



REVIEW OF DEVELOPMENT PARTNER SUPPORT FOR IMPLEMENTATION OF THE AFRICAN UNION'S ACTION PLAN FOR BOOSTING INTRA-AFRICAN TRADE

September 20, 2012

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ACRONYMS LIST

ACP - African, Caribbean, Pacific Countries
AfDB- African Development Bank
AGOA- African Growth and Opportunity Act
AMU - Arab Maghreb Union
APBIT – Action Plan for Boosting Intra-African Trade
ARIA - Assessing Regional Integration in Africa
ASSD- Africa Symposium on Statistical Development
ATPC - African Trade Policy Centre
AU – African Union
AUC- African Union Commission
AU-IBAR – Inter-African Bureau for Animal Resources
CAADP- Comprehensive Africa Agriculture Development Programme
CEMAC- Central African Economic and Monetary Community
CEN-SAD - Economic Community of Sahelian States
CFTA- Continental Free Trade Area
CIDA - Canadian International Development Agency
COMESA - Common Market for Eastern and Southern Africa
DFID - United Kingdom’s Department for International Development
EAC - East African Community
ECCAS- Economic Community of Central African States
ECGLC- Economic Community of Great Lakes Countries
ECOWAS - Economic Community of West African States
ETLS - ECOWAS Trade Liberalization Scheme
EU- European Union
Ex-Im Bank- Export-Import Bank of the United States
FASDEV- Forum for Statistical Development in Africa
FOCAC- Forum on China-Africa Cooperation
FTA – Free Trade Agreement
IGAD- Inter-Governmental Authority on Development
ITEC- Indian Technical and Economic Cooperation
JAES- Joint Africa-Europe Strategy
JSSO - Joint Secretariat Support Office
MCC- Millennium Challenge Corporation
MIP – Minimum Integration Program
NEPAD - New Partnership for Africa's Development
NTB - Non-Tariff Barriers
OPIC- Overseas Private Investment Corporation
PIDA - Programme for Infrastructure Development in Africa
REC – Regional Economic Communities
RITD – UNECA Regional Integration, Infrastructure and Trade Division
SACU – South African Customs Union

SADC - Southern African Development Community
SAPP- Southern African Power Pool
SPS – Sanitary-Phytosanitary
Statcom- Statistical Commission for Africa
TBT- Technical Barriers to Trade
TICAD - Tokyo International Conference on African Development
UEMOA – West African Economic and Monetary Union
UNECA - United Nations Economic Commission for Africa
USAID- United States Agency for International Development
USDA- U.S. Department of Agriculture
USTDA- U.S. Trade and Development Agency
WAPP- West African Power Pool

BACKGROUND AND CONTEXT

In January 2012, the African Union (AU) Heads of State agreed to establish a Continental Free Trade Area (CFTA), using the present Regional Economic Communities (RECs) as 'building blocks' for the continent-wide arrangement.¹ At the same time, they agreed on the Action Plan for Boosting Intra-African Trade (APBIT), a vehicle for trade-promoting activities in seven defined cluster areas (see sidebar).

The African Union Commission (AUC) will have lead responsibility both for negotiations on the CFTA and on the APBIT; however the AUC has always been a “lean” organization when it comes to economic matters, with only a handful of staff persons. This is a reflection of how the principle of “subsidiarity” has unfolded in Africa (Figure 1), where Member States have primary responsibility for overseeing their own implementation of regional trading commitments under the RECs. As a result, even in the most advanced of the RECs, Member States remain out of compliance with the provisions of their regional trading agreements in many areas, in particular in the dismantling of national laws and procedures rendered unnecessary by the regional commitments.

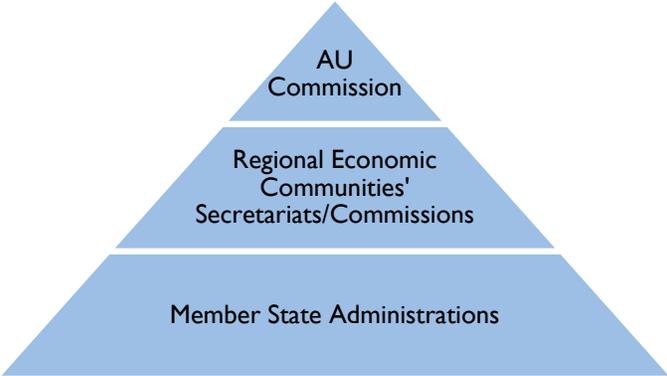
PREPARING FOR CONTINENTAL TRADE INTEGRATION

The AU Heads of State gave impetus to regional trade integration by agreeing to reach a Continent Free Trade Area in 2017. Negotiations are to be in two phases, beginning in 2014.

As a parallel track, the AU also agreed on an Action Plan for Boosting Intra-African Trade and called for donors to assist in working in seven cluster areas:

- Trade Policy
- Trade Facilitation
- Trade-related Infrastructure
- Productive Capacity
- Trade Finance
- Trade Information
- Factor Market Integration.

Figure 1 – Subsidiarity in African Trade Policy



Producers, traders, transporters and other actors involved in trade face constant harassment from uniformed officials, with unnecessary fees and paperwork slowing things down, raising costs in terms of both lost time and money. On the other hand, Africa’s private sector bears a fair share of responsibility for this unmanageable situation, as operators in both the formal and informal sector often do not invest

¹ The ultimate goal is to create the African Economic Community.

sufficiently in their equipment—such as the trucking fleet—in order to reach the established norms for road operations.

The CFTA is seen as the answer to achieving higher rates of intra-African trade, and it is true that in the longer-term, the CFTA can provide a framework for unifying Africa economically in unprecedented fashion. But free trade between the existing Regional Economic Communities (RECs) and amongst those countries operating outside of an effective REC will have only limited impact if the commitments made within each REC are not consolidated. That involves improving performance by the AUC, the RECs and the Member States themselves in monitoring and oversight of the existing commitments.

The Action Plan for Boosting Intra-African Trade provides the means for African stakeholders and international partners to undertake accompanying actions to heighten the impact of the CFTA, once it is eventually in place. But agreement on the Action Plan was just the beginning of the work. The Decision and Declaration on Boosting Intra-African Trade, respectively adopted by the 18th Summit of Heads of States and Government, in particular, paragraph 3 of the Declaration, requires “the AU Commission, in collaboration with the RECs, Member States and the development partners to develop an implementation strategy for the Action Plan on Boosting Intra-African Trade”.

“Roadblocks and checkpoints, security agents at border posts, and inconsistent procedures and regulations continue to present serious obstacles to intra-Africa trade. Unless these are addressed millions of Africans will continue to suffer from poverty and underdevelopment (AU-UNECA 2011). [...] Multiple checkpoints, border-post delays and ignorance about rights and benefits conferred on RECs’ trade-liberalization schemes inhibit intraregional trade (AU-UNECA 2011).”

–Assessing Regional Integration in Africa

THE AFRICAN UNION AND THE RECS

The African Union is recognized as the *apex* organization for African economic integration, but it is not an *implementing* organization. The African Union Commission plays a coordinating role vis-à-vis both the RECs and the Member States.

The African Union recognizes eight Regional Economic Communities, as follows:

- Arab Maghreb Union (AMU)
- Economic Community of Central African States (ECCAS)
- Economic Community of Sahelian States (CEN-SAD)
- Common Market for Eastern and Southern Africa (COMESA)
- East African Community (EAC)
- Economic Community of West African States (ECOWAS)
- Inter-Governmental Authority on Development (IGAD)
- Southern African Development Community (SADC).

One quickly notices the absence from this list of such long-standing RECs as the West African Economic and Monetary Union (UEMOA), the Central African Economic and Monetary Community (CEMAC), the South African Customs Union (SACU), and others such as the Mano River Union, the Economic

Community of Great Lakes Countries (ECGLC) and the Indian Ocean Commission. The AU is focusing on the eight RECs in the list above, as the others are in fact sub-sets of the larger RECs. Overlapping membership in more than one REC has been the subject of much debate, as the “spaghetti bowl” diagram illustrates the complexity of overlapping memberships in African RECs (Figure 2).

In 2006, the African Union reached consensus with the RECs and Member States to put an embargo on the establishment of more RECs beyond the eight currently recognized as the AU’s main building blocks.

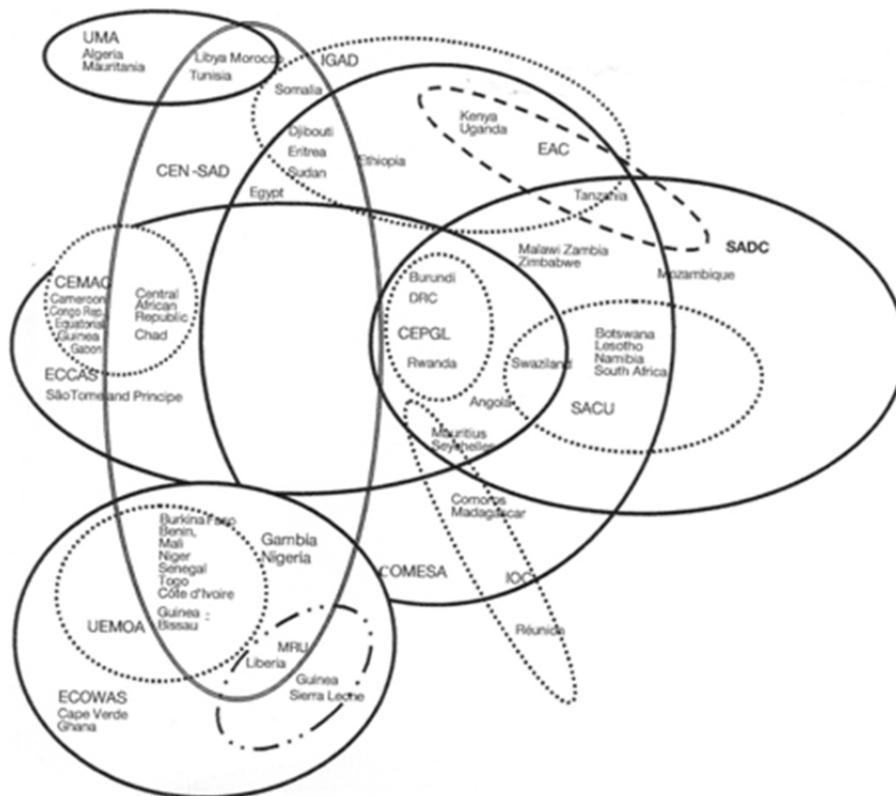
Larger RECs do not necessarily make for more-effective RECs. For example, COMESA now has 23 members, but is far less-integrated than a tighter REC like EAC.² In negotiating the CFTA, the African Union will have to confront the fact that at least half of the eight REC Secretariats are relatively weak in terms of capacity to meet the objectives of increasing free trade between African countries.

Given this situation, the AUC has devised a plan whereby the continent and its RECs will proceed to group themselves along two geographic zones. COMESA, EAC and SADC are already coming together through the Tripartite Initiative launched in 2008, while the other RECs will group themselves around ECOWAS. At the present time, the Tripartite grouping of 26 countries appears to be able to move forward much more quickly than the zone grouped around ECOWAS, which faces numerous challenges to overcome the existing fragmentation.

It is expected that by the end of 2014, the Tripartite group will have reached agreement on issues such as trade policy, trade facilitation, and other related issues. The other five remaining RECs (ECOWAS, ECCAS, IGAD, AMU, CEN-SAD) are expected to begin negotiations among themselves by 2014 to establish regional or inter-regional FTAs (AU 2012a).

² This is the familiar “broadening” versus “deepening” from European regional economic integration.

Figure 2 – The “Spaghetti Bowl” of Membership in Regional Economic Communities



Source: United Nations Economic Commission for Africa.

IMPLEMENTING THE ACTION PLAN FOR INTRA-AFRICAN TRADE

In many respects, the Continental Free Trade Area is the most ambitious free trade area ever attempted in the world, involving the administrations of all 54 African countries (including some located in the Indian Ocean, i.e. Comoros, Mauritius, Seychelles), the 14 RECs in existence, and myriad international partners.³ While the main players at the apex are located in Addis Ababa, Ethiopia, the bulk of the work needed is at the level of the RECs and even more so, the national administrations and private sectors of the Member States. The groups in Addis Ababa face a challenging task in reaching out to the RECs and Member States, mainly by communicating information about how to boost intra-African trade in order to build enthusiasm.

The *acquis communautaire* of the CFTA is the agreed treaties and protocols of the existing RECs. At present, the African Union Commission does not have sufficient staff with mastery of those agreements on an in-house basis. While the “architecture” for how to arrive at a CFTA based on the present RECs

³ With the recognition of South Sudan in 2011, Africa now has 54 countries—some offshore—but only 53 are AU members. Morocco, while not a member of the African Union due to disagreement over the status of the region known as Western Sahara, is a member of the Arab Maghreb Union and CEN-SAD and therefore implicated in the CFTA.

as “building blocks” is still in development⁴, the Action Plan for Boosting Intra-African Trade already provides a clear path for the AUC, the RECs, Member States and international partners to take action.

