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## CENTER FOR TRADE AND INVESTMENT SERVICES

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### *Guide for Doing Business in Sub-Saharan Africa*

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FOR U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT

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**Other free publications available from the  
Center for Trade and Investment Services:**

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- Guide to Doing Business with the U.S. Agency for International Development*
  - Guide to Doing Business in the Newly Independent States*
  - Guide to Doing Business in Central and Eastern Europe*
  - Guide to Doing Business in Asia*
  - Guide to Business Assistance Programs in Agribusiness*
  - Guide to Business Assistance Programs in Energy and the Environment*
  - Guide to Business Assistance Programs in Housing and Construction*
  - Guide to Business Assistance Programs in Telecommunications*
- 

If you have questions or comments about this Guide or other USAID programs, or wish to be placed in the CTIS database to receive information via the Business Opportunity Broadcasts, please call (202)663-2672, send a fax to (202)663-2670, or e-mail to [etorrey@usaid.gov](mailto:etorrey@usaid.gov).

## **U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT (USAID)**

### ***What is USAID?***

Since 1961, the U.S. Agency for International Development (USAID) has been charged with implementing the foreign economic assistance programs of the U.S. government. Spending less than one half of one percent of the federal budget, USAID works in four interrelated areas crucial to achieving U.S. foreign policy objectives: improving health and population conditions; promoting economic growth; protecting the environment; and supporting democracy. In addition, USAID's assistance to victims of famine and other natural and man-made disasters saves thousands of lives every year.

### ***Why Foreign Aid?***

Foreign aid addresses fundamental threats to American security in the post-Cold War era. This new generation of threats is marked by the breakdown of international order, mass migrations, and the failure of nations. Foreign assistance is a vital foreign policy tool for preventing crises and avoiding the high cost of peacekeeping and emergency relief operations. Also, by fostering an enabling environment for free markets and increasing the economic capacity of developing nations, foreign aid creates markets abroad for U.S. goods and helps ensure the economic well-being of the United States into the next century. By the year 2000, four out of five consumers will live in the developing world. Last year alone, U.S. exports to developing countries grew by over 14 percent.

### ***Results***

U.S. foreign assistance has contributed to major breakthroughs like the "Green Revolution" in India, the worldwide eradication of smallpox, the widespread use of oral rehydration therapy to save the lives of millions of children each year, and the holding of free elections in countries like South Africa and El Salvador. The lives of more than 3 million children are saved every year as a result of USAID-sponsored immunization programs. USAID assistance also has helped millions of entrepreneurs (many of them women) start or improve their own small businesses. These are just some examples of the successes of U.S. foreign assistance programs.

### ***Reinvention***

Under the leadership of Administrator Brian Atwood, USAID has undertaken a rigorous program of reform designed to create an agency that can achieve results.

In the last year, Atwood announced the closure of 21 USAID missions around the world, enabling the agency to adopt a more focused and strategic approach in the countries where USAID continues to have missions. This year, USAID is reforming its personnel and procurement systems and USAID continues to be one of the lead agencies in the National Performance Review.

### ***USAID'S Approach***

USAID uses foreign assistance as a foreign policy tool to effectively move nations toward free markets, free governments, and greater prosperity. U.S. foreign assistance is also used to respond to pressing humanitarian crises around the globe and to help the victims of floods, famine, and war.

Open governments and open markets go hand in hand. When considering a nation for development assistance, USAID looks at a number of important factors including: strategic interests, a country's commitment to social and economic reform; a willingness to foster democracy; and the ability of a nation to work as a good development partner.

Most economists agree that significant economic growth and a better quality of life do not come from economic policy alone. Economic growth is spurred by a proper blend of good government, sound economic policies, and investments in key social sectors like education, health, and environmental protection. USAID's programs help create an enabling environment for economic growth and higher standards of living by focusing on the four areas that have the greatest impact in the developing world today: economic growth, democratic governance, population and health concerns, and environmental policy. Development programs in all four areas reinforce one another. To promote development, USAID works in close partnership with other U.S. government agencies, U.S. business, private voluntary organizations, indigenous groups, and universities.

USAID is based in Washington, but derives its strength from its field missions abroad. USAID staff work with teachers, farmers, microentrepreneurs, nurses and other members of the local community in Africa, Asia and the Near East, Latin America and the Caribbean, and Central and Eastern Europe and the New Independent States of the former Soviet Union.

### **CENTER FOR TRADE & INVESTMENT SERVICES (CTIS)**

The USAID Center for Trade & Investment Services is a Washington-based information center providing a central point of contact at USAID for the U.S. business community, and a vital link with USAID and the developing countries it serves. USAID plays an important role in developing markets and creating economic opportunity for U.S. companies in the developing world, and is a valuable source of commercially relevant information about developing country economies.

The Center is the focal point in USAID for information collection and dissemination on the Agency's programs and activities in development-related sectors, such as environment, energy, agribusiness, health, and training. CTIS ensures that the opportunities and information generated by USAID activities are made available to the U.S. business community. CTIS serves to educate the public about USAID and its missions in order to broaden the participation of businesses and private voluntary organizations (PVOs) in sustainable development, and to encourage the U.S. business community to respond to opportunities generated by USAID's development activities.

The Center is set up as an information clearinghouse with regional analysts specializing in the USAID-assisted countries in Asia, Africa, Latin America and the Caribbean, Near East, Central and Eastern Europe and the New Independent States. Clients ranging from U.S. and developing country firms, PVOs, other U.S. government agencies, international organizations and foreign governments can access CTIS by a toll-free 1-800 number (within the continental United States), phone, fax, mail, or on-line through Internet. Each request is handled on a one-on-one basis to ensure that assistance is appropriate and timely.

CTIS offers valuable counseling assistance to small and medium businesses interested in pursuing contracting and procurement with USAID and proactively distributes materials on these opportunities. By providing information about process, procedures, programs, and opportunities, CTIS helps to foster a larger, more competitive pool of knowledgeable and qualified companies that can bring new ideas and solutions to development work with USAID.

On behalf of its clients, CTIS has undertaken many initiatives to offer greater access to information, assistance and opportunities:

- **Established networks:** CTIS has established close working relationships with development and business organizations, whose established networks "multiply" the reach of its information. Among these are the National Association of State Development Agencies, the Small Business Foundation, World Trade Centers, and Chambers of Commerce. CTIS also coordinates closely with other U.S. Government agencies, especially

the Commerce Department, Trade and Development Agency, Overseas Private Investment Corporation, Export-Import Bank, Small Business Administration and the Environmental Protection Agency.

- ❑ **Information systems and publications:** CTIS develops and disseminates sector-specific guides to USAID programs and information. For example, in response to the great demand by CTIS clients for information, assistance and financing for environmental and energy business ventures, CTIS produced the *CTIS Guide to Business Assistance for Energy and the Environment*.
- ❑ **Business Opportunities:** CTIS utilizes advanced computer and communications technologies that offer innovative vehicles for disseminating opportunities. CTIS has developed an automated fax broadcast system, the *CTIS Business Opportunities Broadcast*, to disseminate timely and relevant information about USAID opportunities. CTIS derives targeted groups from its client database of over 10,000 companies and broadcasts information via fax-modem. CTIS utilizes Internet to receive requests and provide responses, and to access research databases.
- ❑ **Resources:** The CTIS staff works closely with the professional and technical staff located in Washington, D.C. and the field missions, and with the numerous contractors and private voluntary organizations implementing USAID programs overseas. CTIS has built a wide network of government and private sector contacts in developing countries.

In addition to CTIS in Washington, DC, USAID has outreach offices on the West Coast, Portland, Oregon and Long Beach, California, and in the Midwest, Chicago, Illinois. The **USAID West Coast Outreach Program** can be contacted at the following addresses: c/o Golden West College, tel: (714) 895-8134, Fax: (714) 895-8117; One World Trade Center, Suite 240, 121 SW Salmon Street, Portland, Oregon. Tel: (503) 229-6734, ext. 229. Fax: (503) 229-6113.

