

M E M B E R S H I P

A P P L I C A T I O N

Name of Company: _____

The following individual is designated as the contact person:

Name: _____

Title: _____

Address: _____

City: _____ State: _____

Zip: _____

Country: _____

Phone: _____

Fax: _____

Email: _____

Company Web Site: _____

President or CEO: _____

To assist each Member in its U.S.-Africa business relationship, The Corporate Council on Africa requests that you complete the following information. This knowledge enables CCA to better meet the needs of its members, not only in terms of detailed program planning, but also in guiding the evolution of this dynamic organization.
(Please attach additional information if necessary.)

Description of Company and its Products/Services for Membership Directory:

Annual Sales (USD): under \$1 million \$1-\$10 million
 \$10-\$50 million \$50 million +

Number of Employees: 1-10 11-50 51-100
 101-200 201+

To which of the following Corporate Council on Africa Policy Working Groups would you like to belong?
 Angola Equatorial Guinea Nigeria Southern Africa

To which of the following Corporate Council on Africa Task Forces would you like to belong?
 HIV/AIDS AGOA Small Business Financing

How many years of experience in Africa does your company have?
 None 1-5 years 6-15 years 15 years +

Please list the African countries in which you are currently operating:

In which African countries are you most interested?

How can The Corporate Council on Africa help your company's efforts in doing business with the African market?

Annual Membership Dues may be paid to The Corporate Council on Africa by Credit Card or Check.

Credit Card

Total Payment: \$5,000

Visa MasterCard American Express

Card Holder Name: _____

Card Number: _____

Exp: _____

Signature: _____

Check

Total Payment: \$5,000

Check Number: _____

(Signature) _____

(Title) _____

(Date) _____

Please Return to:

The Corporate Council on Africa, 1100 17th Street, N.W., Suite 1100, Washington, D.C. 20036

Tel: (202) 835-1115 Fax: (202) 835-1117

THE CORPORATE COUNCIL ON



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www.africacncl.org

ALGERIA • ANGOLA • BENIN • BOTSWANA • BURKINA FASO • BURUNDI • CAMEROON • CAPE VERDE
CENTRAL AFRICAN REP • CHAD • COMOROS • CONGO REPUBLIC • COTE D'IVOIRE • DJIBOUTI
D.R. CONGO • EGYPT • ERITREA • EQUATORIAL GUINEA • ETHIOPIA • GABON • THE GAMBIA
GHANA • GUINEA • GUINEA-BISSAU • KENYA • LESOTHO • LIBERIA • LIBYA • MADAGASCAR • MALI
MALAWI • MAURITANIA • MAURITIUS • MOROCCO • MOZAMBIQUE • NAMIBIA • NIGER • NIGERIA
RWANDA • SAO TOME & PRINCIPE • SENEGAL • SEYCHELLES • SIERRA LEONE • SOMALIA
SOUTH AFRICA • SUDAN • SWAZILAND • TOGO • TANZANIA • TUNISIA • UGANDA • ZAMBIA • ZIMBABWE

P R O G R A M S A N D S E R V I C E S

African business facilitators arrange meetings for CCA members with African businesses and political leaders

Promotion of CCA members' Africa operations, products and services

Advocacy in Africa for CCA members

Research services on demand to meet members' needs and requests

Members-only website with a CCA member contacts database; a searchable database of TradeLinks, business and trade opportunities in Africa; and African business news updated daily

Publications including

Annual Doing Business in Africa Books

Business and investment guides that are country-specific, region-specific and issue-focused

The Africa Journal: a bi-monthly publication featuring current Africa-specific economic, political and cultural information as well as CCA member news

AGOA Guide: a comprehensive resource for U.S. and African companies interested in trading under AGOA

High profile events featuring African Heads of State/Government, ministers and senior U.S. government officials

Networking sessions provide members direct access to others in the field

Working Groups on Angola, Equatorial Guinea, Nigeria and Southern Africa

Investment Forums on key commercial issues including agribusiness, HIV/AIDS, biotechnology, infrastructure, oil/energy, project finance, transparency, telecommunications and travel & tourism

International business linkages through CCA's programs: West Africa International Business Linkages (WAIBL), South African International Business Linkages (SAIBL) and AGOA Professional Development (APD)

