using information technology with improved processes. These include central banks such as the Bank of Uganda, the State Bank of Mauritius, and numerous Ministries (Finance, Education and Central Banks) across the continent that use Oracle's software to improve their processes - both internally and externally to citizens.

Oracle has contributed significantly to the technological development of Africa, and continues to do so. This is not confined only to providing software solutions for Africa's public and private sectors but also includes training and skills development through participation in various events and academic initiatives.

Knowledge transfer is the key to all development efforts and so provides software, curriculum, training and certification resources to institutes for advanced education via the Oracle Academic Initiative (OAI). The aim is to enable colleges and universities to use these cutting-edge resources within degree programs, helping them to educate their students effectively with strong, industry-relevant skills.

Businesses like ours have the ability to contribute to

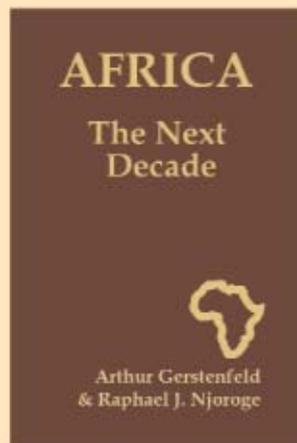
identifying solutions that will address skills transfer to a wider audience and not just the happy few that have access today to computing technology. This can be done using distance learning programs and the Internet as a vehicle.®

*Desi Lopez Fafié is Managing Director, African Operations, Oracle and a member of the Corporate Council on Africa Board of Directors.*

*Oracle Corporation is the world's largest enterprise software company. Its fully Internet-enabled product line covers database technology and business applications and is used in 98 of the Fortune 100 companies and in nearly every industry.*

*Oracle African Operations has offices in Abidjan, Algiers, Casablanca, Dakar, Lagos, Nairobi and Port-Louis. With a network of more than 120 partners, Oracle is represented in almost every country on the continent and has a broad range of clients, including government, financial, manufacturing, primary industries and education.*

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## Nacala Corridor-The New Gateway to Southern and Eastern Africa

< By Jack Edlow >

The breeze gently rustles through the palms along the pristine white beach, as the sun glistens on the blue waters of the Indian Ocean along the Mozambique Channel. Traders gather along the quay as vessels call to discharge their goods. Trucks rumble through town and the whistle calls as the train leaves for Malawi. It is a paradise, but little known to the outside world. Long isolated by the war in Mozambique and years of under utilization, the port of Nacala remains the lifeline for Malawi and an increasingly important focal point for the development of northern Mozambique.

But on January 10, 2005, a unique public private partnership of U.S and African companies took over the Nacala Corridor, including the port and rail operations in Mozambique to add to the rail concession already operated by the consortium in Malawi. Soon, work will begin on the extension of the railroad into the eastern province in Zambia with the terminus in the city of Chipata.

This unique project, which has taken years to bring together, combines the efforts of CCA member Edlow Resources, Ltd. and Railroad Development Corporation of Pittsburgh, Pa. Also involved is Manica, a privately owned Mozambican port operator, CFM, the Mozambique national ports and railways company and a group of private Mozambican investors. Malawi investor groups are also planning to invest.

Edlow has been investing in Mozambique for over twenty years and knows the country and its potential well. The northern part of the country has been fairly isolated as the distance from the capital, Maputo, in the south is over 1000 miles and infrastructure has been lacking. But now

Mozambique is experiencing explosive growth with world class projects under development. The north is ready for its turn as well. Tourism has come to nearby Pemba, north of Nacala, with several five star hotels built in recent years. Mineral and agricultural projects are now springing up along the rail corridor.

Malawi, which is landlocked, has historically relied on the port of Nacala for its imports, including liquid fuels, fertilizers and from time-to-time food aid, mostly maize. Exports include sugar, tobacco, tea and increasingly cotton.

Eastern Zambia, as well, has found that trade with and through Malawi is more economic than with more distant Lusaka.

But until you take the trip to Nacala, you cannot begin to understand the potential of the area. Firstly, it rivals Sydney and Hong Kong for sheer beauty of the harbor. But then again, it is a natural harbor and very deep. In fact, any ship in the world can enter the immense bay. The other main ports of Mozambique include Beira and Maputo, both very shallow and require constant dredging to remain open. Even Durban and Capetown offer only distant options and they are becoming too congested. Nacala is perfectly suited to become a major hub port for one or more mega-shipping line with regional feeder services from Mombasa to South Africa.

The Nacala consortium negotiated concession arrangements with Malawi and Mozambique but needed to find



Secretary Powell, Presidents Chissano and Mwanawasa and Vice President Malewezi watch OPIC President Peter Watson sign the financing agreement with the Nacala consortium.



Nacala port from the air

financing for the \$30 million of rehabilitation work necessary to return the port to full potential and to repair the notorious 77 km of badly worn track that hindered the otherwise rebuilt rail line in northern Mozambique. After two years of effort, the U.S. Overseas Private Investment Corporation (OPIC) offered to provide the necessary finance and terms were agreed.

This project presented special issues that took time to resolve due to its cross-border nature, yet both the Malawi and Mozambique governments were committed to bringing the Nacala Corridor into being. Zambia officially joined the Nacala Corridor in 2003 and the final step is to extend the rail line to Chipata and this phase is now being studied.



When completed this project will be the only three-country railroad in the world under single operating management. Along with the port, it will offer freight service from the heart of Africa to the

whole world. It is an important example of public and private investment supported financially by OPIC and encouraged by the U. S. Department of State.

Mozambique is qualified by the Millenium Challenge Corporation (MCC) and both Malawi and Zambia are MCC-threshold countries. The privatization of the Nacala Corridor should encourage the MCC and other private investors to invest and develop projects along or near this efficient transportation corridor. There are abundant investment opportunities along the Corridor and the region offers substantial resources to support development, including power from world-class hydro projects. ©

*Jack Edlow is President of Edlow Resources, Ltd.*

*Potential investors are urged to contact the governments involved or the Nacala Corridor project itself.*



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DaimlerChrysler Corporation is committed to Africa and the development of all its people. We salute the efforts of the Corporate Council on Africa.