The **USAID Midwest Business Opportunities Center** serves the states of Illinois, Indiana, Iowa, Michigan, Minnesota, Missouri, Ohio, Wisconsin. Contact: 200 World Trade Center, Suite 929, Chicago, Illinois 60654. Tel: (312) 467-0550. Fax: (312) 467-0615.

USAID also has a Public Information Center (PIC) which answers inquiries of a more general nature: The main telephone number for the PIC is 202/647-1850

## **HOW TO FIND OUT ABOUT U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT PROCUREMENT PLANS**

### ***WHAT DOES USAID PURCHASE?***

- ❑ **Technical Assistance:** Includes contracts for managerial and technical services in projects developed by USAID missions in collaboration with foreign host governments.
- ❑ **Commodities:** Includes equipment and supplies needed to fulfill USAID projects, as well as materials provided through the USAID-funded commodity import programs (CIPs).
- ❑ **Training:** Includes academic or professional training which is a part of the implementation of USAID projects.

### ***HOW DOES USAID ADVERTISE PROCUREMENT OPPORTUNITIES?***

***Commerce Business Daily (CBD):*** The CBD includes advertisements for all USAID commodity procurement, technical assistance and training contract opportunities with a value greater than \$25,000, as well as other government procurement opportunities, contract awards, subcontracting leads, and sales of surplus property. Contact the U.S. Government Printing Office at (202) 512-1800 to subscribe to the print version or the U.S. Department of Commerce at (202) 482-0632 for a list of companies marketing the electronic version. The annual subscription cost is \$324.00 for first-class mail and \$275.00 for second-class mail. A six month trial subscription costs \$162.00 for first-class mail, and \$137.50 for second-class mail. Recently, CBD notices became available via internet and are available for no charge at the following address: <http://cbdnet.gpo.gov/index.html>.

***Procurement Information Bulletin (PIB):*** The PIB is a USAID publication that provides information on USAID financed commodity procurements estimated to exceed \$25,000. These procurements include Invitations for Bids, Requests for Quotations, announcements of prequalification questionnaire availability, and other general information. Examples of commodity procurement opportunities include medical equipment and supplies, computers, laboratory equipment, and utility vehicles. The PIB, at no charge, by telephone (703/8751551) or fax (202/875-1862). The PIB is also available on the internet.

**USAID Listservers** (free of charge):

To receive Commerce Business Daily announcements via email send the message: "subscribe USAID-CBD-L your name" to [listproc@info.usaid.gov](mailto:listproc@info.usaid.gov). For example: "subscribe USAID-CBD-L Jane Smith".

To receive periodical summaries of *USAID commodity procurement opportunities* from the Procurement Information Bulletin send an email to the following address: [listproc@info.usaid.gov](mailto:listproc@info.usaid.gov). In the body of the message include "subscribe PIB-L your name".

To receive *USAID press releases* via email send the message "usaid\_press" to [listproc@info.usaid.gov](mailto:listproc@info.usaid.gov).

**Internet:** USAID procurement information is now available on the internet, including USAID announcements that are posted in the *Commerce Business Daily* and the *Procurement Information Bulletin*. Interested organizations should use the following addresses: 1) <http://www.info.usaid.gov>; 2) FTP: [ftp.info.usaid.gov](ftp://ftp.info.usaid.gov); or 3) gopher: [gopher.info.usaid.gov](gopher://gopher.info.usaid.gov).

### ***Additional Sources of USAID Information***

The **Center for Development Information and Evaluation (CDIE)** serves as the institutional memory for the U.S. Agency for International Development. CDIE maintains a database of over 90,000 USAID-funded programs and project documents. CDIE also provides interested individuals and organizations outside USAID with access to its database. Please contact CDIE through the Development Information Services Clearinghouse to order specific documents or the Development Information Center for general information.

The **Development Information Services Clearinghouse (DISC)** is the repository of USAID's database on USAID-funded programs and projects. If you know the identification number of the document you would like to obtain, you may order it directly from the DISC. The document identification begins with the letters PN- or PD-. There is a charge for some publications. The address for the clearinghouse is 1611 Kent Street, Suite 200, Arlington, VA 22209-2111. Tel (703) 351-4006; Fax (703) 351-4039. E-mail: [docorder@disc.mhs.compuserve.com](mailto:docorder@disc.mhs.compuserve.com).

The **Development Information Center** maintains reference materials and microfiche access to USAID documents. For general information about USAID or to get order numbers for documents, contact the Development Information Center, formerly known as the AID Library. Reference librarians assist customers Monday through Friday, 10:00 a.m. - 4:00 p.m. The center is located at 1601 N. Kent Street, Room 105, Rosslyn, Virginia. The mailing address is PPC/CDIE/DI, SA-18, Room 105, USAID, Washington, D.C. 20523-1801. Tel (703) 875-4818; Fax (703) 875-5269.

The *Congressional Presentation (CP)* provides a projected programmatic and budgetary overview of USAID activities by country and region for the coming fiscal year. The Fiscal Year 1997 USAID Congressional Presentation may be purchased from the National Technical Information Service at (703) 487-4650 or (800) 553-6847. The main volume (PB96 190 756) costs \$35.00 paper and \$14.00 microfiche; volume II (PB96 190 806) costs \$139 paper and \$57 microfiche; the summary tables (PB96 190 764) cost \$21.50 paper and \$10.00 microfiche; the statistical annex will be available following enactment of the FY 1997 appropriations. The 1997 CP can be accessed via the USAID internet site after October 1, 1996.

The USAID *Contracts and Grants and Cooperative Agreements with Universities, Firms and Non-Profit Institutions for Fiscal Year 1995* or "Yellow Book" can be accessed and searched via the USAID internet site.

The *Guide to Doing Business with USAID: A Manual for U.S. Businesses Including U.S. Small Business and Disadvantaged Enterprises* includes a general description of the organization of USAID and USAID procurement process. Copies can be obtained by telephoning the Office of Small and Disadvantaged Business Utilization at (703) 875-1551 or the Center for Trade and Investment Services at (800) 872-4348.

#### **USAID AFRICAN ASSISTANCE PROGRAMS CATEGORIZATION**

The following is the status for USAID countries in terms of resources and programmatic emphases.

<i>Promoting Sustainable Development</i>	<i>Limited and/or Humanitarian Assistance</i>
Benin	Burundi
Ethiopia	Kenya
Ghana	Liberia
Guinea	Madagascar
Guinea Bissau	Mauritania
Malawi	Niger
Mali	Nigeria
Mozambique	Rwanda
Senegal	Somalia
Tanzania	Sudan
Uganda	Zaire
Zambia	

<i>Supporting Transitions</i>	<i>Small Country Programs *</i>
Angola	Central African Republic
Eritrea	Comoros
Namibia	Congo
South Africa	Equatorial Guinea

Zimbabwe	Sao Tome/Principe Sierra Leone
* - managed centrally from USAID/Washington until September 30, 1996	
<i>Close-out Programs (closed between 1994 and 1996)</i>	
Country	Phase-out Complete
Botswana	1995
Burkina Faso	1995
Cameroon	1994
Cape Verde	1996
Chad	1995
Cote d'Ivoire	1994
Lesotho	1995
Swaziland	1996
The Gambia	1996
Togo	1994
Zaire	1994

#### USAID MISSIONS AND REPRESENTATIVE OFFICES

\* rapid response/humanitarian assistance

##### *USAID/Angola*

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Fax: (244) 2346-924  
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##### *USAID/Benin*

Thomas Park, USAID Representative  
Rue Caporal Bernard Anani  
B.P. 2012  
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Fax: (229) 30-12-60  
Time Difference: EST +6

##### USAID/Burundi

c/o Keith Brown  
USAID/REDSO/ESA Director  
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Tel: (254-2) 751-613  
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##### USAID/Rwanda\*

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##### *USAID/Eritrea*

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Time Difference: EST +5

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Fax: (224-4) 119-85

Time Difference: +5

*USAID/Guinea Bissau*

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Fax: (245) 20-18-08 (Operational only after 2 pm)

Time Difference: EST +5

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*USAID/Mali*

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*USAID/Mauritania\**

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*USAID/Mozambique*

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*USAID/Tanzania*

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Time Difference: +7

*USAID/Zimbabwe*

Peter Benedict, USAID Director  
P.O Box 6988, 1 Pascoe Avenue  
Belgravia  
Harare, Zimbabwe  
Tel: (263-4) 720-757, 720-630  
Fax: (263-4) 720-722, 722-418  
Time Difference: +7

### **USAID ASSISTANCE IN SUB-SAHARAN AFRICA**

USAID has a bureau in Washington for each region, including Africa, where the Agency has programs. In 1994, the Agency created the Global (G) Bureau in Washington and, under the Global Bureau, there are five technical centers reflecting the sectors on which USAID focuses on: Center for the Environment and Urban Programs; Center for Population, Health and Nutrition; Center for Democracy and Governance; Center for Economic Growth; and Center for Human Capacity Development. The USAID Center for Trade and Investment Services is a part of the Center for Economic Growth.