At the July 2012 AU Summit, it was agreed that the implementation strategy for the APBIT would be drafted during the period from September to November 2012. In April 2012, the High-Level African Trade Committee established to help guide the APBIT provided the following direction for the drafting of the Implementation Strategy:

The Decision and Declaration on boosting Intra-African trade, respectively adopted by the 18th Summit of Heads of States and Government, in particular, paragraph 3 of the Declaration, which requires “the AU Commission, in collaboration with the RECs, Member States and the development partners to develop an implementation strategy for the Action Plan on boosting intra-African Trade”.

That the Action Plan on boosting intra-African trade, in its present form, is substantially developed; what needs to be done is a detailed elaboration or articulation of specific tasks; activities, programmes; define indicators/milestones and likely budgetary implications (especially where it concerns AU level responsibilities), in the priority Clusters areas identified in the Action Plan. In this regard, what would be required, is the creation of additional columns in the Action Plan matrix, with headings on Activities; Indicators/Milestones and Budgetary estimates;

That a Task team should be set up, composed of the AUC, UNECA, JSSO and the RECs, to take on the task of developing a draft of the implementation strategy.

--High-Level African Trade Committee⁵ (AU 2012a).

The following sections offer a view on the two or three main institutions operating in Addis Ababa that must guide the international partners in development of their own responses to the call for action to boost intra-African trade. Opinions expressed should not be considered to represent official U.S. government positions.

THE AFRICAN UNION COMMISSION

The African Union Commission (AUC) is the executive arm of the AU and therefore the REC Secretariat for the CFTA. While it has the mandate, the AUC has neither the staffing nor the intention to play an active executing role equivalent to that of the European Commission.

The African Union Commission Departments have four strategic functions:

1. Policy harmonization/coordination;
2. Strategic communication for political engagement;
3. Resource mobilization and partnership; and
4. Advocacy and monitoring policy implementation.

A recent AU document describes the role of the Commission in the CFTA as follows:

⁴ The AU Framework Document for fast-tracking the CFTA underscores the importance of finalizing the Tripartite FTA to facilitate ascension to the CFTA. The Tripartite aims to bring together SADC, EAC, and COMESA.

⁵ African Union (2012). “Consultative Meeting of the Senior Officials of the Committee of the Assembly of Heads of State and Government on Boosting Intra-African Trade.” TD/BIAT/cm.1/R1. April 3-4.

The AUC will be responsible for monitoring the development of FTAs within and between the RECs. It shall also provide guidance, leadership, technical and political support to expedite the process of establishing the regional and continental FTAs. In this regard, the AUC will be expected to

- i. Undertake studies with a view to providing information and evidence -based analysis
- ii. Mobilise the support of Stakeholders for the realisation of CFTA
- iii. Provide a platform for the sharing of experiences among African FTAs.

–“Draft Framework, Roadmap and Architecture for Fasttracking the Continent Free Trade Area” (AU 2011).

The AUC’s Departments for Trade and Industry and Economic Affairs have primary responsibility for the CFTA and the Action Plan for Boosting Intra-African Trade. Yet other parts of the AUC, including those responsible for Education, Health, and Youth, are enthusiastic about “mainstreaming” trade into their programs.

In order to beef up its capacity on trade, the AUC is planning to establish a Trade Information Observatory, with a mandate and role distinct from the African Trade Policy Centre described below. The AUC’s Trade Division is planning a March 2013 meeting to discuss the operationalization of the AU Trade Information Observatory. Careful design work is needed in order to make the Trade Information Observatory truly useful in terms of promoting intra-African trade.

The need for more clearly defined relations between the apex executive organization and the RECs was recognized in a Protocol from the 1990s on the relationship between the African Economic Community and the Regional Economic Communities, updated by a 2006 Protocol on the relationship between the African Union and the RECs.

The Protocol on relations between the AU and the RECs calls for the opening of liaison offices of the AU in every head office of the RECs in order to facilitate the monitoring and evaluation of the Minimum Integration Program (MIP). The role of these offices will be, among others, to improve communication and exchange information between the Commission and the RECs, and coordinate the implementation at the regional level. In this way, the AUC can “lead the process of inter-linkages and connectivity between the Member States and the RECs” (AU 2009a).

THE UNITED NATIONS ECONOMIC COMMISSION FOR AFRICA

The United Nations Economic Commission for Africa (UNECA), also located in Addis Ababa, provides much-needed analytical and statistical support to the African Union Commission. UNECA’s Regional Integration, Infrastructure and Trade Division (RITD) generates the most-authoritative analysis and statistics on Africa’s regional economic integration and intra-African trade, with five issues of its headline publication *Assessing Regional Integration in Africa* (ARIA) <http://new.uneca.org/aria/aria5.aspx> having appeared since 2004.

UNECA’s African Centre for Statistics will play a critical role in determining whether the CFTA and the APBIT actually result in increased value and volume of intra-African trade. The group is planning to reprise the publication *Compendium of Intra-African Trade Statistics*, which last appeared in 2005. The Centre for African Statistics will inevitably be a key actor in any efforts to improve the monitoring and evaluation of Member State compliance with regional trading commitments under the RECs.

UNECA has developed a Composite Integration Index evaluating countries' efforts in eight areas: trade, money and finance; transport; communications; energy; agriculture; manufacturing; and human development and labor markets (UNU-CRIS 2007).

The African Trade Policy Centre (ATPC), hosted by UNECA, was established in 2003, with core funding provided by the Canadian International Development Agency (CIDA) and a contribution from Denmark during the first phase running through 2007. The present phase, running from 2008 through 2013, has core funding from CIDA with a contribution from the United Kingdom's Department for International Development (DFID). The African Trade Policy Centre trains officials from Member States and the RECs in how to approach trade policy development, including negotiations with regional partners. According to one project document on the CIDA website, the ATPC devotes 40% of its activities to improving trade facilitation among the RECs, 30% on helping access regional markets, and 15% on increased capacity of national and regional African institutions. ATPC has been active in helping countries develop their Aid for Trade strategies.

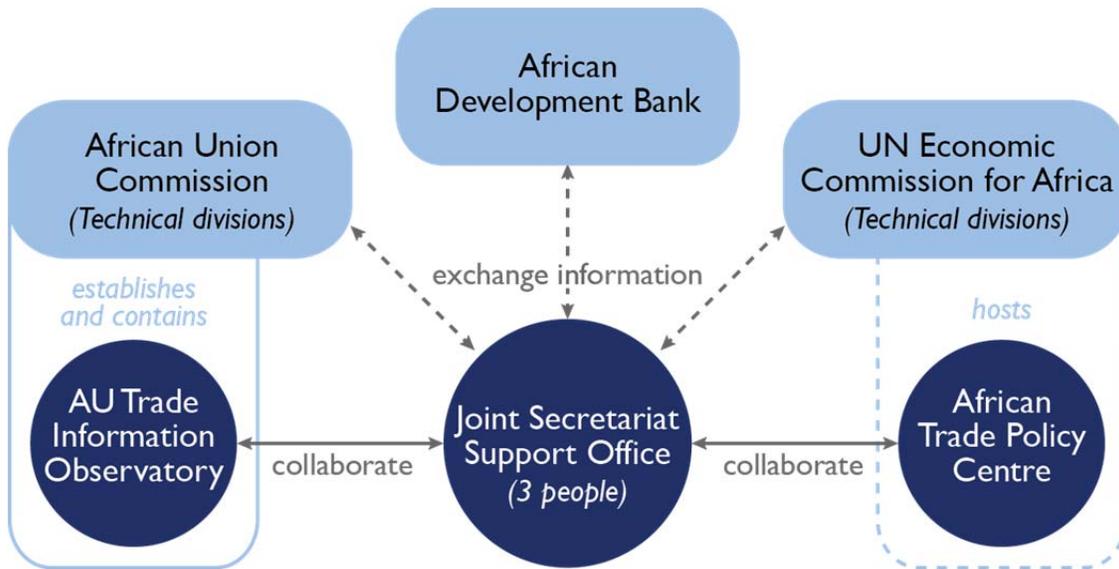
In November 2011, the ATPC organized the first African Trade Forum as the first major multi-stakeholder conference on trade in Africa (UNECA 2012). ATPC aims for the Forum to become an annual event useful in enacting the AU Action Plan for Boosting Intra-African Trade and the CFTA. The role of the ATPC has been evolving and will need to expand in order to respond to Member State requests for training activities on trade negotiations to be expected with the CFTA.

THE JOINT SECRETARIAT SUPPORT OFFICE

The Joint Secretariat Support Office (JSSO) was launched in 2011 by the AU, UNECA and the African Development Bank (AfDB). As can be seen in Figure 3, the JSSO is intended to serve as a common interface among the three organizations; in effect, another coordinating body. At present, the JSSO has only three staff members, which undoubtedly limits its impact; however, the JSSO can serve a useful role in filling in the gaps in the institutional structure.

According to a recent progress report, the JSSO is coordinating work on statistics at national, sub-regional and regional levels, including development of integrated databases in support of decision making and policy making (AU-UNECA-AfDB 2012). Other areas in which the JSSO intends to work include the African Statistical Yearbook, the Forum for Statistical Development in Africa (FASDEV), the Africa Symposium on Statistical Development (ASSD) and the Statistical Commission for Africa (Statcom).

Figure 3 – Key Structures for Assisting the African Union to Boost Intra-African Trade



In early 2012, the JSSO’s trade specialist developed a proposal for a Regional Information Centre as part of the JSSO as a place to share knowledge and coordinate activities in support of the Action Plan for Boosting Intra-African Trade and the AU’s Program for Infrastructure Development in Africa (PIDA). The proposed JSSO Regional Information Centre may in fact be duplicative once the AUC’s Trade Information Observatory is created, however with the meeting on operationalization of the Trade Information Observatory not scheduled until March 2013, and the Observatory likely not functional until 2014, at the moment there is a gap. The JSSO’s proposed Regional Information Centre is in a position to fill that gap at this point in time by serving as a bridge to the creation of the AU Trade Information Observatory.

THE AFRICAN UNION'S CALL FOR ASSISTANCE

At the January 2012 Assembly of the African Union Eighteenth Ordinary Session, the African Union took a Decision and made a Declaration on Boosting Intra-African Trade and fast-tracking the Continental Free Trade Area (CFTA). The AU Summit, in the Decision [Assembly/AU/Dec.394 (XVIII)-- Doc. EX.CL/700(XX)]:

CALLS UPON UNECA, the African Development Bank and other relevant development partners, to support the implementation of the Action Plan and the establishment of the CFTA.

In the Declaration [Assembly/AU/Decl.I(XVIII)], the African Heads of State:

ENDORSE the Action Plan for Boosting Intra-African Trade and ***REQUEST*** the AU Commission, in collaboration with RECs, Member States, and development partners, to develop an implementation strategy for the Action Plan.

In addition, the AU Heads of State also took two other Decisions with immediate relevancy to the APBIT. The January 2012 Decision on African Integration [Assembly/AU/Dec.392(XVIII)--Doc. EX.CL/693(XX)] notes that the AU Summit:

ADOPTS the first Plan of Action of the Minimum Integration Programme and ***REQUESTS*** the Commission to set up a mechanism for monitoring and evaluating the Plan.

The January 2012 Decision on Integration as a Factor for African Renaissance [Assembly/AU/Dec.404(XVIII):Document Assembly/AU/14(XVIII)]:

INVITES Member States to map out more resilient regional and continental integration policies in the RECs and AUC with focus on priority actions capable of leading, in the shortest possible time, to the free movement of persons, goods, and services, and to the building of various intra- and inter-community infrastructure required to speed up the integration process.

Based on these calls for assistance by the AU, this report provides a preliminary inventory of measures that four development partners (USAID, EU, CIDA, and DFID) and others are already taking that support short-term implementation of APBIT. Based on this inventory, potential gaps were identified as areas for dialogue and future programmatic consideration. This report is offered to the AUC and partners as one response to the 3 January 2012 Summit Decisions and the accompanying Declaration requesting development partners to support implementation of APBIT. A separate report may be prepared in the future to inventory other measures that development partners are taking to specifically support establishment of the CFTA in the longer term.

During a May 30, 2012 Round Table with Partners on APBIT and fast tracking the establishment of the CFTA, the presentation slides of the AUC Director of the Trade and Industry Department stated that “the AUC will be principally responsible for Monitoring and Evaluating the progress on the implementation of (Summit) decisions taken.” In this context USAID has conducted background work

for APBIT implementation focused on implementation accountability, monitoring and evaluation and improving statistics on intra-African trade in goods and services.⁶

⁶ See Annexes 1-3. Also available separately are maps of the RECs and non-REC AU Member States and tables showing AU Member States' membership in the RECs.