## The Action of Agribusiness in Africa <By Mima S. Nedelcovych and K. Alonzo Dority>

Globally, agribusiness is critical to economic, social and trade development. The efficiency and security of food production, processing and distribution is among the primary necessities of a country's sector diversification and growth. Structuring this need into commercially viable operations is key to a population's sustainability from which other necessary operations can develop. In Africa, where many of the population's needs are under-developed, a strengthened agribusiness sector can be a catalyst to the continent's economic sustainability and expansion. U.S. trade and investment in African agribusiness can ignite the sector's growth, resulting in exponential effects on the region's rate of development.

Agriculture is a critical sector in the capitalization of a nation's natural resources, making it a primary element on which a country can build wealth. The demand for food production has historically lead nations to develop sophisticated agribusiness sectors that, in turn, has demanded the development and of other critical sectors, including transportation, energy and communications. However, in much of Africa countries have struggled to develop their agriculture sector to a level of sophistication that can serve even their own populations. To meet local consumption needs, products are imported from outside the region and thus industries related to facilitating internal mass production and distribution are left with little commercial motivation to develop.

The current challenge to African agribusiness is competition in local and regional markets. Often, the production and transportation cost of locally produced goods often cannot compete with imported goods or with the cost/time ratio of subsistence farming. Yet without sufficient market share, capacity building in agribusiness or the supporting sectors isn't commercially viable leaving

little options to bring down costs of production. U.S. trade and investment can play a critical role in overcoming these challenges by identifying supplemental markets and providing solutions for the expansion of existing markets.

U.S.-Africa Trade offers new distribution markets as well as new production technologies and techniques. High grade inputs, equipment and expertise from the U.S. will maximize production while minimizing cost. The benefits can be used to expand local and regional trade capacity. The longer-term results include increased expansion and diversification, including value added products, to compete with imported products creating demand for human capital development, expanded infrastructure and more sophisticated banking services.

The equipment and expertise needed to meet international quality and quantity standards will require capital infusion. U.S. partners familiar with the consumer are ideal to provide such assistance. The AGOA 3 legislation includes specific language encouraging such actions, allowing the U.S. government to assist development of such activities. American companies who recognize the importance of these roles are active through business groups. Working with African partners as well as with the U.S. government, several of these groups strive to create such opportunities and incentives to attract investors into African agribusiness.

The mission of the Corporate Council on Africa's Agriculture Task Force is to increase external private investments into the African agricultural sector. Comprised of American businesses interested or already involved in agribusiness throughout the continent, the Task Force works to expand markets for African produced products in the domestic, regional and international markets. The Task Force, in consultation



with private and public sector counterparts in Africa, is dedicated to improving the business climate for private investments in agribusiness as a way of attracting foreign investment, stimulating local investment and increasing regional and international trade. Task Force activities include outreach to U.S. private and public sector representatives presently and/or potentially involved in African agribusiness. The group as also encourages new U.S. government development initiatives that will recognize and encourage agribusiness investments. The Task Force works to include agribusiness interests in all CCA events and has led the way in organizing the first U.S.-Africa Agribusiness Conference, which took place November 5-7, 2004 in Monterey, California.

The CCA Agribusiness Task Force seeks to develop the mutually beneficial role that U.S. businesses can play in the advancement of the agribusiness sector in Africa. With the exchange of goods, expertise and capital, African agribusiness producers can overcome the hurdles preventing them for being competitive in their own local and regional markets as well as the global market. The ability to meet local and regional agriculture demand will encourage the expansion of its supporting sectors. Strengthening African agribusiness to an efficient, viable sector is an essential element to the continent's overall economic development. ©

*Mima S. Nedelcovych is Director, AfricaGlobal, Schaffer Global Group and K. Alonzo Dority is Senior Associate, AfricaGlobal*

## Partnering for Development < By W. Frank Fountain >

**Daimler** Chrysler—which is one of the leading sponsors of this year's U. S.-Africa Business Summit in Baltimore—is a global enterprise, producing and marketing products and services on every continent and in nearly 200 different countries. It is also a significant contributor to many national economies, with annual purchases worldwide in excess of \$130 billion dollars.

The company is increasingly being recognized for its efforts to develop suppliers from historically disadvantaged communities. It has averaged \$3 billion dollars in sourcing to American minority suppliers, representing 11 percent of its purchases in the United States. Each year, the company hosts its popular Matchmaker events, which provide opportunities for minority businesses to show their products and services to Tier One businesses and the DaimlerChrysler purchasing staff. In 2004, *DiversityInc.* named Chrysler Group to its Top 50 list for diversity.

Last November, as part of a new initiative to help build relationships between the black-owned businesses of South Africa and U. S. minority business enterprises (MBEs), DaimlerChrysler sponsored a trade mission for fifteen American minority automotive suppliers to meet with their South African counterparts. The group also included representatives of CCA, plus the National Minority Supplier Development Council, who were interested in learning more about Black Economic Empowerment in South Africa.

The goals of this mission were to help minority-owned American businesses form business ties with South African black-owned businesses that will make both more globally competitive, to foster relations and partnerships in



*Frank Fountain visited South Africa in November 2004 on a DaimlerChrysler sponsored trade mission for U.S. minority suppliers to meet with South African BEE companies.*

the automotive industry, and to stimulate increased capacity building, technology transfer and investment opportunities. The team traveled to Johannesburg, Pretoria, East London, and Capetown, visiting more than 60 black-owned businesses.

Throughout the trip, meetings were held to discuss the South African government initiatives to enhance the success of black-owned companies throughout the nation. Members of U. S. MBEs met with government officials regarding the Black Economic Empowerment initiative. They learned how the program is structured, and how partnerships formulated will strengthen business capabilities for the South African minority businesses. The officials welcomed DaimlerChrysler's efforts to build economic empowerment for African citizens.