#### ***USAID Assistance in Africa***

USAID allocation for Africa programming for FY 1996 was \$632 million and these resources finance both project and non-project assistance.

### **USAID BILATERAL PROGRAMS**

On an annual basis, USAID prepares the Congressional Presentation (CP) which outlines programmatic emphases and budgetary levels for bilateral country programs as well as regional programs overseen by USAID/Washington or regional offices overseas. Congressional Presentations are short in length, 4-8 pages, and provide an excellent resource on "what USAID is doing" in a country.

The *Congressional Presentation (CP)* provides a projected programmatic and budgetary overview of USAID activities by country and region for the coming fiscal year. The Fiscal Year 1997 USAID Congressional Presentation may be purchased from the National Technical Information Service at (703) 487-4650 or (800) 553-6847. The main volume (PB96 190 756) costs \$35.00 paper and \$14.00 microfiche; volume II (PB96 190 806) costs \$139 paper and \$57 microfiche; the summary tables (PB96 190 764) cost \$21.50 paper and \$10.00 microfiche; the statistical annex will be available following enactment of the FY 1997 appropriations. The 1997 CP can be accessed via the USAID internet site.

Normally, the CP is presented to Congress in February of each year. Due to the U.S. government furlough, the FY 1997 Congressional Presentation was delayed and made available in July of 1996.

The following are abbreviated synopses taken from information from the Congressional Presentation. For additional information, please refer to the CP.

***Country Assistance for:***

***Benin***

Encouraging broad based economic growth through the Children's Learning Equity Foundations (CLEF) Program, which seeks to ensure that an increasing number of primary school-age children receive, on a more equitable basis, an education that adequately prepares them for a productive role in society. Additionally, under a grant to a U.S. private voluntary organization, USAID supports capacity building within local non-governmental organizations (NGOs) in the education sector. The Mission also participates in two training projects that sponsor in-country, third country and U.S. based short and long term training for Beninese.

Limited activities in the health sector that include helping to expand the delivery and increase the quality of integrated mother and child health care and family planning and HIV prevention services in both the public and private sectors. USAID will implement the activity through the Ministry of Health, U.S. organizations, Medical Care Development, Inc. and Africare, and local NGOs.

Improving governance and reinforcing democracy in Benin. USAID will implement the activity through private nonprofit organizations, and U.S. and host country NGOs such as World Education and AFRICARE.

Humanitarian assistance is provided through funding to Catholic Relief Services.

***Eritrea***

Encouraging broad-based economic growth by increased rural income through growth of rural enterprise in target areas to improve the ability of the rural population to access food through augmented production, external trade, marketing and distribution. Principal implementing contractors, grantees or agencies include: U.S. Department of Agriculture, Africare, World Vision, Virginia Polytechnic Institute and Virginia State Universities, Centre for International Cooperation of Israel's Ministry of Foreign Affairs, and Agricultural Cooperative Development International.

Improved access to primary health care services: major activity to achieve this objective is the Eritrea Health and Population Project. Implementing contractors and grantees for this sector include: Basic Support for Institutionalizing Child Survival and Family Planning Service Expansion and Technical Support (SEATS) Consortia, Macro International, Africare, World Vision, International Eye Foundation, and UNICEF.

Increased capacity for Democratic Governance. Principal Contractors and Grantees: University of North Carolina, EnCorps, and World Learning.

Humanitarian assistance continues to address food security issues. Emergency Title II food aid is used for ongoing refugee repatriation and resettlement, a crucial component of Eritrea's transition to a stable and self-reliant society. USAID's regular Title II food assistance is now focused on helping Eritrea achieve food security over the longer term, as the need for emergency food assistance decreases.

***Ethiopia***

Increased availability of selected domestically produced food grain crops. Principal contractors, grantees, or agencies include: U.S. Bureau of the Census, U.S. Department of Agriculture, National Agricultural Statistics

Service, Chemonics International, Volunteers in Overseas Cooperative Assistance, Michigan State University and Addis Ababa University.

Increased use of primary and preventive health care services. Activities to achieve this strategic objective are being implemented by a wide range of international and local partners working in collaboration with the Federal Democratic Republic of Ethiopia (FDRE) and local governments. These partners include Pathfinder, Family Health International, Population Services International, Partnership for Child Health, and the Family Planning Consortium of NGOs in Ethiopia.

Improved quality and equity of primary education in an expanded system. Tigray Development Association and the Academy for Educational Development are the principal contractors/grantees.

Increased access to and participation in a democratic system. Principal contractors, grantees or agencies: Carter Center, National Democratic Institute, Participating Agencies Cooperating Together (PACT), Fund for Peace, International Fund for Electoral Support, Thunder Associates, Inter Africa Group, USIA, UNDP, A-Bu-Gi-Da.

Emergency Humanitarian Assistance provided to most vulnerable groups.

### ***Ghana***

Free market development: The Trade and Investment Program addresses the obstacles that limit private sector investment and production support. TIP is working to improve 1) environment for private sector export firms through policy reforms; 2) streamlining regulations and procedures; 3) upgrading export infrastructure; 4) identify and develop local and export markets (particularly in the area of agricultural, non-traditional products); 5) improve production capability of exporters; 6) packaging viable projects for investment funding; and 7) production of small holder products for exporters and development of artisanal crafts. Implementation will be through the following U.S. firms: Sigma One, Amex International, Inc., Africa Project Development Facility, International Executive Service Corps, Foreign Investment Advisory Service, Technoserve, and local non-governmental organizations. Program works in a complementary manner with the training project, Human Resources Development Assistance Project, which supports private sector development through in-country, third country and U.S. based training.

Education through the Primary Education Program (PREP) supports the decentralization of the Ministry of Education to the district level, improved qualifications of public school teachers and institutionalization of student achievement testing. The project also provides textbooks, improved access, teacher training and improved administration in the primary school system. A U.S. firm and NGO will be identified, along with local ngos, for implementation of this project.

Reducing fertility and AIDs through the new Ghana Population and AIDS program which addresses public policy constraints that limit the delivery of family planning services, and the diagnosis, prevention and control of HIV/AIDS and other sexually transmitted diseases in Ghana. Implementation will be through the Government of Ghana, Ghanaian professional organizations, private non-profit Ghanaian associations, the Association for Voluntary Surgical Contraception, a private non-profit U.S. association, and local NGOs.

Areas that underpin the above three: HIV/AIDS prevention, child survival, natural resource conservation and historic preservation, with a very limited number of activities.

### ***Guinea***

Increased growth in agricultural markets by improving the current policy and regulatory environment, developing effective financial and investment services, promoting product marketing, and transferring sustainable production

technologies to farmers. USAID implements these activities through three U.S. for-profit firms, the Development Assistance Corporation, Sheladea, and Chemonics, International and through U.S. private voluntary organizations: Volunteers International in Technical Assistance, Africare, Opportunities Industrialization Centers International, and the Government of Guinea's Ministry of Agriculture.

Improved quality and increased enrollment in primary education with an emphasis on rural/female participation. USAID implements activities through the Education Development Center/LearnTech and local NGOs.

Increased ability of families to determine family size by increasing the quality and use of family planning and disease-prevention products and services. This activity is implemented by Population Services International.