Preferred status at CCA's biennial U.S.-Africa Business Summit, the premier gathering in the United States of business and government leaders who are united by their shared commitment to promoting trade and investment between the U.S. and Africa



I N T E R N A T I O N A L B U S I N E S S L I N K A G E S P R O G R A M S

Funded by the United States Agency for International Development (USAID)

South African International Business Linkages (SAIBL)

www.saibl.co.za

SAIBL builds the capacity and international competitiveness of historically disadvantaged, small and medium South African businesses through trade and investment partnerships with U.S. companies. SAIBL has recently expanded to include Botswana, Tanzania and Zambia. SAIBL-facilitated partnerships play a key role in bringing new technologies, management skills, new markets, market information and increased revenues. SAIBL has generated more than US\$240 million in business transactions for South African and U.S. companies in less than five years.

Recent Success Stories:

Dolphin Trust:

Through training and certification assistance provided by SAIBL, this U.S. cleaning company has been awarded a 3 year contract by the Airports Company of South Africa (ACSA) for R18 million.

Zonke Engineering:

This U.S. engineering company has been awarded a substantial contract from a large South African company due in part to marketing strategies developed by SAIBL.

West Africa International Business Linkages (WAIBL)

www.ccawaibl.org

WAIBL fosters commercial relationships between U.S. and West African businesses. The program works to facilitate export/import transactions, joint ventures and strategic alliances between companies. WAIBL sponsors sector specific business forums in the U.S. and West Africa. WAIBL has recorded over 100 transactions worth over US\$53 million.

Recent Success Stories:

Burkina Faso:

As a direct result of the WAIBL shea butter conference series, several major U.S. companies have purchased bulk quantities of shea butter from women's cooperatives in Burkina Faso. They are currently negotiating contracts for bi-monthly orders.

Ghana:

Through a WAIBL linkage, Overseas Knitwear in Ghana entered into a partnership with a North Carolina-based company to finish athletic socks in Ghana and re-export them back to the U.S. This partnership continues to expand and Overseas Knitwear's exports containers of athletic socks on a weekly basis to the U.S.

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 bridge to the latest business opportunities in Africa. As the chief source of continuous information on commerce across the African continent, CCA provides members with business networks, trade and investment opportunities and the promotion of commercial operations in Africa. We invite you to join us and benefit from services and programs that are as diverse as our membership.



T H E S I X P R I O R I T I E S O F C C A

Member Services

- CCA is committed to serving its members through an array of programs and services (see opposite page for details)

The African Growth and Opportunity Act (AGOA)

- Comprehensive guide on how to utilize AGOA
- Host of the AGOA Steering Committee - a coalition of private sector representatives invested in the success of AGOA
- Co-organized the 2003 Private Sector Session of the U.S. and Africa Trade and Cooperation Forum (AGOA Forum) held in Mauritius

Financing

- The Commission on Private Capital Flows to Africa (Financing Commission) – convened to develop policy recommendations to facilitate increased capital flow and encourage private sector investment on the continent
- A Working Group on Financing made up of CCA members, to build upon the findings of the Financing Commission

Building Partnerships

- South African International Business Linkages (SAIBL) Program
- West Africa International Business Linkages (WAIBL) Program
- American & African Business Women’s Alliance (AABWA)
- Hosts the biennial *U.S.-Africa Business Summit: Building Partnerships*

African Economic Communities (CEMAC, COMESA, ECOWAS, MAGHREB, SADC)

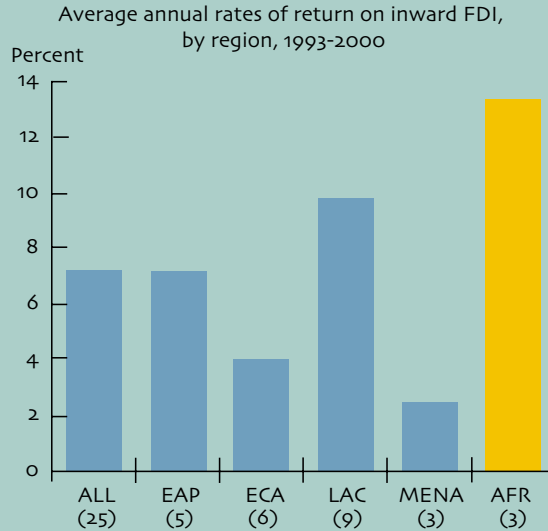
- CCA staff presence on the ground in Economic Communities to build business networks
- Active cooperation with the New Partnership for Africa’s Development (NEPAD)