To emphasize the importance of developing relationships with the South African minority businesses, each U. S. MBE is required to show steps it is taking toward securing partnerships and identifying economic opportunities.

Since returning from the trip, the MBEs have demonstrated their sincere interest in helping the South African firms develop multiple business opportunities and strengthening their connections to American corporations.

Some companies have employed market research firms to identify potential market opportunities, while others have already linked South African businesses to viable transactions. Many of the U. S. MBE's are serving as mentors to the South African businesses, providing techniques which assist in finding business opportunities, even outside of the automotive industry.

DaimlerChrysler's next step in the South African trade mission is to continue to build on the relationships established during the November trip and to provide as much information as possible to the participants that will generate more business opportunities. The company feels this is another important initiative in building stronger links between American and African suppliers and business, government and labor leaders. It has publicly expressed hope is that other industries and multinationals will replicate this model and take their MBE suppliers to Africa. ☺

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*W. Frank Fountain is Senior Vice President for External Affairs and Public Policy (Auburn Hills) at DaimlerChrysler and Chairman of the Corporate Council on Africa's Board of Directors.*

*For additional information on DaimlerChrysler's activities visit [www.daimlerchrysler.com](http://www.daimlerchrysler.com)*

## The CCA Financing and Capital Flows Initiative Defining CCA's Role in Encouraging Investment in Africa

Investment opportunities in Africa are increasingly attracting the attention of global investors. In 2003 and 2004, African markets had higher rates of return than all other developing and developed regions in the world. Ghana in particular posted rates of return of 144% in USD terms. A new emphasis on private sector-led economic growth and building globally competitive industries is shaping the development agenda of most countries. Africa needs more private capital, more investments and more linkages to global markets to achieve its development goals and to free up development assistance for critical poverty reduction issues. Many African leaders in government, business, media and international institutions have taken up the challenge through encouraging ongoing economic and political reforms and endorsing the New Partnership for African Development (NEPAD) Initiative.

The Corporate Council on Africa (CCA) has played an important role in linking the US-African business communities and in developing strategies for increasing capital flows to Africa. During the 2003 US-Africa Business Summit, CCA launched the landmark report entitled, "*A Ten-Year Strategy for Increasing Capital Flows to Africa*" outlining specific recommendations for attracting foreign investment. Building on this momentum, CCA formed the member-led Financing and Capital Flows Task Force charged with translating these recommendations into actionable agenda items.

The Financing Task Force is comprised of leaders from public, private and multilateral financial institutions dedicated to developing networks, programs and forums for improving

investment flows to Africa. Composed of three subcommittees, each with an appointed chair, focused on equity, debt capital markets, and Trade & Working, The Task Force links CCA to the global financial community. Each subcommittee has outlined a number of long-term goals and strategies to enable their committee and CCA members to most effectively increase capital flows to Africa. Leveraging the combined insight and capabilities of CCA and non-CCA members from the public, private and multilateral financial sectors, the Task Force has outlined an ambitious agenda for defining CCA's role in furthering these interests.

### From Agenda to Action

*The Financing and Capital Flows Initiative* was established in 2005 to focus and implement CCA's investment promotion agenda and to expand its finance/investment related member services. The core of the Initiative is the installation of a staff member to coordinate the Financing Task Force activities, build cooperative relationships with institutions and organizations with similar goals and to develop innovative approaches to implementing CCA's finance/investment objectives for African countries' business and US firms seeking to pursue investment opportunities on the continent. The Financing Initiative will create a platform for building the international public-private partnerships necessary for providing tangible results towards increasing aggregate capital flows to Africa and expanding financing and investment opportunities on the company level.

CCA has prepared a document outlining the Initiative's specific goals

and objective entitled, "*Defining the Role of CCA in Increasing Investment and Capital Flows to Africa*." Key goals of the first year include

- Developing a program to foster the effective use of sovereign credit ratings.
- Engaging the US financial community regarding effective strategies for identifying opportunities and accurately assessing risk and risk mitigation products currently available.
- Highlighting key African investment success stories within the

### The CCA Financing and Capital Flows Task Force includes representatives from the following organizations:

- Citigroup
- UNDP
- MIGA
- US Export-Import Bank
- Overseas Private Investment Corporation
- Doley Securities
- Emerging Markets Partnership
- US Treasury Department
- United Bank for Africa
- Zephyr Management
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- Designing professional development programs for African public and private sector finance professionals.
- Facilitating US-Africa investment and strategic partnerships.
- Developing a study to identify the impact of Basel II Accord on African bank portfolios.

Finance and investment decisions, even in global capital markets, are fundamentally based on relationships and reputation. Given access to information, the right contacts and the effective tools to access risk, seasoned international investors can be attracted to Africa. African countries have made significant progress in implementing economic and political reforms, developing efficient capital markets and adopting

sovereign credit ratings as a means of further integrating into global capital markets. Over the past decade, there has been a proliferation of high-quality sources of African financial and market information for assessing company/industry performance, economic trends and market related political risk. These products, if used properly, encourage a much more accurate investment risk profile for African countries.

The Financing Initiative is currently fundraising to support staff and operational needs. Obtaining the necessary financial support is critical to CCA's evolving role as a key facilitator of financing and capital flows. Fundamental to the Initiative is the delivery of tangible value added services to CCA members. Major synergies exist with between the

Financing Initiative and CCA's preexisting programs. CCA, through its broad membership base and strong relationships with US and African Governments, multilateral organizations and professionals from international financial institutions places it at the nexus of information and activity. Leveraging these relationships through cooperative partnerships, CCA aims to make an appreciable impact on increasing investment opportunities to Africa. ●

*For more information regarding the Financing and Capital Flows Initiative or to receive a copy of the "Defining the Role of the CCA in Increasing Investment and Capital Flows to Africa" proposal, please contact Brian Baltimore at the Corporate Council on Africa at [bbaltimore@afriacacncl.org](mailto:bbaltimore@afriacacncl.org) or 202-261-3628.*

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## Healthcare in Africa: New Market Strategies for the Private Sector

< By Victor Barnes >

The upcoming U.S.-Africa Business Summit provides The Corporate Council's HIV/AIDS Initiative with an occasion to showcase the variety of strategies and market opportunities the private sector can employ to enhance and expand the delivery of healthcare in Africa.