Strengthening civil society capacity. The National Cooperative Business Association (NCBA) and others contractors yet to be determined will implement this activity.

### ***Guinea Bissau***

Increasing sustainable private sector trade and investment in six critical growth sub-sectors through improved governance. The critical growth sub-sectors identified are defined as the production, processing and marketing (domestic and/or exports) of cashews, fruits, vegetables, rice, forest, and fish products. The Trade and Investment Promotion Support (TIPS) project consists of technical assistance and training, mostly in-country, to facilitate and implement 1) Policy Formulation 2) Legal and Regulatory Reform 3) Judicial Reform and 4) Assistance to the Private Sector to ensure that the private sector interests are known and respected in policy, legal, regulatory and judicial reforms, and to ensure that the private sector responds to new economic opportunities in the six critical sub-sectors. Labat-Anderson, Inc. is the prime contractor for this activity along with Management Systems International, Inc., New York State University at Albany, Africare, and the Land Tenure Center at the University of Wisconsin.

Additionally, USAID and the Government of Guinea Bissau, in collaboration with the private sector, are promoting improved, participatory policy making, participatory debate of legislation and regulations, and independent and better trained judiciary, and the establishment and empowerment of private sector associations. TIPS is also working with host country and donor counterparts to develop a tropical forest resources management policy and a fisheries resources management policy.

Limited humanitarian assistance.

### ***Kenya***

Effective demand for Sustainable Political, Constitutional and Legal Reform created which includes the Strengthening Democracy and Governance Project, the private voluntary organization co-financing activity, and the Democracy and Human Rights Fund. USAID supports paralegal training, journalistic training programs, an independent public policy research institute, and civic education and human rights awareness projects.

Reduce fertility and the risk of HIV/AIDS transmission through integrated family planning and health services. USAID implements these activities through the Government of Kenya, twenty-five international private voluntary organizations and seventeen Kenyan non-governmental organizations.

Humanitarian assistance through development and emergency programs implemented by UN and Private Voluntary Organization (PVO) partners.

### ***Madagascar***

Encouraging broad-based economic growth including establishment of a competitive market environment for small and micro firms. The major activities are: Commercial Law Program, Financial Market Development and Participation and Poverty programs.

Increase market access to domestic and international markets for high potential but neglected regions. The Madagascar Agricultural Export Liberalization (MAELSP) project seeks to increase and diversify agricultural production and sales through exports of agricultural products, with special emphasis on non-traditional products and methods. The Commercial Agriculture Promotion (CAP) project seeks to increase domestic trade in cash crops from the Fianarantsoa and Mahajanga high potential zones through 1) support to agribusinesses, traders, and groups of agricultural entrepreneurs working with producers and producer associations 2) Foreign exchange for the supply of inputs; and 3) Support to road rehabilitation and maintenance. The International Rice Research Institute (IRRI) project seeks to strengthen the Government of Madagascar's capabilities to carry out effective rice research in the context of a rice-based cropping system and to develop appropriate farm technologies.

Reduction of Natural Resources Depletion in Target Areas. Debt for Nature Swap project supports a debt swap, the first of its kind in Africa, with the World Wildlife Fund, which is being used for institutional support to the Malagasy Forest Service through hiring and training of conservation professionals; identification of key habitats for biodiversity protection outside of protected areas; and technical assistance in the areas of forestry management, administration and rural development. The Knowledge and Effective Policies for Environmental Management project seeks to create a policy and institutional framework of incentives and revenue generation that encourages sustainable natural resource management. The Sustainable Approaches to Viable Environmental Management project seeks to identify and initiate system for the management of protected areas of Madagascar and the peripheral zones adjoining those areas on a sustainable basis. USAID has been a lead donor to the Environmental Action Plan since 1990. The second five year phase of the EAP, 1996-2001, focuses on the transfer of natural resource management responsibility to Malagasy institutions. USAID implements activities through US firms, the Peace Corps, the US Geological Survey, US and local ngos, and US universities.

Reduction of total fertility from 6.6 in 1991 to 5.6 in 1999 through the Population Support Project. USAID implements activities through a US non-profit institution, the Peace Corps, local public sector institutions, and a wide variety of US and local ngos.

### ***Malawi***

Encouraging broad-based economic growth by increasing agricultural incomes on a per capita basis and increased access to and quality and efficiency of basic education, especially for girls. The Agricultural Assistance Program (ASAP) uses policy dialogue and technical assistance to encourage continued liberalization in this sector specifically in changing policies which have discriminated against smallholders. USAID supported agricultural research is developing and disseminating technological innovations and developing rural for-profit and non-profit organizations that deliver a variety of agricultural services. Malawi also benefits from two USAID regional projects, the Southern Africa Regional transportation activities and the Southern Africa Rootcrops Research Network, the latter to increase the productivity of cassava and sweet potato grown by smallholder farmers. USAID implements activities through the University of Arizona/Clark University, Harvard Institute for International Development, Washington State University, Lincoln University (Jefferson City, Missouri), Agricultural Cooperative Development International, Bunda College of Agriculture (Malawi), International Institute for Tropical Agriculture, and several government ministries. USAID education activities are implemented through Creative Associates, Save the Children Federation U.S., Academy for Educational Development, University of

Malawi. Center for Social Research. Center for Educational Research and Training. and three government ministries.

Increased adoption of measures that reduce fertility and HIV transmission, while promoting child survival practices. USAID implements activities through John Snow International, Inc., Save the Children U.S., Project HOPE, International Eye Foundation, Population Services International, World Vision International, Adventist Development and Relief Agency, Malamulo Hospital, National Association of Business Women, Adventist Health Services, Malawi Association of Spices and Herbs, and the Ministry of Health and Population.

Increased sustainable use, conservation and management of renewable natural resources. Major activities to support this goal were initiated in FY 1996. In FY 1997, funding will support the expansion of community-based action programs, environmental monitoring efforts, an environmental education program, and strengthening wildlife conservation activities.

Building democracy by strengthening and broadening the institutional base for democratic participation. USAID implements activities through the National Democratic Institute, Center for Advice Research and Education on Rights, International Foundation for Electoral Systems, World Learning International, Inc., Christian Service Committee, Winrock International, local ngos, Parliament, the Electoral Commission, and four government ministries.

### ***Mali***

Youth - to change the social and economic behaviors among youth in targeted areas. USAID will implement these activities through contracts with private firms, such as John Snow, Inc., and grants to U.S. PVOs such as Africare and Save the Children.

Sustainable economic growth including increased value added to national income by each stage of production, processing and marketing in the most important economic sub-sectors. USAID will implement these activities through contracts with Title XII universities, such as Washington State and Texas State Universities; a disadvantaged enterprise, RONCO; and grants to U.S. PVOs, such as Appropriate Technology International.

Democratic governance - targeted community organizations as effective partners in democratic governance, including decision making and planning. USAID will implement activities through private nonprofit organizations, including U.S. PVOs such as World Education.

Special objective - information and communication including improved access to, and facilitated use of, information. USAID will implement this program primarily through the private sector and with grants through private nonprofit organizations, including U.S. PVOs and local NGOs.

### ***Mozambique***

Increasing household income of the rural poor in the central provinces of Mozambique by increasing access to markets, expanding rural enterprises and increasing agricultural output. Activities include addressing marketing access constraints, including destroyed market infrastructure, policy and regulatory obstacles, and weak capacity in the micro, small and medium-sized private enterprise. This is complemented by more direct support to recovery, expansion and productivity improvements of household income sources. Implementing organizations include: World Vision, Care, Africare, Food for the Hungry, National Cooperative Business Association, Heifer Project, Save the Children, World Relief, and the Adventist Relief and Development Agency. US universities include Michigan State University and the University of Wisconsin. Contractors for the road rehabilitation and maintenance work are still to be determined.

Increasing use of essential maternal/child health/family planning services in focus areas including a small, targeted HIV/AIDS activity. USAID will continue to make grants to eligible PVOs and indigenous NGOs to carry out these activities. Also, USAID will use U.S. based cooperating agencies to provide technical assistance for information, education and communication programs, logistics management, data collection, and analysis and training. An institutional contractor will provide technical assistance to assist the Ministry of Health's decentralized management.