OVERVIEW OF DONOR PROGRAMS THAT SUPPORT APBIT

In mid-2012, USAID/African Union sponsored a scoping exercise of donor programs that promote regional trade, producing several matrices of donor programs.⁷ In this study we considered the following international partners: U.S. Government (USAID and USDA), European Union assistance, European countries' bilateral aid programs (particularly DFID), Canada, Japan, Turkey, China, India, and Brazil.⁸

The **United States** Government provides assistance on intra-regional trade at the bilateral level, at the regional level, and since 2010 at the apex (AU) level. USAID and the AU signed their first long-term Assistance Agreement in August 2010 to advance prosperity, peace, and stability in Africa, with the agreement running through 2013. USAID's support for the APBIT inaugurates USAID's support at the AU level with respect to trade.

For the past 10 years, USAID has sponsored three Trade Hubs in East, Southern and West Africa promoting intra-regional trade and closer economic integration in complement to the RECs.⁹ The Trade Hubs have worked closely with the organized private sector in dozens of countries, disseminating information about regional and national rules for trading and transporting goods, and to some degree, services. In addition, a USAID regional agriculture project, the Agribusiness and Trade Promotion Project/Enhanced Agribusiness and Trade Promotion Project (ATP/E-ATP), has promoted intra-regional trade in basic staple foods in West Africa, successfully helping traders and transporters—both formal and informal—to organize themselves in representative associations at the regional level and to carry out advocacy campaigns to reduce unfair policies and practices.

The U.S. Department of Agriculture (USDA) operates a number of programs around Africa to stimulate trade, dealing with Sanitary-Phytosanitary (SPS) issues, export marketing, and improving business skills through the Farmer-to-Farmer exchange program. Other U.S. government agencies involved in supporting trade-related programs in Africa include the U.S. Trade and Development Agency (USTDA), the U.S. Department of Agriculture (USDA), the Millennium Challenge Corporation (MCC), the Overseas Private Investment Corporation (OPIC), and the Export-Import Bank of the United States (Ex-Im Bank), to name just a few.

The **European Union** provides substantial assistance to individual countries, to the REC Secretariats, and to the African Union Commission, with a notable commitment to ensuring the coherence of its development programs with social and environmental aims. EU support for the AUC falls under the Joint Africa-Europe Strategy (JAES), including very specific areas of support to the AUC's Department for Trade and Industry and Department for Economic Affairs. In terms of the APBIT, the JAES

⁷ The Scoping Exercise began the task of placing the different donors' programs into the seven APBIT Clusters but quickly revealed the overlapping nature of the Clusters. While the APBIT Clusters are at the AU-level, the emphasis placed to date by the donors has been on bilateral and REC-level assistance, with the exception of the EU-funded JAES, which is just getting underway.

⁸ The Analytical Review discusses the role of donor coordination for members of the OECD's Development Assistance Committee (OECD-DAC), as well as the approach of those donors who are not members of the DAC. Some programs by multilateral donors such as UNIDO, the UN's ITC, and the World Bank are also included.

⁹ USAID is at present in the process of renewing the 3 regional Trade Hubs for the next 5 years.

represents the bulk of donor support committed to date.¹⁰ The JAES assistance intended for the two departments of the AUC is earmarked for the following APBIT-related activities:

- Organizing coordination meetings with RECs
- Supporting the publication of the fifth Assessing Regional Integration in Africa (ARIA)
- Supporting the Minimum Integration Programme (MIP)
- Harmonization of International Merchandise Trade Statistics
- Organizing Africa Private Sector Forum
- Conducting sectoral studies on trade in services.¹¹

The EU also has wide-reaching programs throughout Africa on Sanitary-Phytosanitary (SPS) issues and Technical Barriers to Trade (TBT), including a program at the apex level of the AUC on better training for food safety in Africa and a program with one of the AU's technical agencies (AU-IBAR). Activities on SPS and TBT are also part of the EU's assistance for the African, Caribbean, Pacific (ACP) countries.

The **U.K.**'s DFID has been one of the leaders in supporting the Tripartite process and intends to help support the preparations for the negotiations on the CFTA in the next year or two, mainly through the Trade Advocacy Fund. The U.K. sponsors TradeMarks in East Africa and Southern Africa, essentially regional project offices set up as a vehicle for delivering technical assistance to promote African trade. The U.K. has been highly innovative in its approach to development assistance in recent years, with its Value-for-Money approach aiming to increase aid effectiveness.

Other EU Member States are providing bilateral assistance supporting the African Union in well-defined areas. **Germany** has supported the African Union Commission through funding for staff located in the Vice-Chairperson's office, who played a key role in shepherding the African Union leaders towards adopting the CFTA and APBIT at the January 2012 AU Summit. **Spain** is actively supporting the AUC in implementing the NEPAD agriculture policy initiative known as CAADP, with an emphasis on improving irrigation systems and boosting crop yields. **Sweden** figures prominently in certain sections of the AUC's work program, particularly as regards the rights of the child, environment and gender issues. Some non-EU countries like **Switzerland** and **Norway** also fund bilateral development assistance in favor of African countries alongside that of the EU countries.

For the past decade, **Canada**'s CIDA has been the main supporter of the African Trade Policy Centre (ATPC), hosted at UNECA. The ATPC played a key role in providing technical assistance and helping develop the main documents submitted to the African Heads of State in the months leading up to the January and July 2012 summits. Another innovative CIDA activity is the Capital Risk Facility which provides risk capital to developing country entrepreneurs.

Japan hosts a forum on Africa every five years, with the Tokyo International Conference on African Development (TICAD) IV to take place in Tokyo in May 2013. Japan channels about one-fourth of its development assistance to multilateral organizations for the project implementation. As part of its support for private sector development, Japan helps provide a much-needed piece of the puzzle for boosting intra-African trade: trade insurance and export and import finance. Japan is also making available \$4 billion in low-interest loans for roads and other infrastructure.

¹⁰ One cautionary note for AUC officials is that even though an area of need, such as the Minimum Integration Programme, is set to receive support from one partner, additional partners or assistance may be needed to fulfill all the needs.

¹¹ The detailed information on EU support to AU trade projects was provided to USAID by the EU delegation. The programs mentioned here fall under the development and integration rubrics of Pillar 2 of the JAES.

Turkey has contributed to improved education outcomes through its network of Turkish schools in many places around Africa. Turkey is also developing business alliances with firms in African countries, with the African firms acquiring skills and experience that will be useful for intra-African trade. Vocational training, whether in Turkey or in partner countries, is another trade-related activity.

China, now Africa's third-largest trading partner, provides financing and engineering knowhow to infrastructure projects in many countries on a bilateral basis. China has begun hosting an international conference on African development every four years, in this case the Forum on China-Africa Cooperation (FOCAC). The fourth FOCAC was in 2010 and served to focus attention on how China can help Africa—and vice versa. China's most visible contribution directly to the African Union was the construction of the new AU Conference Centre in Addis Ababa, Ethiopia.

India has trained thousands of African government officials at its many universities and technical institutes; its Indian Technical and Economic Cooperation (ITEC) program, covering 156 countries, has some 40,000 alumni today. Most often, those being trained are civil servants and managers working in state-owned enterprises and government-run institutions such as hospitals, railways, and universities. India established the Pan-African e-Network project, aiming to link all of the African countries by a network of satellite and fiber optic connections. Related to the APBIT, India is providing a line of credit of \$300 million to finance regional integration infrastructure projects in support of the African Union's Programme for Infrastructure Development in Africa (PIDA).¹²

Brazil has increased its development assistance in recent years, with a focus on supporting Africa's Portuguese-speaking countries. Attracting Brazil's interest in contributing to development of the APBIT and the CFTA could be one means of better including the AU's Lusophone Member States, which are traditionally at a structural disadvantage in agreeing to work in either French or English.

SOME CONCLUSIONS FROM THE SCOPING EXERCISE

In conducting the Scoping Exercise, it became apparent that effectively all of the donor programs promoting economic growth, whether on trade, promoting Africa's private sector, or empowering women, in some way contribute to boosting intra-African trade. But few of these programs are focused at the apex level of helping the AUC promote the APBIT, as most are bilateral or regional in nature.¹³

The EU's JAES, on the other hand, represents many millions of Euros of apex-level assistance benefiting the AUC and international partners such as UNECA. With the JAES, the EU technical assistance will be helping to fill a major gap in the AUC's ability to implement the CFTA and APBIT, but much more is needed. Further increasing the AUC's ability to reach out to the RECs, and to help the RECs reach out to the Member States, and to help the Member States reach out to their private sectors, will require patience, determination and persistence.

¹² From the Plan of Action of the Framework for Cooperation of the India-Africa Forum Summit.

¹³ To get a sense of the full range of donor programs promoting trade in Africa, the reader is advised to refer to the annex tables with matrices of donor programs.

CURRENT USAID SUPPORT FOR APBIT

USAID has been supporting activities promoting intra-African trade and regional integration for decades through its extensive regional, bilateral, and multi-country programming. USAID/African Union is presently planning two phases of support for the AUC in its role implementing the APBIT, 2012-2013 and 2014-2016, as described below. In addition to supporting the AUC, USAID/African Union is looking for ways to better integrate the AUC's goals for the APBIT into regional, bilateral and multi-country programming.

REGIONAL, BILATERAL AND MULTI-COUNTRY PROGRAMMING

With three regional missions and an Office for Middle East Programs in Africa, USAID has the capability to undertake programs covering more than one country, including support for the RECs. The main mechanisms have been the three Trade Hubs, regional agricultural programs, and support for energy trading.¹⁴ With an agreement signed mid-2012, USAID's East Africa regional mission is undertaking a new program to support one of the African Union's technical centers, the Inter-African Bureau for Animal Resources (AU-IBAR) with technical assistance on topics such as the issuing of veterinary-sanitary certificates.

Part of the U.S. approach for boosting trade via the Trade Hubs over the past 10 years has been to encourage duty-free, quota-free exports of African goods to the U.S. market under the African Growth and Opportunity Act (AGOA). A more recent development is that USAID programs have been promoting intra-regional trade within the RECs, particularly for selected value chains.

In addition to establishing information centers on how to export under AGOA, the Trade Hubs have also been important sources of information for producers, traders, transporters and others on the documentation and procedures needed for engaging in intra-regional trade. Often taking a corridor approach, the Trade Hubs have followed a private sector-led strategy for promoting trade, organizing meetings, "roadshows," transport and logistics cost studies, participation in trade fairs, and other activities.

Of particular interest to this assignment, the Trade Hubs have undertaken programs to monitor non-tariff barriers and to collect trade statistics. The USAID programs to measure the time lost and unnecessary costs (bribes, fees) in transporting goods between African countries have gained great attention among policy makers. Publicizing the high level of unnecessary costs has led to a reduction in those costs over time, but as of yet, neither the private sector nor the public sector in Africa has been able to use that information to successfully achieve the elimination of NTBs.

USAID's Trade Hubs have also provided useful methodologies for how to analyze Member State compliance with their regional trading commitments. In 2008, the West Africa Trade Hub conducted a Gap Analysis of the ECOWAS Trade Liberalization Scheme (ETLS). In 2010, the Southern Africa Trade Hub conducted an audit of the implementation of the SADC Protocol on Trade (USAID 2011). In East Africa, the COMPETE project has monitored non-tariff barriers at key border crossing points.

¹⁴ See Annex I for detail on USAID's regional programs and their support for integration in the seven APBIT clusters.

One of the key concepts brought out by USAID's Trade Hubs is that in studying and explaining the documentation and requirements for transporting goods across borders in Africa, it is helpful to examine the requirements through three optics—those pertaining to the driver, those relating to the truck, and those relating to the goods being transported.

In general, the Trade Hubs have collected intra-African trade data for the purposes of M&E related to their own activities, proving that it is indeed possible to collect reliable trade statistics in Africa, with a great deal of work. But despite that success, these projects have not generally sought to build capacity within the Member States and the REC Secretariats to collect, analyze and report the needed data.

The U.S. Government's Feed the Future initiative provides a guiding framework for activities in support of food security and poverty reduction, in line with the Millennium Development Goals, New Partnership for Africa's Development (NEPAD) and the Africa-wide Comprehensive Africa Agriculture Development Programme (CAADP) initiative on agriculture. USAID has three main regional agricultural programs, two in West Africa and one in East Africa. These have complemented the work of the Trade Hubs by focusing on basic staple foods, which present a whole different set of challenges due to the informal nature of intra-African staple foods trade. For staple foods trade, the trucks transporting the goods are often not in conformity, exposing the trader and transporter to harassment from uniformed authorities. Further, there is widespread micro-trading of foods across the continent, with individuals carrying small loads across borders on public buses, bicycles, donkey carts, or on their heads.

The regional agriculture programs in West Africa, called Agribusiness and Trade Promotion (ATP) and Expanded Agribusiness and Trade Promotion (E-ATP), focus on increasing intra-regional trade in six value chains that comprise the bulk of the priority products under ECOWAS' regional agricultural program ECOWAP.¹⁵ The projects aimed to improve the competitiveness of each value chain all along the production and marketing chain, as well as helping the value chain stakeholders to organize themselves at the national level, and to establish a regional representative association to advocate for policy reforms vis-à-vis ECOWAS, UEMOA and CILSS.