At the 2005 Business Summit, the HIV/AIDS Initiative team, in conjunction with CCA members, is shaping a series of health-related workshops to better inform attendees of the private sector's role in advancing not only HIV/AIDS prevention, care and treatment, but healthcare and its effective delivery throughout the continent. For example, one of the topics addressed will be the application of information technologies to improve African healthcare infrastructure and access to care. This discussion will focus on the intersection of market development and expansion and the application of innovative technological solutions for physical infrastructure shortfalls.

Other sessions will discuss the development of a more African-specific response to health and healthcare delivery in Africa and the role of the private sector in the development of this new paradigm. The "Partnerships for Health" session will provide overviews of a series of successful partnerships and a variety of models for the development of partnerships in health. The final session will explore the role of philanthropy and corporate social responsibility in creating and sustaining win-win situations for the private sector and for Africa.

The Summit workshops follow on the heels of several successful forums at which CCA members and other partners addressed a number of important and informative issues related to healthcare delivery in Africa.

Two of these meetings were of particular significance.

The first was the Applied Information Technology Forum on Healthcare Delivery, which was a high-tech discussion on the potential for a variety of advanced technological approaches (from hand-held devices to wireless internet access) to resolve infrastructure challenges and access-barriers to healthcare delivery in Africa. This meeting brought CCA members and partners together to discuss the issues, obstacles and opportunities for developing and marketing technology and associated products to address infrastructural shortfalls. It provided participants with the opportunity to learn about innovative uses for technology by sub-sector; share ideas, experiences and resources; and meet partners that could assist in the development and implementation of new solutions.

The second opportunity to influence the broader African healthcare agenda took place at the CCA offices when the Council hosted the Africa Commission for a series of meetings to better inform the 2005 G-8 Meetings led by Prime Minister Tony Blair on the role of the private sector in resolving African economic and health issues. Several important topics were discussed including the concept of a more Africa-specific paradigm for health and the influence of public-private partnerships in shaping the future of healthcare delivery on the continent. Each of these topics will be further explored during the healthcare sector workshops at the Summit.

The Initiative is also seeking to create

opportunities for small and medium-size businesses to meet the prevention and care needs of their workers. To this end, CCA recently partnered with The World Bank, The World Economic Forum and UNAIDS to develop the "Guidelines for Building Business Coalitions" manual, which advocates the creation of alliances across size and sector to better address HIV/AIDS across the continent.

Recently, the Initiative has launched its web-based resource database, which is an extensive resource for HR managers and other employees in the field, linking them with the most up-to-date information on HIV/AIDS policies, programs and strategies as well as potential implementing partners in Africa. You may access the database at <http://allafrica.com/healthafrica/cca/resources/>.

In an effort to broaden our partner network, CCA and the Initiative are joining forces with The Development Gateway Foundation and its extensive web network services to provide CCA members with access to a variety of information sources and sector-specific resources. Finally, the HIV/AIDS Initiative has recently re-launched its website, which now uses extensive interactive features to link the user to a vast array of potential partners and informational sources. View it at [www.africacncl.org/HIV\\_AIDS/HIV\\_AIDS.asp](http://www.africacncl.org/HIV_AIDS/HIV_AIDS.asp) ©

*Victor Barnes is the Director of CCA's HIV/AIDS Initiative. The Initiative continually seeks companies and organizations interested in sustaining the program's work through partnerships and financial support. For additional information contact Victor Barnes at [vbarnes@africacncl.org](mailto:vbarnes@africacncl.org)*



## From the Ground Up < By Nancy Boas >

**ChevronTexaco's Angola Partnership Initiative aims at no less than helping to reconstruct a nation's economy.**

Things grow fast at the edge of rubbish heaps.

The thought struck Lothe Sapuile like a lightning bolt. He was staring at weeds bursting from garbage mounds at the sprawling San Pedro marketplace, high in Angola's fertile Planalto region. The third-generation farmer was struggling to grow corn for seed on his 300 hectares, a two-hour drive away on rutted roller-coaster roads surrounded by landmines. Like all farmers throughout these highlands, Sapuile had little cash, equipment or fertilizer. Those things had disappeared during Angola's 27 years of civil war. Without fertilizer, Sapuile's seed yield would be as depleted as his soil.

Producing seed was important — for Sapuile and two-thirds of the Angolan population. When peace took hold in early 2002, thousands of displaced men and women poured into the Planalto region, hoping to survive by farming even the smallest of patches. War had isolated the Planalto from the rest of the world, destroying infrastructure, especially roads. But now settlers were getting help from some unusual quarters. The Angola Partnership Initiative (API), a ChevronTexaco venture formed halfway around the world, drew to the highlands of Angola a list of partners as unprecedented as its goals.

Rebuilding Angolan agriculture from the ground up, the API joined an alliance between CARE, the United States Agency for International Development and five nongovernmental organizations (NGOs). By 2004, the alliance had distributed seeds along with food, farming tools and technical help to nearly 800,000 Planalto settlers — about 7 percent of Angola's entire population. In addition to rebuilding

feeder roads to markets, the alliance also helped experienced farmers like Sapuile develop business plans, credit, trade networks, and access to transportation, equipment and fertilizer.

Restoring Planalto agriculture was just the first of the API's projects. It also helped reopen the Chianga Research Station, Angola's sole agricultural research institute and graduate school, which hadn't graduated a class in 12 years. It worked with NGO World Vision and the Angolan government to test crop varieties and fertilizer rates for resettling farmers. It also contracted with farmers like Sapuile to grow high-yielding, high-market-value crops for seed.