Building democracy by encouraging the development of greater accountability by the government of Mozambique to citizens. Activities will be implemented primarily through U.S. and local ngos. US organizations involved with the current program include the National Democratic Institute, the International Republican Institute, the African-American Institute and the State University of New York.

Providing humanitarian assistance.

### ***Namibia***

Encouraging broad-based economic growth through improved training opportunities for historically disadvantaged Namibians and by improved delivery of quality primary education to grade 1-4 learners in the most disadvantaged schools. This includes support to the Ministry of Education by providing technical assistance, commodities, and training to increase the Ministry's capacity to implement a new lower-primary curriculum at the national level; teacher training in the most disadvantaged rural schools through an agreement with the U.S. Peace Corps; and resources for local development non-governmental organizations (ngos) for training programs for adult and adolescents denied access to quality formal education; awareness training in HIV/AIDS prevention. Projects: Namibia Basic Education Support, Reaching out with Education to Adults for Development, African Training for Leadership and Development, and Human Resources Development Assistance. Training activities are implemented through US PVOs, including World Education, Inc. the African-American Institute, and AFRICARE, as well as through Namibian government partners and local NGOs. Education activities are implemented through a contract with the Institute for International Education and U.S. Peace Corps for implementation.

Increased benefits to historically disadvantaged Namibians from sustainable local management of natural resources. Living in a Finite Environment Project.

Building democracy by increased accountability of Parliament to all Namibian citizens. Currently, USAID is implementing its program activities through U.S. private and voluntary organizations, including the National Democratic Institute and World Education, as well as through government of Namibia partners and local NGOs. USAID will continue this approach with the implementation of the new Electoral Support Program, which will assist in training of NGOs and local community workers in preparation for the regional election in 1998 and the national election in 1999.

### ***Niger***

Child survival and HIV/AIDS control. This includes support for basic child health services, including immunizations, control of diarrheal diseases, high risk births, condoms for control of HIV/AIDS and famine preparedness and mitigation activities. USAID will implement these activities through competitively selected contractors and U.S. NGOs with agencies working under contracts with the Global Bureau Center for Population Health and Nutrition.

Democracy and Governance. This includes support to Nigerian organizations involved with democracy and human rights, election assistance, training and free press support. Principal Contractors include National Democratic Institute (NDI) and African-American Institute.

Environment. Support to the Peace Corps for forestry and biodiversity activities. Regional activities including support for the Sahel Water Data Network Management, a multi-donor regional activity which records, interprets and disseminates weather, climatic and hydrological information on the Sahel. Principal Contractors, Grantees or Agencies include: International Resources Group (IRG), Africare, World Council of Credit Unions (WOCCU), Cooperative League of the USA (CLUSA) and CARE.

### ***Nigeria***

Humanitarian assistance, to non-governmental organizations (NGOs) since 1994. This includes increased voluntary use of family planning and improved maternal and child health practices, and improved HIV/AIDS prevention and control practices

Building democracy. Nigeria is a participant in the Democracy and Human Rights Fund (116e) Fund, the African American Labor Center (AALC) Regional Project and USAID/Nigeria is developing a new democratization project to address the current difficult situation in that country.

All USAID supported activities in Nigeria are limited to the private NGO sector.

### ***Senegal***

Decreasing family size which includes the USAID/Senegal Child Survival Family Planning Project and the Social Marketing Development Project. USAID is implementing family planning and AIDS activities through private organizations including Management Sciences for Health, Population Services International, John Snow Incorporated and the Futures Group and through U.S. and Senegalese nongovernmental organizations (NGO) such as Africare and ASBEF.

Increasing market liberalization primarily implemented through USAID's Rice Structural Adjustment program. USAID implements activities in support of this program through a contract with the U.S. for-profit firm, ABT Associates.

Increasing crop productivity through natural resources management in zones of reliable rainfall. The Natural Resources-Based Agricultural Research project continues to improve the productivity of cropping systems for millet, sorghum, corn and rice. The Community-based Natural Resources Management project uses both policy dialogue and project interventions to increase small farmer and private sector incomes. USAID implements activities through two U.S. university consortia, the South-East Consortium for International Development (SECID) and the Consortium for International Development (CID), a U.S. for-profit firm, Development Alternatives, Inc., a USG agency (the U.S. Geological Survey), U.S. NGOs (Africare and Winrock) and several local NGO and farmer organizations.

### ***South Africa***

Disadvantaged population to participate more fully in the political development and governance of a democratic, human rights-based South Africa. Major projects include: Community Outreach and Leadership Development and the Disenfranchised Youth Program, Transition Support Fund, Labor Union Training, Self-Help Support.

Establishing a more equitable and effective education system. Major projects include: South African Basic Education and Reconstruction (SABER), Education Support and Training, Tertiary Education Linkages and Education Support for Black South Africans.

Increasing opportunities for asset ownership and economic integration for the historically disadvantaged. Major projects include: Support Economic Growth Assistance (SEGA), Black Private Enterprise Development, Small Business Loan Portfolio Guaranty, Shelter and Urban Development Support, Private Sector Housing Guarantee, Basic Shelter and Environment Housing Guarantee, and Municipal Infrastructure. The Black Private Enterprise project provides technical assistance, training, credit and equity for micro/small and medium sized enterprises, and on-the-job skills training for unemployed and marginalized members of the majority population. The Small Business Loan Portfolio Guaranty program, funded by AID/Washington, provides a 50% guarantee through six privately-owned South African banks for small and microenterprise loans. The Shelter and Urban Development Support project is increasing the role of community-based organizations in local shelter planning and development, strengthening black construction enterprises, increasing the supply of private sector financing for low cost housing and infrastructure and assisting in the development of affordable shelter solutions. This project complements the three housing guarantee programs.

Development of a system providing integrated primary health care service to the majority population. Major project is Equity in Prime Health Care.

Limited environmental activities including environmental education, and training in environmental assessment impact analysis.

### ***Tanzania***

Strengthening Natural Resource Management Capacity. USAID will implement activities through Peace Corps Volunteers, CARE, Tuskegee and Sokoine Universities, African Wildlife Fund, and U.S. and host country NGOs to be determined.

Increasing productive employment and income generating opportunities. Four projects support this goal including: Agricultural Transport Assistance Program which focuses on rural road rehabilitation and maintenance; the regionally funded TAZARA railway rehabilitation program, the regionally funded Rural Telecommunications in Tanzania Project, and the Finance and Enterprise Development Project. The latter project includes a Business Service Center which supports small-scale entrepreneurial development and expanded trade and investment linkages between the U.S. and Tanzania. The Tanzania Venture Capital Fund and the Social Action Trust Fund are financing some of these under this project. In addition, USAID is working with the National Housing Corporation in privatization. Development Alternatives, Inc. is the prime contractor for implementing the Business Center component. Additional firms including Gardiner, Kamyra Associates, Harvey and Company, Inc., and International Technology Investments, Ltd., have been utilized in venture capital operations as well as in-country training activities and Central Bank assignments.

Increasing use of family planning and HIV/AIDS Preventive Measures. Principal contractors, grantees or agencies are the host government, private non-profit companies, John Hopkins University, University of North Carolina, Tulane University, University of Michigan, and Tanzania NGOs.

Building democracy by working to establish a strong foundation for the transition to democratic governance in Tanzania. Through a Participatory Agency Service Agreement, the United States Information Services (USIS) will implement several activities under this program.

### ***Uganda***

Increasing rural men's and women's incomes by 1) supporting the development of agricultural products for export to other African countries and European markets; 2) create and expand small and micro-enterprises; 3) encourage the improvement of the policy and regulatory environment; and 4) assist small farmers and entrepreneurs in obtaining credit from local sources. The Investment in Developing Export Agriculture project is designed to boost the production of corn, beans, spices, flowers and vegetables. Activities contributing to the achievement of SO 1 are implemented by a number of U.S. contractors and PVOs. These include Chemonics International, Agricultural Cooperative Development International, the Foundation for International Community Assistance, Land O'Lakes, and Mississippi State University. A U.S. firm is currently being selected to implement the Private Enterprise Support, Training and Organizational Development activity.