AIDS in Africa

- Created the Coalition for AIDS Relief in Africa (CARA) as a 501(c)(4) to lead the effort to lobby the U.S. Congress to pass President Bush’s State of the Union pledge providing \$15 billion in emergency aid relief for HIV/AIDS in Africa
- HIV/AIDS Task Force—a coalition convened to analyze and determine how U.S. companies can best address the HIV/AIDS crisis in sub-Saharan Africa

W H Y A F R I C A ?

- In 2002, exports to Sub-Saharan Africa were 46% greater than those to the former Soviet republics, and nearly twice those to Eastern Europe. U.S. exports to South Africa alone were larger than our sales to Russia, whose population is more than 3.5 times as large.
- The United States is the largest single-country market for Sub-Saharan Africa, purchasing 25% of the region's exports in 2001.



- Total Merchandise sales to Sub-Saharan Africa reached \$87.7 billion in 2001.
- The United States is the leading provider of FDI in Africa and inflows to Sub-Saharan Africa from all sources were recorded at \$12.4 billion in 2001, compared to \$6.2 billion in 2000.

Note: EAP=East Asia and Pacific. ECA=Europe and Central Asia. LAC=Latin America and the Caribbean. MENA=Middle East and North Africa AFR=Sub Saharan Africa. The number of countries is indicated in parentheses. Source: IMF. Balance of Payment Statistics 2001 Statistics provided by the United States Department of Commerce International Trade Administration

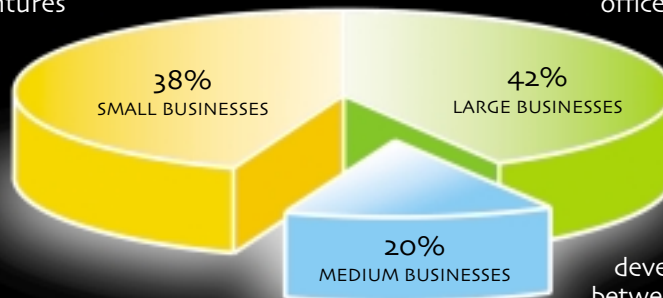


W H Y C C A ?

CCA membership ranges from individually owned businesses to large multinational corporations. CCA members are: 38% Small Businesses 20% Medium Businesses 42% Large Businesses

"Membership in CCA is one of the best decisions that J.R. Boulle has made to assist its ventures on the African continent. CCA offers a united front for businesses focused on the emerging African markets. No other organization offers U.S. businesses interested in Africa such personal support, through its many networking programs and informational events."

—Earl Young, Director, Jean-Raymond Boulle Corporations



"The level of support, coordination and information that our office has received from CCA has proven a valuable resource. CCA has been instrumental in providing trade leads, information sharing and outreach programs to facilitate the building of trade relationships in Africa. CCA's strong cooperative relationship, in action and spirit, demonstrates a true partnership for developing commercial opportunities between U.S. and African businesses."

—Mark Wine, International Trade Specialist-Africa, Department of Economic Development, State of Missouri

James Andrews
Halliburton
Larry Bailey *
LDB Consulting, Inc.
Tony Barclay
Development Alternatives, Inc.
William Bucknam
Moving Water Industries Corporation
Stephen Cashin
Modern Africa Fund Managers, LLC
Judith Chambers
Emerging Market Solutions
Marjorie Chorlins
Motorola
Alex Cummings
Coca-Cola Africa
Jack Edlow
ERL Services

Ken Evans
Exxon Mobil Corporation
Frank Fountain
DaimlerChrysler
Jon Glassman
Northrop Grumman
James Harmon *
Harmon & Co. LLC
Stephen Hayes *
The Corporate Council on Africa
Richard Herold
BP
Edward Kim Jaycox
AIG/African Infrastructure
Fund/Emerging Markets Partnership
Lionel Johnson
Citigroup Inc.