An ATP/E-ATP Gap Analysis in 2009-2010 compared the ECOWAS regulations for regional free trade, product-by-product, and the actual conditions for trading on the ground, based on extensive documentary review, stakeholder interviews, and consultation with the ECOWAS Commission. The result was a Trader-Transporter Card that was widely distributed among the value chain operators throughout the region defining which documents are necessary and which are not necessary when trading staple foods across borders between ECOWAS countries, as well as which fees are necessary and not necessary. These projects have also made contributions, although not without some difficulty, in improving access to trade finance, and in identifying priority infrastructure investments needed for the staple foods value chains.

The East Africa Livestock Project does not have an explicit trade-boosting component, although many of the activities reinforce the enabling environment for intra-regional livestock trade. The Livestock Information Network Knowledge System in particular could be adapted to include information promoting livestock trade. Over the past 15 years, USAID has also supported African regional efforts to increase trade in electricity through the Southern African Power Pool (SAPP) and the West African Power Pool (WAPP). The U.S., through various financing and technical assistance mechanisms, was also

¹⁵ ATP covers maize, ruminant livestock and fresh meats, and onions and shallots. E-ATP covers rice, millet-sorghum, and poultry products.

a key supporter of the West Africa Gas Pipeline, which has permitted natural gas from Nigeria to be exported to Benin, Togo and Ghana.

USAID's bilateral missions in Africa also operate programs supporting trade, including in North Africa, where USAID does not run regional trade-related programs. USAID's bilateral missions often concentrate on boosting agricultural productivity and improving access and availability of food for vulnerable populations. USAID bilateral programs are committed to Feed the Future, representing an opportunity to mainstream the African Union's message regarding free trade in basic staple foods among all African countries.

Beyond these, another type of trade-boosting activity operated by USAID can be termed *multi-country programming*. An example of this is the effort at each end of the Dakar-Bamako Corridor by USAID bilateral projects in Senegal and Mali, helping the national governments and private sectors to organize themselves to study the issues involved, develop national positions and sector-specific committees, and engage in ongoing negotiations and interactions. Similarly, USAID bilateral and regional activities have worked to facilitate trade on the coastal highway linking Ghana, Togo, Benin and Nigeria as part of the Abidjan-Lagos Corridor. Multi-country programming has also been fruitful in East and Southern Africa, with great attention to 10 key border crossings in the EAC as well as key bottlenecks at the Ressano Garcia border between Mozambique and South Africa. Participation by USAID bilateral missions in Egypt and Ethiopia in the Nile River Basin initiatives on water, agriculture and livestock would be another example.

Annex 1 contains an illustrative list of USAID's bilateral programs in support of the APBIT, while Annex 2 covers USAID's regional programs related to trade, including the three Trade Hubs, the regional agriculture programs, and initiatives such as Feed the Future and Farmer-to-Farmer.

CHALLENGES IN ARTICULATING PROGRAMMING IN THE APBIT FRAMEWORK

USAID/African Union funded this activity in order to provide some insights on what the development partners who are part of the AU+ are already doing in support of boosting intra-African trade, and to offer some suggestions on what to do next. With more than 50 countries to integrate into the APBIT, as well as eight REC Secretariats, the needs are endless, as a training given in one country could be given in the next, and follow-up training will broaden the universe of participants and reinforce participants' understanding. The question is really about aid effectiveness, that is, how to get the most bang for the buck.¹⁶

It was not possible to document all of the past and present programs related to intra-African trade, although the annex tables in this report contain a concerted attempt, at least for the bilateral development partners (including the EU) most active with the AU. Attempts made to place the different donors' programs into the seven APBIT Clusters quickly revealed the overlapping nature of the Clusters (see Annex 3). While the APBIT Clusters are at the AU-level, the emphasis placed to date by the donors has been on bilateral and REC-level assistance, with the exception of the EU-funded JAES, which is just getting underway, and CIDA's assistance to the African Trade Policy Centre. Available project descriptions do not provide the insights needed to know the strong and weak points of a particular project's particular approach.

As the development partners' programs in support of trade operate at multiple levels, it is difficult to quantify exactly how much is presently programmed for APBIT-related activities. To do so would require problematic assumptions about weighting and attribution, in particular for cross-cutting programs, such as money spent on education, health, and economic empowerment of women.¹⁷ On the other hand, the development partners active in the AU+ often have greater reach into AU Member States than the AUC itself. So in addition to getting value for money, it is worthwhile to study further into the universe of present programs, as substantial synergies are possible by making full use of the resources available to the development partners in order to get across the AUC's message about promoting intra-African trade.

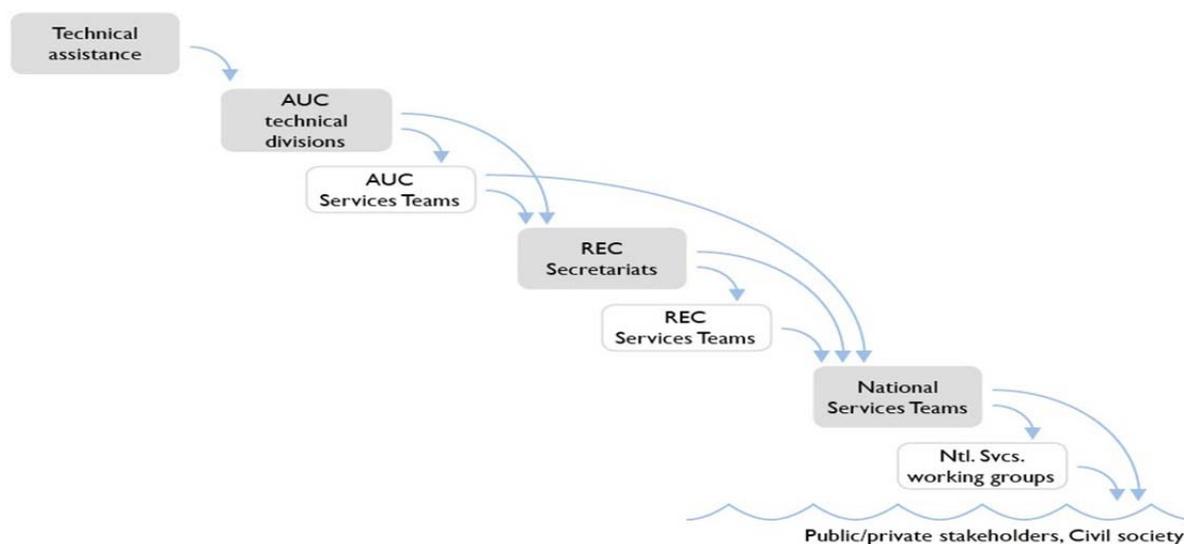
The seven Clusters and 28 sub-activities under APBIT provide ample room for interested development partners to contribute in every one of these areas. The needs are so great that donors should consider working in an area of comparative advantage even if another donor has operated programs in that area in the past or is even currently operating one. There are long-term, structural needs, such as M&E and improving statistics on intra-African trade, and short-term areas of opportunity, such as promoting the cross-border maintenance and repair of medical equipment and promoting investment in the manufacture of anti-malarial bednets in Africa with the purpose of trading within Africa.

¹⁶ Or in DFID parlance, value for money

¹⁷ For example, education programs could be considered to have a 25% contribution to trade, with a 0.25 coefficient applied to the level of overall funding. USAID's Trade Capacity Building database, which attempts to categorize different U.S. programs into different TCB categories, shows both the potential and the difficulty involved.

On trade in services, the range of stakeholders is vast, most with only a limited degree of knowledge of the overall role of services in their own national economies given the lack of statistics in most African countries. Liberalization of selected services sectors on a unilateral basis can be beneficial, often with immediate positive effects, as in the case of telecommunications services. Case studies on African countries' experiences on services are rare. Few countries in Africa are well-equipped to participate in bilateral or region-wide negotiations on concessions in different services areas. Those with the greatest capacity already, for example Senegal, South Africa, Egypt, and Kenya¹⁸, should take the lead in building up the AU's Services Team and in leading an extensive program of AU-sponsored cascade training on trade in services for the REC Secretariats, national administrations, and public and private stakeholders in every country (Figure 4).

Figure 4: Proposed Cascade Training on Trade in Services



Without doubt, the AUC needs to guide the development partners in the AU+ with regard to the areas of highest priority for supporting the APBIT. In order to facilitate donor coordination, the AUC may wish to consider devising a standard reporting format for the development partners and AUC staff to periodically update. This could culminate in an annual document showing progress on the seven APBIT Clusters, its sub-activities, and fundamental elements such as implementation accountability, monitoring and evaluation, and improving statistics on intra-African trade in goods and services. Another angle to track would be success in linking APBIT with programs related to health, education, youth, women's empowerment, and food security, as these lend valuable synergies that are difficult to measure.

¹⁸ Senegal has a very strong team on regional and multilateral negotiations. The other 3 countries mentioned can be presumed to have a national services team in place, or otherwise strong institutional support, and experience in dialoguing with the private sector.

ANNEX I: ILLUSTRATIVE LIST OF BILATERAL USAID PROGRAMMING SUPPORTING APBIT

TRADE POLICY

Mainstreaming of intra-African trade in national trade and development strategies

- *USAID/Ethiopia's* WTO Accession Plus Project assisted the Ethiopian government and specifically the Ministry of Trade, with its accession process through capacity building, training, technical assistance, and legal advising.
- *USAID/Mozambique*, through the SPEED program, helped Mozambique incorporate regional trade (SADC) priorities into national strategy and improve trade between Mozambique and the rest of the region.
- *USAID/Nigeria* MARKETS worked with government laboratories to establish internationally accredited testing capabilities in Nigeria, which in turn raises product standards and makes it easier to export commodities to markets within the region.

Enhancement of the role of the organized private sector, informal private sector and women in trade policy formulation

- *USAID/Ghana* helped Ghana improve access to markets through better market information; meeting food safety regulations; increasing the production capacity of firms through improved technologies and environmentally sound practices; improving the management capacity of firms; applying best practices in sustainable resource management in agriculture; and strengthening business associations' ability to provide better services to their members.
- *USAID/Nigeria* NEEP Program worked to improve Public-Private communication regarding Customs Union
- *USAID/Senegal's* Economic Growth project works with Government and private sector to boost Senegal's overall business environment and competitiveness. This includes targeted interventions to design and implement reforms that can also improve Senegal's rankings in key international benchmarks such as Doing Business and the Global Competitiveness Report.
- *USAID /Egypt* has mobilized prominent business leaders and leading financial institutions to oversee the delivery of credit and related services to low-income entrepreneurs.

Boost intra-Africa trade in food products

- *USAID/Ethiopia* works with producers, processors and suppliers to reduce the time and cost to import and export goods and to build private sector capacity and competitiveness.
- *USAID/Senegal's* PCE project works to boost investment in the agriculture sector and to significantly increase the contribution of agriculture to the national economy. Activities include improvements in farming and post-harvest techniques, introduction of modern supply chain and logistics systems, increasing storage and processing capacity, innovations in credit and capital mobilization, training and higher education programs, improved trade conditions and capacity, and support for targeted policy and regulatory reforms.

- *USAID/Burundi's* Expanding External Trade and Investment project developed concrete recommendations for improving regional trade in East Africa. USAID started an initiative to strengthen sanitary and phytosanitary controls that will boost Burundi's agricultural trade within the East African Community.

TRADE FACILITATION

Harmonizing and simplifying customs and transit procedures, documentation and regulations

- *USAID/Liberia* Trade Policy and Customs program supports tariff harmonization and removal of unnecessary non-tariff barriers to trade; strengthen trade policy institutions and improve policies; modernize customs practices; and strengthen protection of intellectual property rights.
- *USAID/Nigeria* is working on modernizing customs and increasing use of transparent and predictable and international standards

General Trade Facilitation

- *USAID/Egypt* assessed trade impediments in Egypt, supported the Egyptian Customs Authority to streamline customs procedures and simplify and reduce tariff rates and established a Trade-Related Assistance Center. USAID supports restructuring the commercial registry system, and is strengthening the Egyptian Competition Authority's ability to monitor business practices in the market.

PRODUCTIVE CAPACITY

Encouraging investments/FDI through established frameworks for the strengthening of regional and continental complementarities, and the development of regional enterprises and value chains

- *USAID/Nigeria* NEEP program worked to promote Nigerian goods to regional markets, especially Ghana and Senegal
- *USAID/Mozambique*, through THE SPEED program, improved Doing Business Indicators to concretely improve investment from regional Southern African companies.
- *USAID/South Africa* Business Linkages Program supports trade missions to regional trade partners to promote South African goods.

General

- *USAID/Zimbabwe* helped rebuild deteriorated extension services for smallholder farmers by working with the private sector and civil society to provide training and support to this sector. Farmer, commodity and agribusiness associations will be strengthened so they can engage farmers and agribusinesses in agricultural policy dialogue and enable them to better advocate for their interests to government.
- *USAID/Madagascar* helped strengthen community solidarity by encouraging farmers to work together in groups. They also reinforced farmers' capacities to organize, produce and market goods. Beneficiaries include small-scale producers and households headed by women.