Improving the quality and efficiency of basic education. The Education Reform program is designed to increase the professionalism and skills of primary-school teachers by providing teacher training and improving teacher salaries. It also provides materials and improve access for disadvantaged groups, especially girls. Activities contributing to the achievement of SO 3 are implemented by a number of U.S. institutions. These include the Academy for Educational Development (AED), the Institute for International Research (IIR), Creative Associates, the University of Massachusetts, and the Research Triangle Institute.

Stabilizing the health status of Ugandans. Principal Contractors, Grantees or Agencies include: Pathfinder International, Johns Hopkins University, University of North Carolina, E. Petrich and Assoc., Futures Group, African Medical and Research Foundation, Cooperative for American Relief Everywhere, AIDS Information Center, AIDS Support Organization, Association for Voluntary Safe Contraception, and John Snow International.

Stabilizing biodiversity in target areas through the Action Program for the Environment. Activities contributing to the achievement of SO 2 are implemented by U.S. contractors, private non-profit companies, and U.S. and host-country private voluntary organizations (PVOs) and NGOs. These include Tropical Research and Development, Aquatics Unlimited, Volunteers in Overseas Cooperative Assistance, Agricultural Cooperative Development International, Consortium for International Development, Cooperative for American Relief Everywhere (CARE), World Wide Fund for Nature, and African Wildlife Foundation.

### ***Zambia***

Removal of the state from the provision of private goods and services. USAID is funding technical services to support the preparation and sale of public companies. In addition, the Mission has provided a grant to the International Executive Service Corps (IESC) to help strengthen the performance of newly privatized and other small-to-medium sized enterprises. Under regional funding, USAID/Zambia also participates in the Southern Africa Regional Telecommunications Restructuring project.

Appropriate policies, laws and regulations promulgated and enforced to increase agricultural production and marketing.

Improving HIV/AIDS/STD control practices by high risk individuals, improved child survival and increased use of modern contraceptives.

Building democracy. USAID is supporting activities to make public decision-making more accessible and effective by increasing citizen awareness of rights and responsibilities, enabling independent journalism, enhancing legislative performance, and improving public policy implementation. The National Democratic Institute is working, under a USAID grant, to strengthen political parties in anticipation of national elections scheduled for October 1996.

### ***Zimbabwe***

Increasing household food security in communal areas of natural regions IV and V. Two activities: Grain Marketing Reform and Research projects and the regional Sorghum and Millet Research project. Both of these activities are strong complements to the government of Zimbabwe's Structural Adjustment Program in the area of agricultural markets liberalization. Protecting the environment through the Communal Areas Management Program for Indigenous Resources (CAMPFIRE) program. Contractors implementing these activities include: Development Associates, Price Waterhouse, Coopers and Lybrand and Purdue University. Grantees include: GOZ and International Crop Research Institute for Semi-Arid Tropics. Agencies include: Grain Marketing Board, Small Scale Millers Association, Zimbabwe Farmers Union, Southern African Development Community, CAMPFIRE Association, and World Wildlife Federation.

Broadened ownership and increased investment at all levels of the Zimbabwean economy. This includes the following projects: Zimbabwe Manpower Development II, Private Sector Housing, and participation in the regional Transportation Development II project. Contractors: Academy for International Development, Planning and Development Collaborative, Inc., International, ABT Associates, Plan Inc., Palmer Associates. Agencies: Ministry of Public Housing and Construction, four local building societies (Zimbabwe Building Society, Beverly Building Society, Central African Building Society, and Founders Building Society), Ministry of Industry and Commerce, Ministry of Justice, National Economic Planning Commission, Barclays Bank, Stanbic Bank. Grantees include: International Executive Service Corps, Confederation of Zimbabwe Industries, Zimbabwe National Chamber of Commerce, Opportunity International (Zambuko Trust), Mennonite Economic Development Associates (Phakama Savings and Credit Society)

Sustainable decrease in fertility by working to increase modern contraceptive use and improving the quality of reproductive health care services. Contractors: John Snow, Inc., Macro International, Family Health International, Johns Hopkins University, Deloitte Touche, Association for Voluntary Surgical Contraception, and AIDSCAP. Agencies include: Zimbabwe National Family Planning Commission, and Ministry of Health. Grantees include: Commercial Farmers Union, National Railways of Zimbabwe, Triangle Limited, Delta Corporation, and the University of Zimbabwe Department of Community Medicine.

Increased use of HIV/AIDS preventive measures.

### **USAID/AFRICA BUREAU PRIVATE SECTOR ACTIVITIES**

The USAID/Africa Bureau/Private Sector Program provides both private sector and agribusiness development assistance to overseas USAID missions. It has also supported a variety of organizations and activities promoting trade and investment in Africa which includes:

- Ⓞ Corporate Council on Africa
- Ⓞ West African Enterprise Network
- Ⓞ African Business Roundtable

**The West Africa Enterprise Network (WAEN)** was created in 1993 by a small group of activist business people interested in promoting economic growth in West Africa. The WAEN has grown today to include over 300 business men and women in 11 countries of the West African sub-region, both anglophone and francophone. Recently, legally registered as an international non-governmental organization, based in Accra, Ghana, the

WAEN has a dual objective: to improve the business climate in the member countries of the Network; and to promote cross-border trade and investment in Africa. The WAEN seeks an active dialogue with government on the legal and regulatory environment affecting business and facilitates information flows among its members regarding potential markets, suppliers, prices and distribution.

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**USAID REGIONAL PROGRAMS IN SUB-SAHARAN AFRICA**

The USAID regional offices in Nairobi, Kenya, Abidjan, Cote d'Ivoire, and Gaborone, Botswana provide technical assistance to the USAID missions in west/central, east/southern Africa, and southern Africa, respectively.

In addition to bilateral programs, USAID supports a number of regional projects which are managed either from USAID/Washington or from the USAID regional offices in Africa. Several of these projects may be of particular interest to the private sector and others involved in private sector development and include:

***Leland Initiative: Africa GII Gateway Project***

The Leland Initiative is a five year, 1996-2001, USAID project which seeks to bring the benefits of the global information revolution to the people of Africa, through connection to the Internet and other Global Information Infrastructure (GII) technologies.

The project will emphasize public/private partnership approach both in Africa and the U.S. to bring full internet connectivity to up to 20 countries in sub-Saharan Africa. The project focuses on three areas: 1) creating an enabling policy environment 2) creating a sustainable internet service provider industry and 3) enhancing user applications for sustainable development.

USAID has entered into interagency agreements with the U.S. Department of State for technical assistance related to creating an enabling policy environment, and the National Aeronautics and Space Administration (NASA) and the U.S. Navy for hardware procurement.

Under the auspices of the Department of State, U.S. International Telecommunications Advisory Committee (ITAC), several committees were created for the private sector and other interested parties who wish to serve as partners to the Leland Initiative. There is a committee for each one of the foci areas listed above.

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### ***The Greater Horn of Africa Initiative (GHA)***

The United States faces one of its most significant foreign policy, humanitarian and economic development challenges in the Greater Horn of Africa. This high risk region comprises 10 countries: Rwanda, Burundi, Somalia, Ethiopia, Eritrea, Sudan, Djibouti, Uganda, Kenya and Tanzania. The United States, acting as a catalyst, is proposing an international recommitment and a regional initiative to break the cycle of poverty, despair and continual crisis.

Activities under the Initiative include: a joint African donor launching of the Initiative; strengthening regional private and public institutions to find regional solutions to regional problems; establishing a conflict early warning and crisis response capacity; defining operating principles linking relief and development to disaster assistance; developing an integrated African donor framework for assessing food security activities; and analyzing new economic growth options.

The Initiative focuses on four program strategic objectives:

- ① New regional capacity for crisis prevention and civil society.
- ② Implement strategies and procedures to ensure the transition from crisis to broad-based sustainable growth.
- ③ Realize greater regional collaboration in promoting sustainable economic growth.
- ④ Strengthen support for regional and national food security strategies.