Sapuile was desperate to generate seed for the alliance and his fellow Angolans. He couldn't afford fertilizer, but the waste heaps gave him an idea. Trained as an agronomist before the war, Sapuile knew that if he removed the solids from the garbage, the remainder would be rich in organic matter. Spread across his farm, it might give his corn a chance. He tried it.

That was four years ago. Now, for the last few years, Sapuile has been the largest producer of corn seed for the alliance.

If Sapuile proved that life can spring from a wasteland, ChevronTexaco raised the ante exponentially. The company's API project aims at no less than jump-starting Angola's economy. According to U.S. Ambassador Christopher Dell, the partnership takes corporate stewardship



*By helping relaunch farming in Angola's fertile interior and by supporting other economic development, ChevronTexaco's Angola Partnership Initiative and partners hope to jump-start the nation's economic recovery. Here, farmers prepare soil for cultivation.*

to a "new level of engagement and commitment," making a real difference to thousands of Angolans and their country's future.

ChevronTexaco's five-year, \$50 million API project focuses on "capacity building" to impact all of Angola, offering the best chance for sustainable economic growth. Of the nearly \$15 million ChevronTexaco has committed so far, partners have matched the sum on an impressive three-to-one basis.

"In Angola, we invested in economic development projects outside of our area of operation," says ChevronTexaco Chairman Dave O'Reilly. "We brought together diverse partners, and leveraged their skills and dollars to create higher-impact programs for communities in need."

High in Huambo's rolling hills, Lothe Sapuile is using the API's helping hand to pull himself, his family and his employees up by their bootstraps. Harvesting two tons of corn per hectare, he notes quietly, "I'm doing better than my father and grandfather, who farmed this land." Momentarily turning to gaze at his shimmering rows of corn, he turns back, his voice dropping low and resolute. "But I want my children to do better than me." ●

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## AIDS in Africa Institute of Human Virology Helps Health Care Providers Halt HIV

< By Gwen Fariss Newman >

In the U.S., there is the popular slogan that our children are our future.

In Africa, far too many parents know at birth that their little ones won't survive to walk into a classroom. Meanwhile, those who survive often do so without parents to guide them through infancy, childhood, teen years and into adulthood.

Today, Dr. Robert Gallo, the world-renowned scientist who co-discovered the virus that causes AIDS and is a pioneer in the field of retrovirology, heads the Institute of Human Virology, founded in Baltimore, Maryland, in 1996. Though much of its work focuses on better understanding of the complex nature of the ever-changing virus itself and how it defies an effective vaccine, the IHV also works directly with patients and their health care providers.

Intense efforts are underway to turn the tide on this deadly epidemic and to help Africans help themselves. More than 40 million persons worldwide are infected with HIV; three-quarters of them live in Africa.

The Institute has long had a presence in Nigeria - where IHV scientist Alash'le Abimiku was born and raised. While a scientist working with Dr. Gallo at the National Institutes of Health more than a decade ago, she established the first laboratory in Jos equipped to detect HIV. Over the years, the foundation was laid for other crucial scientific and clinical programs that are so important. In 2004, only 10,000 of the estimated 3 million persons infected with HIV received treatment or care.

In the last year, the IHV has parlayed its expertise on the global front

through a series of international programs funded through President Bush's Emergency Plan for AIDS Relief (PEPFAR). Three separate grants are being spearheaded by Dr. William Blattner, who heads the IHV's Division of Epidemiology and Prevention, and Dr. Robert Redfield, head of its Clinical Care and research Division.

The PEPFAR funding allows IHV to provide technical assistance and scientific expertise and includes the administration of comprehensive HIV/AIDS care, treatment, and diagnostics at seven operational sites in Nigeria, including university teaching hospitals and faith-based hospitals in the Federal Capital Territory and in Anambra, Edo, Kano, Plateau and Cross Rivers states. Additionally, IHV supports laboratory services around HIV diagnosis and treatment monitoring at an additional six sites in the Federal Capital Territory and in Anambra, Edo, Kano, Plateau and Lagos states.

The Institute also recently constructed a National HIV diagnostic Training Laboratory at Asokoro Hospital in Abuja. This laboratory is staffed by IHV personnel and focuses on training individuals from across Nigeria on good laboratory practices as well as appropriate, resource-friendly HIV and opportunistic infection diagnosis and treatment monitoring, including CD4+ and viral load measurement.

In Malawi, up to 40 percent of the population is HIV-positive, but the number of physicians a year ago averaged just two per 9,000 patients. IHV clinicians provide technical assistance to Malawian physicians and have been instrumental in helping them to ramp up their resources. Clinicians also are adapting a successful national pilot program

whose preliminary results in the U.S. show promise against a spiraling epidemic of drug resistance.

Much more needs to be done. But the readiness of the continent is seen in a myriad of ways.

Young students, scientists and even journalists compete each year for the opportunity to attend IHV's Annual International Meeting, attended by hundreds of elite scientists from around the world. The event provides unique opportunities for accessing the latest in scientific and clinical progress as well as the potential for future scientific partnerships and collaboration. Many aspiring scientists and physicians, as well as other healthcare professionals, train at the IHV through the Fogarty International Training Program. Their goal: Return to Africa with needed resources, expertise and leadership to more effectively combat the world's deadliest health threat since the Bubonic Plague.

They all endorse the IHV's philosophy that change must come from within the culture and that partnerships must be built to effect change.