TRADE-RELATED INFRASTRUCTURE

- *USAID/Senegal* worked to improve the Dakar-Bamako trade corridor and led a conference on barriers and improving transportation.
- *USAID/Mozambique SPEED* project worked to improve border crossings between Mozambique and Key Trade Partners like South Africa.

TRADE FINANCE

Strengthening/enhance capacity of existing regional and continental financial institutions

- *USAID/ Mali IICEM* program negotiates and develops adapted loan products with regional financial institutions: agricultural season loans, loans for storage of dry cereals (particularly millet and sorghum), and facilitate access to finance for agricultural inputs and storage.

TRADE INFORMATION

Creation of inter-connected centers of trade information exchange

- *USAID/Zambia MATEP* project improves communication on selected agricultural commodities exported regionally.
- *USAID/Mali* facilitated contacts between millet farmers and the regional Food and Agriculture Organization's Purchase For Progress program.

Cluster #1: Trade policy

	Policy change and institutional building	Training	Diagnostic studies
Mainstreaming of intra-African trade in national trade and development strategies	<p>WA</p> <p>1- In Liberia, work with ECOWAS Commission on Trade provided the framework to increase Liberia's trade capacity and infrastructure, harmonize tariff regime in line with ECOWAS.</p> <p>EA</p> <p>2-The USAID Ethiopia WTO Accession Plus Project assisted the Ethiopian government and specifically the Ministry of Trade, with its accession process through capacity building, training, technical assistance, and legal advising.</p> <p>SA</p> <p>3- SPEED program helped Mozambique incorporate regional trade (SADC) priorities into national strategy and improve trade between Mozambique and the rest of the region.</p>	<p>WA</p> <p>1- Nigeria MARKETS worked with government laboratories to establish internationally accredited testing capabilities in Nigeria, which in turn raises product standards and makes it easier to export commodities to markets within the region and to developed countries.</p>	<p>EA</p> <p>1- In Burundi Expanding External Trade and Investment paper developed concrete recommendations for improving regional trade in East Africa.</p>
Enhancement of the role of the organized private sector, informal private sector and women in trade policy formulation	<p>WA</p> <p>1- Nigeria NEEP Program worked to improve Public-Private communication regarding Customs Union</p>		
Boost intra-African trade in food products	<p>WA</p> <p>1-As part of FTF Senegal, Food Technology Institute assists local firms in developing market linkages between producers and private sector for distribution and improving the grading and packaging of agricultural and food products for regional trade.</p> <p>EA</p> <p>2- In 2011, USAID launched an effort to strengthen sanitary and phytosanitary controls that will boost Burundi's agricultural trade within the East African Community.</p>	<p>WA</p> <p>1- USAID Ghana is providing technical assistance and training to promote reforms of the regulatory framework in the banking sector and developing applications to improve market information for selected staple food crops and non-traditional exports. USAID programs benefited nearly 350 producer organizations, including 28 women's organizations, and over 100 agriculture-related firms in 2010.</p>	<p>WA</p> <p>1- In Senegal, BIZClir did an assessment of regional trade in agricultural commodities.</p> <p>EA</p> <p>2- In Tanzania, BIZClir did an assessment of regional trade in agricultural commodities.</p>

Undertake commitments to liberalize trade-related service sectors: Transport, professional, financial and ICT			
Commit to harmonize rules of origin and simplify trade regimes			
Promoting “Buy in Africa” and “Made in Africa”			

Cluster #2: Trade facilitation

	Institutional building	Policy, regulatory change	Training, advocacy	Technological capacities	Diagnostic studies	Technical capacity building	Action plans
Reduction of road blocks							
Harmonizing and simplifying customs and transit procedures, documentation and regulations	<p>WA 1 - A three-year Liberia Trade Policy and Customs program supports tariff harmonization and removal of unnecessary non-tariff barriers to trade; strengthen trade policy institutions and improve policies; modernize customs practices; and strengthen protection of intellectual property rights. 2- In Nigeria, USAID is working on modernizing customs and increasing use of transparent and predictable and international standards.</p> <p>NC 1- USAID Egypt assessed trade impediments in Egypt, supported the Egyptian Customs Authority to</p>	<p>EA 1- In Ethiopia, the Trade and Customs Enhancement Reform Project is a four-year activity focused on improving customs and trade regulations and policies. TraCER will support components of the FTF by making trade more efficient through policy reform, capacity building, and private</p>			<p>WA 1-West Africa Trade Hub publishes Truck driver guide to Ghana and requirements for interstate drivers for Ghanaian drivers 2-West Africa Trade Hub Study Offers Solutions to High Transport Costs in Ghana and Burkina Faso SA 3- SATH conducts the SADC Angola Power Review</p>		

	streamline customs procedures and simplify and reduce tariff rates and established a Trade-Related Assistance Center. USAID supports restructuring the commercial registry system, and is strengthening the Egyptian Competition Authority's ability to monitor business practices in the market.	sector engagement. For example, the project will streamline customs processes and increase human resource capacity within the Ethiopian Revenue and Customs Authority					
Establishment and operationalization of One-Stop Border Posts							
Integrated Border Management (IBM)							
General	NC I - USAID Egypt assessed trade impediments in Egypt, supported the Egyptian Customs Authority to streamline customs procedures and simplify and reduce tariff rates and established a Trade-Related Assistance Center. USAID supports restructuring the commercial registry system, and is strengthening the Egyptian Competition Authority's ability to monitor business practices in the market.						

Cluster #3: Productive capacity

	Institutional building	Training	Studies
Establishment of integrated and interconnected trade information systems		WA USAID Ghana is providing technical assistance and training to, among other objectives, improve market information for selected staple food crops and non-traditional exports. USAID programs benefited nearly 350 producer organizations, including 28 women's organizations, and over 100 agriculture-related firms in 2010.	

<p>Encouraging investments/FDI through established frameworks for the strengthening of regional and continental complementarities, and the development of regional enterprises and value chains</p>	<p>WA 1- Nigeria NEEP program worked to promote Nigerian goods to regional markets, especially Ghana and Senegal SA 2- In Mozambique, through SPEED program, improvement of Doing Business Indicators to concretely improve investment from regional Southern African companies. 3- South Africa Business Linkages Program supports trade missions to regional trade partners to promote South African goods.</p>		
<p>Establishment of Regional Centers of Excellence for technology development, adaptation and diffusion</p>			
<p>General</p>		<p>WA 1-Nigeria MARKETS: Trained farmers to increase productivity and income through the application of best agronomic practices and increasing farmers' access to quality seeds, fertilizer and CPP and provided farmers access to credit and other input; 2- USAID helped Ghana Increase the production capacity of firms through improved technologies and environmentally sound practices; improving the management capacity of firms; applying best practices in sustainable resource management in agriculture; and strengthening business associations' ability to provide better services to their members. SA 3- USAID Zimbabwe helped rebuild deteriorated extension services for smallholder farmers by working with the private sector and civil society to provide training and support to this sector. Farmer, commodity and agribusiness associations will be strengthened so they can engage farmers and agribusinesses in agricultural policy dialogue and enable them to better advocate for their interests to government. 4- USAID Madagascar helped strengthen community solidarity by encouraging farmers to work together in groups. They also reinforced farmers' capacities to organize, produce and market goods. Beneficiaries include small-scale producers and households headed by women.</p>	

Cluster #4: Trade-related infrastructure

	Actual projects	Training	Identifying opportunities	Technological capacities	Diagnostic studies
Prioritizing the implementation of PIDA					
Mobilize resources for the preparation of multi-country infrastructural projects			EA I- USAID works with the Ugandan government to increase investment in roads and other infrastructure.		
Prepare high-quality multi-country infrastructural projects	WA I- In Senegal, EG project worked to improve the Dakar-Bamako trade corridor and led a conference on barriers and improving transportation. Partnership with regional mission.				
Enabling environment for private sector participation in the development of infrastructure	SA I- Mozambique SPEED project worked to improve border crossings between Mozambique and Key Trade Partners like South Africa.				

Cluster #5: Trade finance

	Institutional building	Identifying opportunities	Technological capacities	Diagnostic studies
Strengthening/enhancement of capacity of existing regional and continental financial institutions	WA I- In Mali, To enhance financial services the IICEM program will negotiate and develop adapted loan products with regional financial institutions: agricultural season loans, loans for storage of dry cereals (particularly millet and sorghum), and facilitate access to finance for agricultural inputs and storage.			
Improving payment systems				
Enabling environment for financial service companies to supply export credit and guarantees	EA I- In Ethiopia , USAID works to foster private sector development by enabling a more stable and inclusive financial system. This is achieved by promoting discussion between private and public institutions and improving business development services for small and medium enterprises.			

Cluster #6: Trade information

	Institutional building	Technological capacities
Creation of inter-connected centers of trade information exchange	SA 1- In Zambia, the MATEP project improves communication on selected agricultural commodities exported regionally	
	VWA 1- In Mali, IICEM facilitated contacts between millet farmers and the Food and Agriculture Organization's Purchase For Progress program	
Development of innovative legal, financial and other mechanisms for multi-country infrastructure and industrial projects		
Other		<p>WA</p> <p>1-USAID helped Ghana improve access to markets through better market information and meeting food safety regulations.</p> <p>2- The Ghana Trade and Investment Program for Competitive Export Economy targets smallholder farmers that already have begun to integrate into commercial marketing chains. The project strengthens the role of women as owners of small/medium size enterprises, as smallholder farmers, and as productive workers in processing and marketing activities.</p> <p>3- Senegal PCE works on the introduction of modern supply chain and logistics systems, increasing storage and processing capacity, innovations in credit and capital mobilization, improved trade conditions and capacity, and support for targeted policy and regulatory reforms.</p> <p>4- Ghana TIPCEE activities also link large and medium-size agricultural enterprises to buyers and joint venture partners in overseas markets whereas linking smallholders to modern supply chains for agro-processing and exporting using traders, trader organizations, large commercial farms and BDS providers.</p> <p>5- USAID Ghana is providing technical assistance and training to improve market information for selected staple food crops and non-traditional exports.</p> <p>6-Nigeria markets worked on linking farmers to guaranteed markets; promoted value-added processing</p>

		<p>SA 7- USAID Angola is activating the value chain—from production through processing and transport to marketing—to link entrepreneurs and banana and coffee farmers to sources of credit, inputs, and markets.</p>
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Other Projects

<p>The following project are trade or PSD related but don't don't necessarily fall under any of the APBIT activities</p>
<p>WA 1- Senegal Economic Growth project works with Government and private sector to boost Senegal's overall business environment and competitiveness. This includes targeted interventions to design and implement reforms that can also improve Senegal's rankings in key international benchmarks such as Doing Business and the Global Competitiveness Report. 2- USAID Ghana programs are improving the enabling environment for businesses. This includes strengthening the macroeconomic policy reform environment, improving agricultural policy analysis, and facilitating dialogue on policy and regulatory reforms. 3- USAID Guinea is encouraging the formation of accountable and transparent micro-enterprises and financial institutions—all important and necessary for economic growth and food security in Guinea.</p> <p>SA 4- SATH conducts the SADC Angola Power Review</p> <p>EA 5- USAID Burundi helped negotiate reforms commercializing Burundi's most lucrative value chain: coffee. Major U.S. and European companies now buy coffee directly from producers due to the policy reforms supported by USAID</p> <p>NC 6- USAID Egypt has mobilized prominent business leaders and leading financial institutions to oversee the delivery of credit and related services to low-income entrepreneurs. 7- USAID Tunisia will capitalize a U.S.-Tunisian Enterprise Fund (\$20 million) that will invest in the small and medium enterprises that are the engines of sustainable job creation in Tunisia. 8- USAID Morocco assists Morocco in successfully responding to the challenges and opportunities of the more liberalized trading environment that will be brought about by the free trade agreement with the United States, the association agreement with the European Union, other free trade agreements, the World Trade Organization Doha Development Round, and Morocco's own reform efforts.</p>

ANNEX 2: USAID REGIONAL PROGRAMS SUPPORTING TRADE

USAID's Regional Programs in Sub-Saharan Africa

The regional approach to trade competitiveness has been the basis for much of USAID's interventions in Sub-Saharan Africa. Over the past ten years, USAID's three regional Trade Hubs in East Africa, Southern Africa and West Africa have provided significant technical assistance and policy advice to increase trade competitiveness at the country and regional levels. Although the Trade Hubs have similar objectives, their activities reflect the specific needs and opportunities in each region.

East Africa Trade Hub- COMPETE

The approach of the East Africa Trade Hub, which is known as COMPETE, is based on supporting private sector-led growth by improving the business environment and working directly with trade associations to improve the efficiency of target value chains.

Targeted value chains: coffee, cotton, textiles, apparel, staple foods, and horticulture.