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***The Initiative for Southern Africa (ISA)***, which is under the Regional Center for Southern Africa in Gaborone, Botswana focuses on four programmatic areas: 1) building democracy; 2) increased indigenous business development and ownership (see section on the Southern Africa Enterprise Development Fund); 3) increased efficiency, reliability, and competitiveness of regional transport and telecommunications infrastructure; and 4) protecting the environment by establishing key regional conditions for sustainable increases of agricultural and natural resources productivity by smallholders.

***Southern Africa Regional Telecommunications Restructuring project***

The Southern Africa Regional Telecommunications project addresses inadequate telecommunications in the Southern African Development Community (SADC) region. The project seeks to promote policy and regulatory reform in Southern Africa that will 1) encourage private participation in the provision of telecommunications equipment and services 2) introduce competition, and 3) restructure state-owned monopolies. The effort includes a component to link private US telecommunications service and equipment suppliers to the regional network to generate increased levels of investment and efficiency. The major contractor for the project is Price Waterhouse along with six sub-contractors.

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**International Executive Service Corps (IESC)**

The International Executive Service Corps (IESC) receives support from USAID/Washington/Center for Economic Growth and individual missions to provide technical assistance to entrepreneurs and business associations in developing countries. Under the program, a retired or consultant business executive will work one-on-one with a business manager/owner for 4-6 weeks. With financial support of the entrepreneur, IESC may provide follow-up assistance as well. Currently, IESC has active programs in Ghana, Zambia and Zimbabwe. IESC/Kenya was active until quite recently and had provided limited support for specific projects in Uganda and Tanzania.

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## **MULTILATERAL ORGANIZATIONS**

### ***United Nations (UN)***

Among the United Nations agencies, the Food and Agriculture Organization (FAO), the World Health Organization (WHO), and the United Nations High Commissioner for Refugees are the most active in sub-Saharan Africa. Several of the UN programs in the region are: the United Nations Development Program, the United Nations Children's Fund, the International Fund for Agricultural Development, the United Nations Population Fund and the Protection of the Global Environment Fund.

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### ***World Bank Group***

The World Bank Group is a multilateral lending agency consisting of four closely associated institutions: the International Bank for Reconstruction and Development (IBRD), the International Development Association (IDA), the International Finance Corporation (IFC) and the Multilateral Investment Guarantee Agency (MIGA). (The terms World Bank and IBRD are often used interchangeably.) The IBRD, IFC, IDA and MIGA currently have programs in sub-Saharan Africa.

Although the common objective of all these institutions is to assist in raising the standard of living in the developing countries, analysts consider only the activities of the IBRD and IDA that provide development capital and related services under concessional terms to be development assistance.

During FYs 1990-94, total commitments by the IBRD and the IDA to sub-Saharan Africa amounted to \$16.953 million. Of the total lending, 25.0 percent went to infrastructure and urban development, 15/8 % to agriculture, 16.7% to human resources development, 12.5% to industry and finance, 8.6% to energy, 2.4% to public sector management, and 18.8% to multisector projects. In a descending order, the following countries received the largest commitments from the IBRD and the IDA during FYs 1992-94: Cote d'Ivoire, Zambia, Ghana, Uganda, and Tanzania.

##### *World Bank Headquarters*

1818 H Street, N.W.

Washington, D.C. 20433

Main tel. (202)477-1234; Fax (202)477-6391

DACON Consultant Registry

Tel. (202)473-0891

Bookstore Tel. (202)473-2941

Public Information Center Tel. (202)458-5454

Internet: <http://www.worldbank.org>

World Bank Monthly Briefings provide essential information about business opportunities arising from Bank supported projects. World Bank officials describe procedures that companies should follow to keep informed about projects; to compete for upcoming contracts; and to pursue foreign investment opportunities. There is a \$50 charge to attend these briefings. For more information please contact:

*The World Bank*  
Ms. Ivonne Lejuez  
Tel: (202) 473-1819  
Fax: (202) 334-0003

Development Business is a bi-monthly publication of the United Nations which provides information on consulting, export and construction opportunities in a broad range of sectors in the developing world. It identifies and monitors projects in the pipelines of the major development banks and the UN agencies. The cost is \$495 (one year) or \$845 (2 years).

Development Business  
United Nations, GCPO Box 5850  
New York, NY 10163-5850  
Tel: (212) 963-1516  
Fax: (212) 963-1381

Companies seeking information and assistance on business opportunities available through Multilateral Development Bank projects should contact the US Department of Commerce office below. The MDBO staff offers counseling and referral.

***Multilateral Development Bank Operations  
Department of Commerce***

International Trade Administration  
14th St. and Constitution Avenue, NW  
Room H-1107  
Washington, DC 20230  
Tel: (202) 482-3399, Fax: (202) 273-0927

***International Finance Corporation (IFC)***

IFC is the private-sector arm of the World Bank Group. The mandate of the IFC is to promote private sector development by making debt and equity investments, mobilizing funds from other private and official sources, and providing services in the areas of capital markets development, corporate advisory work, and privatization. IFC does not require government guarantees of repayment and generally looks at large projects. During 1995, IFC approved 51 projects in 21 countries in sub-Saharan Africa for investments totaling \$318 million including loans, guarantees, swaps, equity and quasi-equity.

The three primary services of the IFC are: 1) debt and equity for financing private sector projects; 2) helping companies in the developing world to mobilize financing in the international capital markets; 3) providing advice and assistance to businesses and governments.

The following sub-Saharan countries are regional members of the International Finance Corporation (IFC): Angola, Benin, Botswana, Burkina Faso, Burundi, Cameroon, Cape Verde, Central African Republic, Comoros, Congo, Cote d'Ivoire, Djibouti, Equatorial Guinea, Ethiopia, Gabon, the Gambia, Ghana, Guinea, Guinea Bissau, Kenya, Lesotho, Liberia, Madagascar, Malawi, Mali, Mauritania, Mauritius, Mozambique, Namibia, Niger, Nigeria, Rwanda, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, Sudan, Swaziland, Tanzania, Togo, Uganda, Zaire, Zambia, and Zimbabwe.

**Key IFC Contacts:**

General inquiries:

Tel: 202-473-9119

Oil, Gas and Mining:

Tel: 202-473-0513

Agribusiness:

Tel: 202-473-0558

Foreign Investment Advisory Service

Tel: 202-473-0411

Chemicals, Petrochemicals & Fertilizer Dept.:

Tel: 202-473-0573

Infrastructure Department:

202-473-0031

Technical and Environment Department:

Tel: 202-773-0634

Capital Markets Development:

Tel: 202-473-8790

***African Development Bank Group (AfDBG)***

The African Development Bank Group (AfDBG) is a international financial institution created by Africans in 1963 to promote the economic and social development of its member African countries. Founded with initial capital resources of USD 250 million, it has authorized capital today of over USD 22.3 billion. The AfDBG includes the African Development Bank (AFDB), its soft loan affiliate, the Africa Development Fund (AFDF) and the Nigerian Trust Fund (NTF). The AFDB has 21 non-regional members and the United States joined in 1982.

The main objectives of the AFDB Group are:

- ① To contribute to the economic development and social progress of regional members, individually and jointly;
- ① To use resources at its disposal to finance investment projects and programs, giving priority to projects which concern several member countries;
- ① To mobilize resources through co-financing with bilateral and multilateral development agencies;
- ① To promote international dialogue and understanding on development issues concerning Africa;
- ① To promote government and private investment in Africa through policy reforms;
- ① To provide such technical assistance as may be needed in Africa for the selection, study and preparation of development projects.

The total amount of support extended by the AFDB and the AFDF amounted to \$10.7 billion for FYs 1990-94. Nigeria, Cote d'Ivoire, Zimbabwe, Gabon, and Ethiopia were the largest borrowers during FYs 1990-94. The strategic areas of focus include: 1) selection and implementation of macro-reforms; 2) environment management; 3) integration of women in development; 4) private sector promotion; 5) debt and poverty alleviation; 6) trade promotion; and 7) economic integration and multinational projects.