"The solution cannot come from above. It has to evolve from the people," says Dr. Johnson Onoja, a Fogarty fellow who is now pioneering vaccine testing trials in Africa. ☉

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*Gwen Fariss Newman is Public Affairs Officer at the Institute of Human Virology.*

*The IHV is a member of the Corporate Council on Africa (CCA) and is working with CCA's HIV/AIDS initiative, which is funded through the Bill and Melinda Gates Foundation, to expand research, treatment and prevention opportunities on the African continent and in other developing regions of the world.*

*To learn more, visit [www.ihv.org/africa](http://www.ihv.org/africa).*

## Maryland looks to Africa < By Aris Melissaratos >

When CCA members convene in Baltimore this summer for the fifth U.S.-Africa Business Summit, they will be welcomed with enthusiasm by Maryland Governor Robert L. Ehrlich, Jr., and Lieutenant Governor Michael S. Steele. Governor Ehrlich, Lt. Governor Steele and leaders from the Maryland Department of Business and Economic Development formally announced the summit at a recent CCA-Maryland press conference at the State House in Annapolis, demonstrating their commitment to the summit's success and their enthusiasm for doing business in Africa.

During the event Governor Ehrlich spoke of his commitment to increased trade with Africa and his optimism for cultivating future opportunities.

"The existing trade relationship between Maryland and Africa is strong and growing, and there are many opportunities to expand and build upon this flourishing relationship," Governor Ehrlich said. "The opportunities that are created now will set the stage for long term growth. This is truly an exciting time and I look forward to welcoming the leaders of commerce and government who will convene here this summer, and to taking advantage of their presence in our state to advance Maryland's economic and cultural ties across Africa."

The state of Maryland has been looking increasingly toward Africa to cultivate opportunities for greater cultural and economic exchange, and the Maryland model for partnership in Africa is working. Following an extremely successful trade mission led by Lt. Governor Steele in 2004, DBED and the Western Cape Investment and Trade Promotion Agency (WESGRO) have signed a Memorandum of Understanding that is expected to increase trade and investment opportunities for both regions. Maryland and the Western Cape

Province are strong in many of the same industry sectors, such as biotechnology, information technology, advanced technology and tourism, which, if nurtured, could result in significant and mutually beneficial trade collaboration.

The agreement was signed during a ceremony in Johannesburg, South Africa, in November 2004, and the first WESGRO delegation representing 30 companies is set to visit Maryland in the summer of 2005.

"The Western Cape Province is a natural partner for Maryland, since we share many of the same strengths," said Lt. Governor Michael S. Steele. "This MOU is an important step toward opening up more trade and investment opportunities for both Maryland and South African companies, and it will build on the positive momentum we created during our visit in June. We recognize that South Africa is an important economic driver in the world's economy, and the potential for collaboration between Maryland and the Western Cape Province is enormous."

Statistics show continuing growth in trade between Maryland and Africa. Maryland exports to Africa in 2004 totaled over \$106 million, and 40 Maryland companies are working actively with DBED International Operations staff to identify opportunities to engage the African market. The Port of Baltimore continually manages cargo from a variety of African countries, including Ghana, Nigeria, South Africa, Kenya and Egypt, among others. Maryland Ports are the furthest inland on the east coast and offer a strategic advantage for bringing goods into the U.S. marketplace.

Maryland is a natural partner for trade and investment with Africa, and the state is working to identify and cultivate



Port of Baltimore

Maryland Port Administration

meaningful business links across the continent. In June 2004, for example, Maryland Lt. Governor Michael Steele led a business development trade mission to Ghana and South Africa. The delegation included senior executives from Maryland-based firms in pursuit of new opportunities to do business in a variety of sectors, including telecommunications, agricultural biotechnology, advanced technology, transportation, industrial equipment, mining, security and safety, food processing, packaging, hospitality and tourism and higher education partnerships.

Lt. Governor Steele's 2004 mission was a tremendous success. During the mission, 14 Maryland companies initiated deals with counterparts in Africa. Those companies and many more are looking to the June 2005 U.S.-Africa Business Summit to capitalize on those success stories and take steps toward future agreements. Lt. Governor Steele's mission generated a tremendous amount of enthusiasm in 2004, and sets the stage for even greater successes in 2005. ●

*Aris Melissaratos is Secretary, Maryland Department of Business and Economic Development.*

*For additional information contact Barry Brown, Acting Director, Maryland Department of Business & Economic Development, International Operations at tel: (410) 767-1665 or fax: (410) 333-6792 fax or visit [www.choosemaryland.org](http://www.choosemaryland.org).*

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<sup>1</sup> Merck & Co., Inc., is known as Merck, Sharp & Dohme (MSD) in most countries outside the United States.

## Op-Ed < By Dr Cindy Courville >

In this new millennium, many in the global community are calling for a new approach to Africa. Some call for a Marshall-like Plan for Africa, while others call for global taxes, and others a doubling of official development assistance. President Bush is committed to growth and prosperity in Africa—both of which will contribute to the growth and prosperity of America and the rest of the world. The Bush Administration believes that this can be a decade of unprecedented advancement for freedom and economic growth and opportunity in Africa. This requires a major paradigm shift across the African continent and within the international community. African countries and investors must be willing to take the leap of faith to invest in their own countries and in their own people. Botswana, Ghana, and Mozambique are examples of countries that have set themselves on a path for long term growth. Bilateral and multilateral partners—both public and private—must also support these efforts to realize Africa's full economic potential.

The African Growth and Opportunity Act (AGOA) and the Millennium Challenge Account (MCA) are the cornerstones of the Administration's trade and development policy toward sub-Saharan Africa and are the key instruments of this major paradigm shift from aid to investment. Progress in the WTO on the Doha Development Agenda's goal to reduce trade barriers, is critical to expanding global economic growth, development, and opportunity, for our African partners. The Bush Administration believes that investment is most effective when it reinforces sound political, economic, and social policies and that developing countries must set their own priorities and promote country ownership, a core principle of the MCA. The eligibility requirements of AGOA also reinforce

beneficiary countries' own efforts to advance difficult economic, political, and social reforms.