COMPETE's activities focus on:

- **Reducing barriers to trade.** Working closely with EAC and COMESA and their Member States, the Trade Hub has helped the region make significant progress on interconnectivity of customs agencies, harmonization of customs procedures and customs valuations, and post-clearance audit procedures. The Trade Hub also supported the EAC to develop and launch the EAC Trade Helpdesk — the first online database to monitor trade on all imports and exports between any country and the EAC. The Helpdesk is a source of information on all applicable tariff and trade regulatory requirements for importers, freight forwarders, and others.
- **Developing supply chains and value chains.** The Trade Hub works with firms and regional trade associations such as the Eastern Africa Grain Council to improve the efficiency of targeted value chains and strengthen private business associations. As both COMESA and EAC have endorsed a regional policy for trade in staple foods, the East Africa Trade Hub has produced a regional staple foods competitiveness strategy to strengthen regional value chains, including an institutional policy and framework to facilitate cross-border trade in maize, rice, and beans. The strategy rests on three pillars: structured trade, market information systems, and policy and standards. It aims to increase the competitiveness of the value chains and help the private sector shape and accelerate regional integration. Several components of the strategy are being implemented at the regional and country levels.
- **Increasing trade between the U.S. and East and Central Africa,** especially under the African Growth and Opportunity Act (AGOA). The Trade Hub is working to build the capacity of regional businesses to take advantage of preferential trading opportunities under AGOA. The Trade Hub provides assistance both at the firm and national levels. At the firm level, the Hub promotes direct business linkages between the U.S. and regional firms by providing targeted technical assistance and educating private sector groups and associations about AGOA

opportunities. At the national level, the Hub assists AGOA-eligible countries to develop action-oriented strategies to more systematically take advantage of AGOA opportunities. Once attuned to the needs for exporting under AGOA, the firms benefiting from this assistance will be well-placed to engage in intra-African trading.

Southern Africa Trade Hub

The Southern Africa Trade Hub emphasizes a policy approach to regional integration. Therefore most of its activities are in the area of policy and institutional change. The Trade Hub tends to work with government agencies, producer associations, and groups of firms and exporters.

Targeted sectors: maize, legumes, cotton, textiles, apparel, and specialty foods.

Activities carried out by the Hub are aimed at:

- **Accelerating trade liberalization.** To achieve this objective the Trade Hub has been working closely with governments in the region to ensure effective implementation of the SADC Free Trade Area and other regional agreements. It has also been working to build the capacity of different countries in the region to engage in trade negotiations and implement trade agreements. Moreover, the Trade Hub's advisors are actively supporting several initiatives involving SADC, including establishment of the Tripartite FTA, as well as deepening progress towards the SADC Customs Union and the SADC Common Market.
- **Trade facilitation.** The Trade Hub has been providing significant technical assistance to established transit corridors—the Trans-Kalahari Corridor, the Maputo Corridor and the Dar es Salaam Corridor—as well as the Beira and Nacala corridors. The Trade Hub's activities in this area include promoting implementation of a Single Window for Customs clearance, providing training on various aspects of regional trade, and conducting diagnostic studies to identify specific needs.
- **Increasing trade capacity of regional value chains.** Activities focus on removing the key constraints and expanding opportunities for sustainable trade expansion in target value chains which include grains (primarily maize), legumes (primarily soybeans and groundnuts), cotton-textile-apparel, and specialty/fancy foods such as baobab. The Trade Hub aims to: i) establish trade linkages and increase competitiveness in staple foods and other strategic value chains; ii) increase the use and availability of financial products and services for trade and investment; and iii) increase investment in these value chains through targeted promotion efforts.
- **Strengthening regional capacity for energy sector planning and cooperation** The Hub focuses its energy program on accelerating deployment of clean energy technologies, policies, regulations, and practices in the SADC region.

West Africa Trade Hub

The West Africa Trade Hub's approach is based on working with individual export-ready companies to expand trading relationships with U.S. and global markets in non-traditional sectors. More specifically, the Hub helps companies resolve problems such as ways of manufacturing products to specifications, using appropriate packaging and affixing proper labels, shipping products safely and securely and delivering on time and in the most cost-effective fashion.

In addition, the Hub tackles problems affecting transportation, telecommunications, financial services and business environment. The Hub's activities aim to reduce corruption and delays along primary trade corridors and identify other cost drivers in order to eliminate inefficiency and increase infrastructure investment. Some of the Hub's key outputs are a series of reports and experts' studies on costs of transportation in the region. The studies suggest that costs are high because of lack of competition in the trucking sector, corruption and delays along important transport corridors among other factors. The West Africa Trade Hub has also launched Borderless (*Commerce sans frontières*), a coordination mechanism between West Africa's private sector, large and small, and international partners including bilateral and multilateral organizations.

Targeted value chains: handicrafts, apparel, shea butter, specialty foods, and cashews.

Feed the Future

Feed the Future is a \$3.5 billion USAID-led initiative that aims to support country driven approaches to address the root causes of poverty, hunger and under nutrition. In Eastern African Feed the Future seeks to achieve these objectives in part by building structured regional markets in order to expand opportunities for selected staple food value chains for smallholder farmers, farmers' organizations, traders, storage and warehouse operators, processing firms, and transporters.

According to the Feed the Future 2011-2105 strategy, key points that the initiative seeks to leverage in Africa are:

- Support EAC and COMESA to accelerate their own efforts to promote free trade and improve the enabling environment for regional trade and market access. Activities will focus on harmonizing policies and regulations to remove constraints on regional trade in targeted staple commodities, and to get the rules implemented and enforced at the national level.
- Support the design and implementation of streamlined procedures and systems to reduce the time and cost of moving commodities across borders on the Northern and Central transport corridors.
- Support regional trade associations, regional seed industry associations, and private sector firms to improve facilities and services for market access and structured trade in both the target commodities and the inputs required to increase productivity.
- Support regionally coordinated research in agricultural science to make improved technologies and knowledge available to partners across the region that have the capacity to transfer them to farmers and other users along the priority value chains.
- Support regional organizations in the health sector to build effective linkages with the RECs and other partners in agriculture, in order to implement policies and regulations that will improve nutritional quality and safety.

Agribusiness and Trade Promotion (ATP) and Expanded Agribusiness and Trade Promotion (E-ATP)

USAID is funding two multi-year regional agriculture projects in West Africa; Agribusiness & Trade Promotion (ATP) and Expanded Agribusiness & Trade Promotion (E-ATP), with both ending in 2012. Both projects are designed to increase intra-regional agricultural trade in West Africa — thus contributing to the 6 percent annual agricultural growth target set under the Comprehensive Africa Agriculture Development Program (CAADP).

Both projects use a value chain approach, working to improve various aspects along the value chain from production-to-consumption in six commodities. ATP concentrates on ruminant livestock/red meat, maize (corn), and onion/shallots; and E-ATP, focuses on rice, poultry, and millet/sorghum.

The projects work with stakeholders along the value chain including producers of crops and animals and their professional organizations, agro-input traders, wholesalers and cross-border traders, shippers, packagers, storage facilities, financiers and public officials. ATP also aims to enhance the regional institutional capacity by fostering close collaboration among the ECOWAS departments to improve regional food security through greater compliance by ECOWAS Member States with the terms of the ECOWAS Trade Liberalization Scheme (ETLS), the ECOWAS intra-regional free trade regime.

Livestock program in East Africa

USAID has been supporting livestock and range development in East Africa for several decades. Its current program in the region has two components; dairy sector development and collaborative research. Work on dairy development spans the entire dairy value chain and aims to increase herd productivity and farm profitability, strengthen producer associations, and provide consumers with nutritious and economical dairy products. Under this component, USAID assists industry stakeholders from the public and private sectors to understand dairy sector competitiveness and jointly plan strategies to improve the market competitiveness of milk and other dairy products.

Similarly, the program's collaborative research component aims to strengthen the ability of institutions and individuals to manage risks related to livestock production, increase employment and incomes among livestock producers, and improve nutrition of targeted populations. Some of the activities pursued under this program include supporting methods to diversify assets and links to markets and rural finance and public service delivery. An important output of the program has been the design of The Livestock Information Network Knowledge System (LINKS). LINKS is a mechanism that allows collection, analysis and dissemination of information needed to help producers, middle men and traders are organized and systematized. The system provides near real time market information which is available on request via SMS text message system, email, WorldSpace radio systems and on the internet. LINKS has been adopted as the basis for a national system in Kenya, Ethiopia, Tanzania.

The livestock program has had a positive and measurable impact on livestock productivity in the region. The increase in productivity has boosted the supply of livestock and dairy products, creating opportunities for expanding regional trade and for interventions to facilitate this trade. Therefore there is may be opportunity for USAID to expand the scope of this program to target regional trade or to undertake trade-related activities that build on the program's successes. For example, improvements in animal health across the region may stimulate increased cross border trade in livestock. To improve access of pastoralists and other livestock producers, it is important to harmonize regional standards and rules for animal health requirements and disease control programs.

Farmer-to-Farmer Program

The Farmer-to-Farmer Program is a four-year volunteer program for international agriculture development launched in 2009. The program provides services to 20 core countries, providing nearly 3,000 volunteer technical assistance assignments averaging three and a half weeks each. In addition to placing volunteers on an individual basis, the program works on developing specific market chains and transferring technology and management expertise to link small farmers with markets that make use of comparative advantages in production, processing, and marketing. Volunteers typically work with medium and small agro-enterprises, cooperatives, individual producers, agricultural extension and research agencies, and financial institutions.

The main areas of program focus are: horticulture, dairy and livestock, staple food crops, producer organization development, financial services, marketing and processing, and natural resources management. Again, this is a program where USAID can explore opportunities for introducing a trade focus to Farmer to Farmer. One possibility is to broaden the scope of the technical assistance for market linkages to include linking farmers in neighboring countries

Livelihoods in Pastoral Areas

The Regional Enhanced Livelihoods in Pastoral Areas (RELPA) program supports transition from emergency-relief dependency to livelihood resiliency and promotes long-term economic development in dry land and pastoral areas.

The RELPA program aims to increase household incomes and economic sustainability of populations living in dry land, pastoral areas, in the process reducing the need for emergency assistance. It also supports COMESA in managing a policy to promote investment in the region to address vulnerable pastoral areas.

Cluster #1: Trade Policy

	Policy Change and Institutional Building	Institutional building	Training	Diagnostic studies
Mainstreaming of intra-African trade in national trade and development strategies	SATH introduced a single Customs declaration form (SAD 500), replacing up to 15 different forms previously used along the Trans-Kalahari Corridor, with its eventual adoption across SADC.	1) With USAID's support, COMESA launched a Free Trade Area, a Customs Union and adopted a Common External Tariff. 2) SATH supported the establishment and institutional strengthening of Transport Corridor Management Institutions. These institutions bring together public and private stakeholders along the corridors in regular dialogue, monitor corridor performance and provide consistency. 3) USAID contributed over \$3 million support the EAC Secretariat with relation to implementation of the Customs Union. 4) SATH supported the development of institutional frameworks, capacity building of personnel, and measures to ensure the sustainability of these institutions, such as public-private financing mechanisms.		1) SATH issued report on recent global and regional experience to draw some lessons about the impacts on food security of domestic trade policies as they have been used in the region. 2) SATH launches an audit of the Implementation of the SADC Protocol on Trade. 3) WATH conducted Gap Analysis for each ECOWAS country to identify gaps related to implementation of the Free Trade Area. 4) SATH study assessed Swaziland's participation in COMESA and the economic implications of further regional integration. 5) USAID supported the facilitation of regional power transmission standards and a gap analysis tool.
Enhancement of the role of the organized private sector, informal private sector and women in trade policy formulation		With support from USAID, the Alliance for Commodity Trade in Eastern and Southern Africa was endorsed in 2009 to promote expanded access for smallholder farmers to national, regional, and international markets for staple food crops and livestock.	SATH made a presentation to the SADC Experts Group on Rules of Origin in Textiles and Apparel	SATH is developing a study on textile capacity within the region to assess the feasibility of regional sourcing.
Boost intra-African trade in food products	1) COMPETE facilitated an agreement between ECA and COMESA to develop a policy for staple foods structured trading system including simplified certificates of origin. 2) COMPETE helps EAC implements the "Green Channel" which facilitates regional trade in staple foods. 3) COMPETE worked with EAC and COMESA to harmonize standards with relation to 22 staple foods. 4) COMPETE works on harmonizing SPS standards, biosafety rules, quality grades and standards, food fortification and nutritional standards, financial regulations, and other reforms	1) COMPETE supported the EAC in the development of an institutional policy framework for Green Channel - a platform aimed to increase regional trade in staple foods through coordinated provision of trade facilitation services to traders (SPS information, standards and health requirements, and customs information) in specific products - primarily maize, rice and beans and pest risk analysis for these products		USAID study explores how regional trade policies impact food security.

	needed to facilitate the smooth movement of commodities within East Africa.			
	Under Feed the Future, USAID/East Africa aims to boost regional trade in horticulture by improving market information systems and harmonization of standards. For grains and beans, a set of facilities and services (such as warehouses in strategic places) are facilitating the movement of commodities along value chains.	Feed the Future will facilitate regional trade in horticulture by supporting private sector trade associations, including the Horticulture Council of Africa		
	ATP worked on building sustainable, cross-border linkages and increasing the volume of high-quality maize and maize products in West Africa, in partnership with Premium Foods, a major Ghanaian grain milling company in Kumasi.	Feed the Future initiative will work on improving policy and regulatory environment for trade, including in safe and nutritious foods, as well as on standardized methods and rules for livestock health.		
Undertake commitments to liberalize trade-related service sectors: Transport, professional, financial and ICT				
Commit to harmonize rules of origin and simplify trade regimes				
Promoting “Buy in Africa” and “Made in Africa”				