Frank Kennedy
HSBC Equator
George Kirkland
ChevronTexaco
Carl Masters
GoodWorks International, LLC
Deborah Orsini
Management Systems International
Steve Park
ConocoPhillips
Gregory Pensabene
Anadarko Petroleum Corporation
Sharon Pratt
Pratt Consulting, LLC
Richard Reising
Archer Daniels Midland Company

Earl Reynolds
Devon Energy
Sandra Taylor
Eastman Kodak Company
Maurice Tempelsman
Lazare Kaplan International Inc.
J.C. Watts
Watts & Company
William Wilson
Synterra Partners
Van Yeutter
Cargill Incorporated
Earl Young
Jean-Raymond Boule Corporations
*Ex-Officio

E X E C U T I V E C O M M I T T E E

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Chairman
Stephen Hayes
President

Sandra Taylor
Vice Chair
Ken Evans
Vice Chair

Larry Bailey
Treasurer
James Andrews
Secretary

Jack Edlow
Member-at-Large
Stephen Cashin
Member-at-Large

Sharon Pratt
Member-at-Large

James Harmon
Chairman Emeritus

T H E C O R P O R A T E C O U N C I L O N A F R I C A M E M B E R S

3M
ABB
Abbott Laboratories
Academy for Educational Development
Access Bank Plc
ACDI/VOCA
Acrow Corporation
African Wildlife Foundation
Africare
AIG African Infrastructure
Fund/Emerging Markets Partnership
AllAfrica Global Media - allAfrica.com
Allfirst Bank
Allied International Marketing Corp.
Amerada Hess Corporation
American International Group, Inc.
Anadarko Petroleum Corporation
Anjelo Mida, Inc.
Apax Partners, Inc.
Archer Daniels Midland Company
Ayat P.L.C.
Baker & Hostetler LLP
Banro Corporation
BearingPoint
Bell Helicopter
Bing & Company, Inc.
BKSH & Associates
Black & Veatch
B-M Communications, LLP
Boeing Company
Booz Allen Hamilton
BP
BTI TransAg
Burlington Resources
Cadwalader, Wickersham and Taft
Cameron Division of Cooper Cameron
Corporation
Cargill Incorporated
Caterpillar Incorporated
Chemonics
ChevronTexaco

Cinergy Global Power - Africa Ltd.
Citigroup Inc.
C-Me/ASAP Show
CMS Energy
Coca-Cola Africa
Cohen & Woods International, Inc.
Compact Manifolds, Inc.
Computer Frontiers Inc.
ConocoPhillips
Conscious & Connected International, Ltd.
Cyberplus
DaimlerChrysler
De Villiers Inc.
Development Alternatives, Inc.
Devon Energy
Doley Securities, Inc.
Eastman Kodak Company
Emerging Market Solutions
EnCana Corporation
EnterpriseWorks Worldwide
ERL Services
Evergreen Helicopters, Inc.
Exxon Mobil Corporation
Fluor Daniel, Inc.
General Electric Company
General Motors
George Forrest International
Global Industries, Ltd.
Goldwyn International Strategies
GoodWorks International, LLC
Grupo-Valentim Amoes
Guardian Scientific Africa, Inc.
Gulfstream Aircraft Incorporated
Halliburton
Harmon & Co. LLC
The Harris Corporation
HSBC Equator
Hughes Capital Management
Human Resources Development
Institute, Inc.
Intels Group

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

Northrop Grumman
Occidental Petroleum
Old Mutual
Oracle
PANAPRESS
Pegasus Energy c/o the Ballard Group
PennWell Corporation
Pfizer, Inc.
Phambili Strategies & Solutions
Placer Dome
Pratt Consulting, LLC
Prince George's County Economic
Development Corporation
Quintessence Entertainment
Raytheon Company
RedMed
ResourceLinc.Com
SAIC
Samuels International Associates, Inc.
Schaffer AfricaGlobal Group
Schneidman & Associates International
The Services Group Inc.
Shell International
South African Airways
Starcel Communication Group Ltd
Structured Credit International
Corporation
Synterra Partners
Tangalos Consulting LLC
Technoserve
Transocean Offshore Deepwater
Drilling Inc.
United Bank for Africa Plc
Vanco Energy Company
Verizon Federal Network Systems
Watts & Company
Worcester Polytechnic Institute
World Cocoa Foundation
Worldspace Corporation
Zephyr Management L.P.



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