Five years after its enactment, AGOA has a demonstrated record of driving economic reform and fostering increased trade between the United States and the countries of sub-Saharan Africa. As a result of AGOA, substantially all imports from sub-Saharan Africa are now eligible to enter the United States duty-free. In 2004, two-way trade (exports plus imports) increased 37 percent from 2003 to just over \$44 billion. The United States imported more than \$26 billion in merchandise duty-free under AGOA in 2004, an 88 percent increase from 2003, largely due to an increase in oil imports. However, non-oil AGOA imports increased to \$3.5 billion in 2004, up 22 percent from 2003. AGOA apparel products totaled \$1.6 billion in 2004, up 35 percent from 2003; and agricultural products were \$265.1 million, up 10 percent from 2003. There were also noteworthy increases in exports of value-added products, such as footwear.

The passage of the AGOA Acceleration Act of 2004, which extended AGOA's authorization through 2015 and enhanced many of its provisions, is a sign of the United States' long-term commitment to expand economic growth through trade with sub-Saharan Africa. To fully realize the benefits of AGOA, eligible countries will need to diversify their exports, develop intra-regional trade linkages to attain economies of scale, and enhance their external competitiveness. The U.S. Agency for International Development has invested heavily in trade capacity building for AGOA countries.

The MCA offers countries the tools to make sizable investments in infrastructure and policy reforms needed to build a diversified, export-

oriented economy. The first MCA compact was signed on April 18, 2005 with Madagascar. The four year, nearly \$110 million Compact will support a program designed to raise incomes in rural areas by enabling better land use, expansion of the financial sector, and increased investment in farms and other rural businesses. The Compact contains measurable development objectives set by Madagascar to improve living standards for the rural poor. The Government of Madagascar consulted with its own people—including non-governmental organizations, civil society, local business communities, and other donors to generate ideas for specific activities to help reduce poverty. Madagascar's partnership with MCA is likely to make a lasting difference.

The United States understands and is committed to helping the people of Africa solve the problems and challenges that many across the continent face. We believe in the great potential of all of Africa. And America is now fully engaged in a major, concerted effort to help Africans build new wealth and improve their own lives. President Bush is committed to building a stronger strategic partnership that promotes economic growth and democracy in Africa. Poverty can be reduced through sustainable economic growth that promotes open markets, creates jobs, expands trade and investment, and facilitates the integration of Sub-Saharan Africa into the global economy. Investors and governments from the U.S. and Sub-Saharan Africa must work together to ensure that these opportunities become real drivers of long-term growth and employment. ●

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*Dr. Cindy Courville is Special Assistant to the President and Senior Director for African Affairs, National Security Council*

## The Bricklayers: Emerging Sources of Growth in Africa < By Brian Baltimore >

“Entrepreneurs are the people that turn obstacles into opportunities” said Karanja Gakio, Co-founder of the Africa Online. Africa Online, the continent’s largest internet service provider, is one of the many large-scale companies founded by a new generation African entrepreneurs. These “next generation entrepreneurs” are helping to reverse decades of economic decline and creating the critical success stories necessary for changing perceptions of the continent.

Through Africa, The Bricklayers are quietly encouraging revolution against the obstacles that have historically prevented economic growth. Armed with a uniquely global perspective, technical expertise and passion they are building 21st century companies in finance, IT and communications.

Entrepreneurs share a unique place in history as agents of economic change creating enabling business environments rather being produced by them.

Smart foreign investment typically follows domestic investment trends. For the first time in decades, Africa students and individuals from the diaspora are returning to the continent to take advantage of emerging market returns. Africa needs trained professionals to development a stronger footing in the increasingly more competitive global economy. Since independence, the African brain drain has eroded the continent’s stock of human capital. At present more Malawian doctors reside in Manchester, England than in all of Malawi.

African governments and regional organizations have struggled to develop strategic frameworks for curbing outward migration. Professionals gravitate towards opportunity and policies alone cannot create the opportunities necessary for retaining professionals.

The Bricklayers create economic opportunities capable of reversing the waves of migrating African professionals. In this regard, they constitute the most potentially potent form of economic stimulus and the longest-term form of technology transfer. ©

*Brian Baltimore is a CCA consultant developing The Financing and Capital Flows Initiative. For additional information contact Brian at tel: 202-261-3628 or email: bbaltimore@afriacncl.org*

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## Wildlife Advancing Africa: African Wildlife Foundation Honors Conservation in Uganda < By Elodie A. Sampéré >

The African Wildlife Foundation (AWF) has developed plans to permanently install a life-size bronze sculpture of a silverback mountain gorilla at the Ugandan Wildlife Authority's new headquarters in Kampala, Uganda, in July 2005.

This project will foster dialogue and engage socially and economically diverse groups of people in Uganda, particularly Uganda's youth, to conserve the mountain gorilla, and appreciate Uganda's unique natural resources that are its cultural heritage. This project will serve both Ugandans and tourists traveling to Uganda as they view and connect with the magnificent presence of a mountain gorilla bronze sculpture. This installation will function as a powerful reminder for generations to come of the mountain gorilla as one of the most precious elements of Uganda's natural heritage.

Uganda is one of three central African countries (together with Rwanda and the Democratic Republic of the Congo) that are home to the world's only mountain gorillas, estimated to number 700 total. Uganda's mountain gorillas are located in two subpopulations, the larger one in the Bwindi Impenetrable Forest National Park, and a smaller one in the Mgahinga National Park that forms part of the transboundary Virunga region within the Albertine Rift Valley. No mountain gorillas exist in captivity anywhere in the world and the only way to see them is to travel to this region.

Together with her sister countries, Uganda's commitment to conserve the mountain gorilla has been extraordinary. Despite a hunger for arable land, and many problems related to poverty and political unrest, Uganda has been a part of a phenomenal conservation success story wherein mountain gorilla's number are actually

slowly increasing.

Through an artistic endeavor, and the development of a sculpture garden, political goodwill will be fostered between the people of Uganda and the United States as detailed negotiations and plans involving Government officials, including Uganda's President Yoweri

Kaguta Museveni, have been collaboratively drawn up. The Ugandan Wildlife Authority has fully endorsed this project, as has the Ugandan Ambassador to the United States, Her Excellency Edith Grace Ssempera. This project would enhance national pride, empower conservation efforts for Uganda's natural resources, and generate awareness for both international visitors and the general public for the plight of the mountain gorilla.