Cluster #2: Trade Facilitation

	Institutional building	Policy, regulatory change	Training, advocacy	Technological capacities	Diagnostic studies	Technical capacity building	Action plans
Reduction of road blocks	SATH collaborated with Dar es Salaam transport corridor stakeholders to establish the Dar es Salaam Corridor Committee	COMPETE intervenes to resolve issues related to clearance of goods at the Tanzania/Kenya border and remove taxes imposed on traders	WATH launched Borderless, an advocacy campaign to remove trade barriers in West Africa and decrease the costs of trade. Bribes and delays have declined since its launch		SATH study led to creation of Dar es Salaam Corridor Committee to enable the implementation of the User Pay Principle (UPP) for sustainable funding of the corridor's Secretariat.	Assessment of aflatoxin testing facilities in Zambia and Malawi	
Harmonizing and simplifying customs and transit procedures, documentation and regulations	COMPETE helped improve operations at the Port of Mombasa and streamline border management through the creation of Joint Border Committees at eight key border points along the Northern, Central and Dar es Salaam transit corridors	COMPETE supported EAC on harmonizing national Customs procedures and on creation of an EAC Customs Procedures Manual.	1) COMPETE trained 97 clearing and forwarding agents on joint inspections at border crossings at Malaba, Namanga, and Busia. 2) COMPETE trained 60 trainers on the East African Customs Freight Forwarding Practicing Certificate Course, who then trained more than 1,300 clearing and forwarding agents. 3) COMPETE partnered with the Kenya Revenue Authority Training Institute to develop a dedicated regional curriculum to strengthen private sector capacity to better understand trade rules and regulations so as to operate more effectively and efficiently across borders.	SATH conducts Microsoft eCustoms Workshop for Customs Commissioners and Microsoft Partners introduce Cloud to SADC trade	SATH Border Operations Assessments Carried out in Namibia, Zambia, Botswana and DRC		
	Feed the Future initiative (2011-2015) will support the reduction of the time and cost of transporting staple foods in East Africa through a combination of activities: customs	COMPETE supports EAC simplified certificate of origin	1) COMPETE trained traders and customs officials on a Simplified Certificate of Origin at targeted borders. 2) COMPETE prepared the Customs Valuation Handbook which provides a harmonized and standardized approach to valuation of goods according to WTO/WCO guidance		1) WATH conducted a study assessing the risks and benefits of implementing an express lane for perishable goods on the Abidjan-Lagos Corridor. 2) SATH, in partnership with the World Customs	1) COMPETE scaled up use of the Revenue Authorities Digital Data Exchange. 2) Exchange of information with a view to support the interconnectivity	

	<p>reform, simplification of border procedures, reduction of delays along key corridors, and improving the efficiency of transit and logistics providers.</p> <p>2) COMPETE supported the EAC on Green Channel, a platform aimed to increase regional trade in staple foods through coordinated provision of trade facilitation services to traders (SPS information, standards and health requirements, and customs information) for maize, rice and beans, including pest risk analysis for these products .</p>		<p>throughout the region. The EAC Customs Valuation and Post Audit Committee adopted the handbook. 3)COMPETE conducted sensitization workshops and training on the Single Window and Integrated Border Management at the Malaba, Busia, and Namanga borders. 4) COMPETE helped the EAC Customs Committee to develop Post Clearance Audit procedures.</p>		<p>Organization, assisted the region's Customs administrations on identifying inefficiencies in the Customs clearance process to reduce the cost of doing business in Southern Africa. 3) SATH monitors the time it takes goods to be cleared at different border posts and assesses current border operations.</p>	<p>of computerized Customs systems within Africa, taking into account existing customs computer projects, e.g.UNCTAD Asycuda (RADDEx—a software program that allows Customs officials to communicate virtually across borders to a central EAC-wide platform)</p> <p>3) COMPETE maintains a website portal of valuable information on East African transit and trade issues.</p> <p>4) SATH arranged for a team from Mozambique to share its experience in implementing a Single Electronic Window at its borders with private sector and government stakeholders. As a result, the Botswana Commissioner of Customs and Excise, on behalf</p>	
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						of all stakeholders, confirmed that Botswana will now move forward.	
	COMPETE facilitated setting up joint inspection committees at Malaba, Busia, and Namanga border crossings that are now meeting regularly to schedule and monitor joint inspection procedures.	Under Feed the Future, USAID will work with EAC, COMESA, and relevant national organizations and associations to implement streamlined management procedures at Malaba, Busia, Gatuna, Nimule, Namanga, Tunduma, Nakonde			SATH conducts an assessment of Readiness of TKC Customs Authorities to Implement Regional Authorized Economic Operator Program		
Establishment and operationalisation of One-Stop Border Posts	1) COMPETE created joint border committees as a first step towards creating one stop border centers. 2) Based on a feasibility study by SATH, post was established at the Botswana /Namibia border. 3) SATH is in the process of conducting a similar feasibility study at the Botswana/South Africa border.			Road Freight Transport Services Diagnostic Study	SATH conducts the SADC Angola Power Review		
Integrated Border Management (IBM)	SATH implements an Integrated Border Management Program	SATH supports extension of border-operating hours, introductions of a single customs declaration at the TKC	SATH held workshops in Blantyre and at the Songwe and Mwanza border posts to establish Joint Border Committees (JBCs) and come up with preliminary road maps for their activities		2011 Audit of the Implementation of Regional SADC Customs Instruments and International Conventions		

			COMPETE conducted sensitization workshops and training on the Single Window and Integrated Border Management at the Malaba, Busia, and Namanga borders		SATH conducted an assessment of Integrated Border Management at the Tunduma / Nakonde and Mwanza / Zobue border crossings		
	WATH launches border Information Center in 2011 at Aflao and Kodjoviakope at the Ghana-Togo border						
General	SATH develops regional licensing framework for cross-border power projects in the SADC Region		1) SATH workshop equips region for negotiations on Trade in Services. 2) WATH publishes truck drivers' guide for Ghana, including rules for international drivers and for Ghanaian drivers.		1) WATH published 17 quarterly reports on road governance and several studies on transport costs in the region. 2) WATH study offered solutions to high transport costs in Ghana and Burkina Faso.	SATH implements Integrated Border Management program	All 3 Trade Hubs aim to integrate regional supply chains to increase the competitiveness of trade in textiles, garments and handicrafts
					SATH study on SADC railways revitalizes policy dialogue		

Cluster #3: Trade-related Infrastructure

	Actual projects	Training	Identifying opportunities	Technological capacities	Diagnostic studies
Prioritizing the implementation of PIDA	The U.S. has provided technical assistance to African nations participating in the NEPAD ICT Broadband Infrastructure Program related to an undersea fiber optic connection to East Africa				
Mobilize resources for the preparation of multi-country infrastructural projects		SATH trains regional energy regulatory practitioners on clean energy and on issues related to establishment of a clean energy market in the region			

Prepare high-quality multi-country infrastructural projects	Support for infrastructure in Africa has through the Millennium Challenge Corporation (MCC). USG is providing is providing over \$3 billion in assistance for infrastructure projects to eight countries in Africa (Benin, Cape Verde, Ghana, Lesotho, Mali, Morocco, Mozambique, and Tanzania).				
Enabling environment for private sector participation in the development of infrastructure	Under the African Global Competitiveness Initiative, USAID committed \$20 million in FY 2006 and FY 2007 funds to leverage infrastructure investments in energy, ICT, and the transportation sectors.				

Cluster #4: Productive Capacity

	Institutional building	Training	Studies
Establishment of integrated and interconnected trade information systems	COMPETE supported innovative NGOs in the agricultural sector to highlight best practices in increasing regional market access for smallholder producers	1) WATH published a certification guide for West African producers listing the main certification options available and the process to get certified. 2) COMPETE partnered with regional center for SPS excellence to train staff on compliance with regional SPS requirements.	COMPETE assessed the processed foods sector with an eye on fostering a regional value chain to supply demand by emergency relief programs
Encouraging investments/FDI through established frameworks for the strengthening of regional and continental complementarities, and the development of regional enterprises and value chains	West Africa Hub established USAID-Intel Alliance, a public-private partnership that aims to help exporting companies become more competitive through effective use of ICT		
Establishment of Regional Centers of Excellence for technology development, adaptation and diffusion			
General		USAID's support to the Global Livestock Collaborative Research Support Program (GL-CRSP), one of USAID's nine collaborative research programs, has strengthened the ability of institutions and individuals to manage risk related to livestock production, increase employment and incomes among livestock producers, and enhance the nutritional status of targeted populations	MCC grants led to an increase in agricultural productivity and output in many countries. In Mali, interventions in the Niger Upper Valley zone contributed to a near doubling in the production of onions, green beans, and sesame over the past four years.

Cluster #5: Trade Finance

	Institutional building	Identifying opportunities	Technological capacities	Diagnostic studies
Strengthening/enhance capacity of existing regional and continental financial institutions	1) WATH contracted three financial services agencies to provide assistance to exporters in six sectors in West Africa: handicrafts, apparel, shea, cashew, specialty foods and sustainable fish & seafood. 2) COMPETE worked with USAID's East Africa mission to develop an agriculture-oriented regional Development Credit Authority program.			
Improving payment systems	COMPETE partnered with the U.S.-based Information Systems and Audit Control Association to organize a conference on strengthening e-commerce in the region. An EAC ICT Taskforce was created to fast track EAC ICT policy, develop a regional legal framework to harmonize cross-border financial transactions, and, roll out the East African Payments System.	ATP investigated several fund transfer systems that could help improve the transfer of money within the region. ATP also supported Burkinabè traders exporting livestock to Ghana to access the INOVA Payments System, a private company with an integrated platform for electronic payment..		
Enabling environment for financial service companies to supply export credit and guarantees				

Cluster #6: Trade Information

	Institutional building	Technological capacities
Creation of inter-connected centers of trade information exchange	1) COMPETE created a database to monitor trade within the region and between the region and other countries. The database also includes tariff, rules of origin and other regulatory requirements. 2) COMPETE supported several regional trade associations (e.g. ACTIF, the Eastern Africa Trade Council) to update their websites in order to facilitate regional knowledge sharing.	COMPETE works on the development of innovative technologies for sharing information such as the Regional Agricultural Trade Intelligence Network (www.RATIN.net) on the trade and availability of staple foods
	1) Under Feed the Future The private sector will be supported through regional trade associations, creating industry linkages within the private sector and platforms for advocacy on a common agenda, including priority nutrition issues. 2) COMPETE has supported the EAC in developing a web-based trade statistics and market access requirements website – the EAC Trade Helpdesk. The tool allows policy makers and businesses to access information on applicable tariffs (for products imported from outside the EAC and from within the EAC), Rules of Origin, non-tariff market access requirements and trade statistics. 3) COMPETE project assisted in the development of a multi-donor, East African-focused website on the region's transport corridors. The website includes maps, research, and other topical information on food security, corridor efficiency, and transit procedures. 4) ATP helped the Burkina Faso inter-professional cereal association improve its human resources, member services and programs, and public relations and creating so it can take the lead in spearheading a regional cereal	USAID helped design a technology-based livestock marketing information system that has been adopted as the basis for national systems in Kenya, Ethiopia, Tanzania, and Mali

	network. 5) ATP supported the development of a system for collecting data on regional onion trade flow and creating business linkages among actors in intra-regional trade; 6) ATP built business linkages between suppliers and buyers of processed and unprocessed millet.	
Development of innovative legal, financial and other mechanisms for multi-country infrastructure and industrial projects	1) ATP/E-ATP are supporting market information system (MIS) partners who collect and disseminate efficient commercial market information on more than 50 agricultural commodities in more than 100 markets in Benin, Burkina Faso, Côte d'Ivoire, Ghana, Mali, Nigeria, Senegal and Togo. 2) To strengthen and support value chains actors' trade linkages, ATP/E-ATP facilitate the establishment of market facilitators' networks in large West African markets.	
Other	ATP sponsored stakeholders from other countries to participate in and contribute to a regional perspective to workshops organized by bilateral programs. For example, E-ATP sponsored producer/trader groups from various countries in the region to participate in a workshop and field demonstration on an innovative rice production technology introduced by USAID IICEM in Mali.	