In addition to the financial benefits associated with conserving Uganda's mountain gorillas, this project and associated educational activities are expected to have a profound impact on raising national awareness and pride for Uganda's endangered mountain gorilla, serve as an educational tool to be utilized by local schools, and honor Uganda's natural resources that the national economy receives significant benefits from through tourism. Employing powerful, universal and creative means to preserve the mountain gorilla's of Uganda is important for the financial well-being of the country as is shown by revenue generated from tourism income, which in turn has significant multiplier effects on the economy. Art has the capacity to engage and affect change in people



B. Ferraro

of all races, social, educational and economic backgrounds. Therefore the creation of the sculpture park will have significance to any and all who visit including tourists. Revenue generated from gorilla viewing tourism not only highlights the role of gorilla tourism in ensuring sufficient resources are generated for the management of the mountain gorilla habitats but towards biodiversity conservation nationally.

To officially launch this initiative, AWF, in a ceremony during the up coming CCA Africa Summit, will present to President Museveni, on behalf of the people of Uganda, the life size gorilla sculpture that will later be installed in Kampala. Building on AWF's theme of "Wildlife Advancing Africa" AWF has arranged with internationally-renowned sculptor Bart Walter for over a dozen of his life size pieces, including the mountain gorilla, to be on display throughout the summit. Bart's work is astonishing in its ability to capture behavior and the sentiment of a moment as well as reflecting the anatomy of specific wildlife. ●

*Elodie A. Sampéré is Director of Communications for the African Wildlife Foundation.*

*For more information on AWF's Programs, please visit [www.awf.org](http://www.awf.org).*

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American Soybean Association  
American Worldwide Inc.  
Anadarko Petroleum Corporation  
Archer Daniels Midland Company  
Baker & Hostetler LLP  
Banro Corporation  
Barron-Birrell, Inc.  
BearingPoint  
BKSH & Associates  
Black & Veatch  
Black Enterprise Magazine  
Boeing Company  
C/R International  
Cameron Division of Cooper  
Cameron Corporation  
Cargill Inc.  
Carrernation.com  
Caterpillar Incorporated  
Chemonics  
ChevronTexaco  
CHF International  
Cinergy Global Power - Africa Ltd.  
Citigroup Inc.  
Cohen & Woods International, Inc.  
Computer Frontiers Inc.  
ConocoPhillips  
DaimlerChrysler AG  
De Villers Inc  
Development Alternatives, Inc.

Development Finance  
International, Inc.  
Devon Energy  
Dikembe Mutombo Foundation  
Doley Securities, Inc.  
Edlow Resources Limited  
Emerging Markets Partnership  
Environmental Remediation Holding  
Corp. (ERHC)  
Ethiopian Airlines  
Eurasia Group  
Evergreen Helicopter, Inc.  
Exxon Mobil Corporation  
Fayus Enterprises  
Fluor Daniel, Inc.  
Futures Group  
GAPCO  
General Electric Company  
General Motors  
George Forrest International  
Global Industries Ltd.  
Goldwyn International Strategies  
Good Governance Africa  
GoodWorks International  
Grupo-Valentim Amoes  
G-Solutions Inc.  
Halliburton  
Harris Corporation  
Hogan & Hartson LLP  
HSBC Equator  
Huges Capitol management  
Human Resources Development  
Institute, Inc.  
IBM  
IDEAS Inc.  
Institute of Human Virology (IHV)  
Intels Group  
International Business Initiaves (IBI)  
International Trade Development  
Corp.  
International Truck and Engine  
Corp.  
J.D. Stark & Associates  
Jean-Raymond Boule  
Corporations  
JHPIEGO  
Johnson & Johnson

JurisAIDS  
Kenya Airlines  
Kerr- McGee Oil & Gas Co.  
KHAIRA Engineering  
Kosmos Energy  
KRA Corporation  
Kroll  
Law Offices of Ade Awojobi  
Lazare Kaplan International Inc.  
LDB Consulting, Inc.  
Leader One Inc.  
Lehman Brothers  
Madagascar World Radio  
Magana Flowers (K) Ltd.  
Manatt.Phelps & Phillips  
Manchester Trade/CTD America  
MandT Bank  
Marathon Oil Company  
Marriott International Inc.  
Mars Incorporated  
May Farms  
Merck & Co., Inc.  
Meticulous Tours  
Metrica, Inc.  
Microsoft  
Minority Business Development  
Agency  
MITC Unvestmentos, SARL  
Monsanto Company  
Motorola  
Moving Water Industries  
Corporation  
MPRI  
National Alliance of Black School  
Educators  
Nationwide Equipment Company  
Noble Energy  
Noel Group  
Occidental Petroleum  
O'Meleveny & Myers LLP  
Oracle  
Pan African Capital Group, LLC  
Panapress  
Pegasus Energy c/o  
The Ballard Group  
PennWell Corporation  
Pfizer, Inc.

Placer Dome  
Prince George's County Economic  
Development Corporation  
Project HOPE  
Qualcomm  
Raytheon Company  
ResourceLinc.Com  
RMTG  
SAIC  
Samuels International Associates,  
Inc.  
Schaffer AfricaGlobal Group  
Seacor Smit Inc.  
Shearman & Sterling LLP  
Shell Int'l Exploration and  
Production Inc.  
South African Airways  
Standard Bank  
Standard Construction Ltd.  
Starbucks Coffee Company  
Structured Credit International  
Corporation  
Sunoco, Inc.  
TCC Group  
Technoserve  
The African Investment Corp.  
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The Fermoy Group  
The Liberia Group  
The Roller Group  
The Scowcroft Group  
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ThirdWave Networks Holding, Inc.  
Trade & Investment Corporation  
for Africa, Inc.  
TrendTV  
TT Ventures  
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