Cluster #7: Factor Market Integration

	Analytical tools	
Operationalise the existing policies and protocols on free movement of people and of labour migration		
Increase freedom of movement for business people	The materials on trade facilitation, particularly for staple foods, developed by the Trade Hubs and ATP/E-ATP have made it easier for male and female traders to conduct business across borders	
Harmonize rules on cross-border establishment of businesses		
Establish agreements on mutual recognition of qualifications		

ANNEX 3: NON-USAID DONOR SUPPORT FOR APBIT

Cluster #1: Trade Policy

	Regulatory/policy Change	Institutional building	Training	Identifying opportunities	Diagnostic studies, Action plans, Strategies	Technical capacity building
Mainstreaming of intra-African trade in national trade and development strategies	<p>The EU is much-involved with Regional Economic Integration in Southern Africa, promoting the Tripartite negotiations among COMESA, EAC and SAD. EU technical assistance projects work on trade liberalization within the RECs, including free trade in staple foods.</p> <p>The EU will provide broad-based support to deepen economic integration and trade policies, including investment promotion, regional infrastructure and food security. The EU-AU Joint Action Plan foresees regular exchange of information between the EU, AU and RECs on integration processes. The EU-AU Action Plan calls for a review of the institutional arrangements and recommendations for coordination and dialogue mechanisms.</p> <p>UNECA works in the area of trade mainstreaming with a focus on the formulation of trade policies, enhancing the analytical and institutional capacity of African countries and RECs for trade policy formulation.</p>	<p>India will provide a line of credit of USD 300 million to support regional integration infrastructure projects through the AU.</p>	<p>UNECA Organized an Expert Group Meeting on Metrology, Export Diversification and Intra-Industry Trade in Africa in Lusaka, Zambia, on 3-4 May, 2012</p>		<p>DFID commissioned a study on informal trade, providing insight on the operations of informal traders, their overall contribution to trade volumes, their profiles traders and the types of goods traded. DFID co-financed the South Africa Trade and Poverty Research Project, implemented by the University of Cape Town. The study analyzed the impact of a series of proposed trade reforms on poverty in South Africa.</p>	
			<p>The EU met with RECs and other stakeholders to share experiences and develop common positions, policies and strategies for engagement in negotiations. The EU organized training, workshops and seminars to provide technical support to African countries and RECs in the effective implementation of trade agreements.</p>		<p>According to the EU-AU Joint Action plan, the EU will support monitoring of the indicators under the Minimum Programme and will monitor RECs' activities and presenting the report during the next Conference of African Ministers in Charge of Integration. The EU also plans to assist in funding the next <i>Assessing Regional integration in Africa (ARIA)</i>, an AU-UNECA publication.</p>	

Enhancement of the role of the organized private sector, informal private sector and women in trade policy formulation		The Alliance for Commodity Trade in Eastern and Southern Africa (ACTESA) was endorsed in 2009 as a Specialized Agency to promote expanded access for smallholder farmers to national, regional, and international markets for staple food crops and livestock.		The EU organized Africa Private Sector Forum, Africa-India Business Forum, EU-Africa Business Forum and others.		
Boost intra-African trade in food products	EU is sponsoring a 5-year \$15 million program to assist ACP countries to remove Technical Barriers to Trade (TBTs) on intra-ACP trade. The EU-AU Action Plan calls for enhancing the capacity of national administrations, producers and exporters at all levels to meet the regulatory requirements of export markets within Africa and the EU and strengthen harmonization of SPS frameworks within Africa. The EU plans to conduct coordination meetings on trade liberalization programmes of the FTAs including a Common Market for staple foods. The EU is also coordinating the work program of the AU's commodities task force.	EU program to assist African countries to participate in standards-setting organizations.	EU program with the AUC on better training for food safety in Africa.		DFID's Regional Trade Facilitation Program helped COMESA develop a regional Aid-for-Trade Strategy with two main objectives: 1) to establish the institutional framework and financing instruments; and 2) to build the framework and capacities for assessing and funding adjustment needs resulting from regional integration.	The EU operates substantial programs on SPS and TBT.
Undertake commitments to liberalize trade-related service sectors: Transport, professional, financial and ICT	The EU-AU Joint Action Plan has led to a dialogue on cooperation on liberalisation of trade in services.		The EU plans to organize a workshop on the development of regional frameworks for trade in services.		EU is planning to conduct sectorial studies on trade in services, focusing in the levels of services trade in Africa.	

Commit to harmonize rules of origin and simplify trade regimes						
Promoting “Buy in Africa” and “Made in Africa”		-				
Harmonization of standards	The EU is supporting improvements in standards, quality, accreditation and metrology (SQUAM).	The EU has a program to reinforce veterinary governance in Africa.	The EU will undertake twinning, mentoring and training via the EC and EU Member States on regulatory and standardization capacity.			According to the EU-AU Action plan, the EU will facilitate exchange of experience and coordination activities among ACP regions to fully exploit the advantages of the TBT Agreements (WTO & EPA) and to improve participation in international standard-setting.

Cluster #2: Trade Facilitation

	Actual projects	Policy/regulatory change	Training	Diagnostic studies	Technical capacity building
Reduction of road blocks					
Harmonizing and simplifying customs and transit procedures, documentation and regulations	The EU funds important programs supporting regional integration in the Eastern and Southern Africa (ESA) region and in the ECOWAS/UEMOA region.				
Establishment and operationalization of One-Stop Border Posts	DFID’s Regional Trade Facilitation program piloted the One-Stop Border Post at Chirundu in Zambia.				
Integrated Border Management					

General	The World Bank has an Africa-wide Trade & Transport Facilitation project aims and large projects in West Africa and the CEMAC region. Continent-wide, the World Bank aims to improve the trade environment, enhance transport logistics services efficiency along key corridors, and improve railway services in Kenya and Uganda. The CEMAC project funds building of roads, transit facilities as well as rail infrastructure in order to facilitate regional trade among Central African Republic, Cameroon and Chad and improve their access to world markets. In West Africa, the World Bank has funded rehabilitation of the Ouagadougou-Sakoinsé road with two rest stops, and the rehabilitation of the Sikasso-Hérémakono road in Mali, modernization of the Faladié (Bamako) dry port, and implementation of the cargo tracking system in Ghana.				
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Cluster #3: Trade-related Infrastructure

	Actual projects	Institutional building	Policy and regulations	Training	Technological capacities	Diagnostic studies
Prioritizing the implementation of PIDA		The EU-AU Action Plan calls for coordination of trade activities with the PIDA and for technical assistance on the EU-Africa Infrastructure Partnership. The EU will support planning, implementation and delivery of PIDA projects.				
Mobilize resources for the preparation of multi-country infrastructural projects	The World Bank supports the Southern Africa Power Pool (SAPP) coordination center, as well as construction/rehabilitation of transmission lines linking the Inga hydropower site in the Democratic Republic of Congo to the border of Zambia, allowing for power trading with the SAPP. Modern ICT backbone infrastructure to be installed along the electricity transmission lines. The World Bank project funded construction/rehabilitation of a 330kV transmission backbone and supporting infrastructure connecting the coastal states of the West Africa Power Pool.	EU-AU Joint Action Plan Support institutional reinforcement and capacity building in continental and regional-level institutions.	WU_AU Joint Action plan. Promote safe and efficient transport services through application of modern technology and support for harmonisation and enforcement of policies and regulations, notably in air and maritime sectors			
	The World Bank's UEMOA Capital Markets project hopes to mobilize public and private financing for West Africa's infrastructure development, especially	The EU-AU Action Plan supports appointment of Corridor Coordinators	The EU-AU Joint Action Plan calls for support to			

	roads and highways. India's foreign assistance will develop programs to provide enabling infrastructure and a conducive operating environment for SMEs and Small and Medium-Scale Industries (SMIs) in Africa.	with a support team at the AUC, as well as strengthening institutional coordination structures and capacity building with African actors, through the RECs.	transport policy development and related studies, including trade facilitation.			
Prepare high-quality multi-country infrastructural projects	1) The World Bank's West Africa Power Pool phase I project aims to establish a well-functioning, cooperative, power pooling mechanism among national power utilities of ECOWAS, based on a transparent and harmonized legal, policy, regulatory and commercial framework. 2) The World Bank's Mozambique-Malawi Transmission Interconnection project is funding the Matambo Substation and capacity building and technical support to Mozambique's power company. 3) The World Bank's Regional and Domestic Power Market Development project's main components are: rehabilitation of generation capacities at the Inga 1 and 2 power plants to provide power to the DRC, to the Southern African Power Pool, and to Central Africa; and construction of a transmission line from Inga to Kinshasa also serving the DRC; and expansion and rehabilitation of the distribution network in Kinshasa. 4) The World Bank is funding building of transmission lines to ensure more stable and reliable exchange of electricity between Côte d'Ivoire, Ghana, Togo, Benin and Nigeria. 5) The World Bank CEMAC Project is supporting: roads and railway infrastructure improvement through periodic maintenance and rehabilitation; transport facilitation investments, particularly by using ICT to better connect stakeholders within the port community.	The EU-AU Joint Action Plan aims at institutional reinforcement and capacity building (training, exchange programs) in energy market trading and management.	The EU-AU Joint Action plan states that the EU will pursue priority regional and continental-level infrastructure (transport, energy, ICT, water sectors) for increased interconnectivity via new backbone infrastructure. The EU-AU action plan also identifies power pool project packaging and financing and governance (policies, codes and standards) as priorities.	The EU foresees providing technical assistance on Transport for project preparation and monitoring, training activities for project stakeholders (AUC, RECs, specialised organisations and national bodies).	The EU will promote digital infrastructures as multi-purpose platforms for safe and efficient regional service delivery including appropriate interconnections and support coordination with capacity development on innovative technologies and applications implemented in sectors such as health, environment or education.	UNECA provides advisory services and technical assistance to the RECs and the NEPAD Secretariat, and assessment of implementation bottlenecks, and recommends measures to overcome implementation challenges. UNECA contributes to activities in transport, energy, water, and the extractive industries.
Enabling environment for private sector participation in the development of infrastructure	The World Bank has several ICT projects in Africa to lower prices for international broadband capacity and to extend the geographic reach of broadband networks. Under the Central Africa Backbone project, the World Bank has provided technical assistance in three countries to establish a sound enabling environment conducive to increase broadband access (including price reduction).					

Cluster #4: Productive Capacity

	Institutional building	Training	Identifying opportunities	Technological capacities	Diagnostic studies	Technical capacity building	Action plans
Establishment of integrated and interconnected trade information systems							
Encouraging investments/FDI through established frameworks for the strengthening of regional and continental complementarities, and the development of regional enterprises and value chains	The World Bank's Regional Trade Facilitation project provides a financial facility that pools the capital contributed by African Member States through their subscription to the Africa Trade Insurance Agency's share capital. These funds enable the Agency to underwrite insurance policies to cover short-term to medium-term political risk as well as comprehensive credit insurance for private sector buyers.						
Establishment of Regional Centers of Excellence for technology development, adaptation and diffusion							
General	The EU aims to support the Action Plan of the Accelerated Industrial Development for Africa (AIDA) to facilitate the upgrading of productive and trade capacities.						

Cluster #5: Trade Finance

	Institutional building	Training	Identifying opportunities	Technological capacities	Diagnostic studies
Strengthening/enhance capacity of existing regional and continental financial institutions	1) The World Bank's Financial Sector Development and Regionalization Project works with regional financial institutions in East Africa on: a) legal and regulatory harmonization in banking and accounting, securities markets, and insurance; b) the establishment of a system in which a financial institution or market intermediary licensed by the supervisory authority in one partner state				

	will be allowed to operate in all partner states upon simple notification to the supervisory authority of the host state; c) the integration of financial market infrastructure compatible at the regional level. 2) The World Bank's Regional Trade Facilitation project II provides a financial facility that pools the capital contributed by African Member States (AMS) through their subscription in Africa Trade Insurance Agency's (ATI's) share capital. The funds enable ATI to underwrite insurance policies to cover short-term to medium-term political risk and comprehensive credit insurance for private sector buyers, non-honoring of sovereign obligations or guarantees. 3) The World Bank's Regional Institutions Support Project aims to strengthen Central African regional financial institutions to encourage accountability by: a) strengthening the Central Bank of Central African States to increase the effectiveness of monetary policy; b) modernizing the Central Bank's operations and improving governance; c) encouraging regional investment financing by supporting BDEAC, (Banque de Développement des Etats de l'Afrique Centrale) to implement its business plan to modernize and strengthen the institution; and d) improving regional economic policy coordination, financial sector supervision, and financial integrity. This component of the World Bank project hopes to strengthen institutions which focus on regional economic policy coordination, financial sector supervision and financial integrity.				
Improving payment systems					
Enabling environment for financial service companies to supply export credit and guarantees					

Cluster #6: Trade Information

	Institutional building	Training	Identifying opportunities	Technological capacities	Diagnostic studies
Creation of inter-connected centers of trade information exchange	The African Union is working on creating two online platforms at the regional level on knowledge sharing of good practices, one in the COMESA region on trade facilitation and the other in the UEMOA zone on public financial management. The purpose is to exchange ideas and experiences to promote the reforms in these areas in collaboration with the African Union/NEPAD's Action Platform on Development Effectiveness.				
Development of innovative legal, financial and other mechanisms for multi-country infrastructure and industrial projects					

Cluster #7: Factor Market Integration

	Analytical tools	
Operationalise the existing policies and protocols on free movement of people and of labour migration		
Increase freedom of movement for business people		
Harmonize rules on cross-border establishment of businesses		
Establish agreements on mutual recognition of qualifications		

[Little information on other donors' programs is readily available in this area.]

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