The role of the AFDB is to finance economic and social development in African countries through: the direct transfer of resources to fund such projects and programs; the provision of technical assistance and institutional support; and the mobilization of external resources for investment in Africa. The AFDB Private Sector Development Unit approved 2 private sector projects last year totaling \$9 million. One was a hotel project in Mauritius (\$4.8 million) and a mining project in Tanzania (\$4.2 million).

The African Development Fund provides finance on concessional terms for the purpose of assisting the Bank's contribution to the economic and social development of the Bank's poorer African member countries, and to the promotion of cooperation, including regional and sub-regional cooperation and increased international trade, particularly among such members.

The Nigeria Trust Fund was established by the Government of Nigeria in 1976 to assist in the development efforts of the poorer ADB members by extending loans on terms less onerous than the conventional AFDB terms.

The AFDB has recently gone through a restructuring under the leadership of its new head, Mr. Omar Kabbaj of Morocco who advocates liberal economic reform in Africa.

Contact:

Mr. Roger Ervin  
African Development Bank  
1300 New York Avenue, NW  
Room E213  
Washington, DC 20016  
Tel: (202) 623-1125  
Fax: (202) 623-1600

Ms. Alice Dear  
US Executive Director  
*African Development Bank*  
Avenue Joseph Anoma  
01 BP 1387  
Abidjan 01 Cote d'Ivoire  
Tel: (225) 20-40-15  
Fax: (225) 33-14-34

*U.S. Dept. of Commerce Liaison Office*  
Mr. Mark Herrling  
U.S. and Foreign Commercial Service  
Ambassade des Etats Unis d'Amerique  
5 Rue Jesse Owens  
01 B.P. 1712 Abidjan 01, Cote d'Ivoire  
Tel: (225) 21-46-16  
Fax: (225) 22-24-37

## **SOURCES OF FINANCING**

### ***U.S. Investment in Sub-Saharan Africa***

According to the Department of Commerce, U.S. direct investment in Sub-Saharan Africa amounted to \$3.5 billion at year end 1993. Investment is concentrated largely in the petroleum sector, although the position in South Africa is primarily in manufacturing. Sub-Saharan African countries with relatively large U.S. direct investments in 1993 include: South Africa (\$925 million), Nigeria (\$527 million), Cameroon (\$277 million) and Liberia (\$209 million).

The U.S. has bilateral investment treaties (BITs) in place with four countries in Sub-Saharan Africa: Cameroon, Congo, Senegal, and Zaire. These treaties guarantee U.S. investors in these countries that investment terms are no

less favorable than those accorded to domestic or third-country investors. The BITS provide for the unconditional repatriation of capital, the protection of intellectual property rights, and for access to international forums of arbitration. The U.S. Government is currently in the process of negotiating a BIT with South Africa, and a double taxation agreement with South Africa is also being negotiated against a background of an internal review of South Africa's tax system.

***USAID Micro and Small Enterprise Development Program (MSED)***

The Micro and Small Enterprise Development Program (MSED) utilizes direct guarantee authority to promote sustainable economic growth working with and through the formal financial sector to support micro and small businesses as part of USAID's development mandate. The Program has three fundamental goals: (1) create linkages between formal financial institutions and micro and small businesses with the purpose of facilitating access to credit for micro and small business; (2) develop innovative financing mechanisms that address imperfections in the financial markets; and (3) strengthen the capabilities of indigenous financial institutions by enhancing the business skills of bankers and their micro and small business borrowers.

Their principal financial instrument is the Micro and Small Business Loan Portfolio Guarantee Program (LPG). The LPG was designed to encourage financial institutions -- including commercial banks, finance companies, insurance companies, leasing companies, and other specialized financial intermediaries -- to extend and expand credit to microentrepreneurs and small businesses.

Guarantees are issued by USAID to credit worthy financial institutions in developing countries. The guarantees cover up to 50% of the net losses on the principal amount of eligible loans placed under coverage by the financial institution. The total principal amount of loans to any one borrower or business which may be placed under guarantee coverage at any one time may not exceed the local currency equivalent of \$5,000 for a microentrepreneur and \$150,000 for a small business. Micro enterprise is generally defined as businesses having no more than 5 full time employees. Small business is generally defined in terms of a maximum net fixed asset ceiling. The average net fixed asset ceiling in portfolio is \$250,000.

In South Africa, USAID operates a \$12 million LPG program which is designed to mobilize credit for South Africans disadvantaged by apartheid. This program provides targeted support for the financial needs of black entrepreneurs as they begin to participate more actively in the development of post-apartheid South Africa. Working with six South African financial institutions since 1992, LPG has resulted in more than 3,000 loans, with an average loan size of approximately \$270.

The MSED program has or is currently working in Botswana, Ghana, Uganda, Kenya, Zimbabwe, South Africa and Nigeria.

**Contact:**

*Credit and Investment Staff*  
Agency for International Development  
Room 551, SA-2  
Washington, DC 20523-0231  
Tel: (202) 663-2280  
Fax: (202) 663-2149

***USAID/Southern African Enterprise Development Fund (SAEDF)***

The USAID Initiative for Southern Africa (ISA) includes a program focus to support small and medium-sized business development in the region; the ISA is overseen by the USAID Regional Center Southern Africa office in Gaborone, Botswana which opened in March 1995. The SAEDF is a USAID financed project to create an effective, self-sufficient mechanism which provides financial resources to disadvantaged, indigenous small and medium sized businesses in 11 countries in the southern Africa region. Total SAEDF funding is \$100 million with 50% of the fund for South Africa and 50% for Southern Africa.

This fund is similar in design to the funds created by USAID for Central and Eastern Europe and the NIS; the SAEDF was formed as a non-profit corporation in February 1995. The 10 American members of the Board of Directors were appointed by President Clinton and 4 southern Africans were nominated and confirmed to the Board.

The role of USAID with the SAEDF is advisory; the role of the SAEDF is to create a sustainable mechanism to support the growth of indigenous and disadvantaged, small and medium enterprises in Southern Africa which have lacked access to capital, especially long-term risk capital for start-up investments and business expansion. The SAEDF will invest its resources through intermediaries, such as financial institutions, NGOs, PVOs, and directly in individual firms. The range of mechanisms to reach the target group will include: **equity investment, credit, management funds, and other financial services**. In addition, there will be limited technical assistance complementary to the SAEDF.

The SAEDF has requested the following initial information: short description of the project, ownership structure, qualification of management team, product/service and market potential; operational and financial projections, desired funding and ownership distribution.

Contact:

Mr. Steve Weddle  
Chief Executive Officer  
*Southern Africa Enterprise Development Fund*  
1st Floor, #5, Sturdee Avenue, RoseBank  
2196 Johannesburg, South Africa  
Tel: (27-11) 442 6709  
Fax: (27-11) 442 9824  
E-mail: SAEDF@global.com.za

USAID/Washington has supported the development of venture capital funds in sub-Saharan Africa including in Ghana, Uganda, and Tanzania through support of the work of the Commonwealth Development Corporation of the United Kingdom. In 1991, USAID provided funding to Harvey and Company for a feasibility study for the first venture capital fund in Ghana and a grant to CDC to provide the fund management. CDC is an investor in the venture capital funds in Ghana, Tanzania and Uganda and now has venture capital funds operating in 8 countries in sub-Saharan Africa.

For more information on the Africa Venture Capital Association, contact:

Mr. Douglas Leavens  
*Harvey & Company*  
888 16th Street, NW  
Suite 6390  
Washington, DC 20006

Tel: (202)785-4150  
Fax: (202) 785-4255  
Internet: HCINC@aol.com

For more information on the Commonwealth Development Corporation activities, contact:

*CDC*  
One Bessborough Gardens  
Pimlico, London, W1V 2JQ  
United Kingdom  
Tel: (44-171) 828-4488

***Commonwealth Africa Investment Fund (COMAFIN)***

Established by the Commonwealth Secretariat and the Commonwealth Development Corporation under the umbrella of the Commonwealth Private Investment Initiative (CPII), the Fund, a private equity fund providing risk capital for equity investments in commercial enterprises, is designed to channel commercial investment to the 19 Commonwealth countries in Africa. Support will be given to expanding privatized or privatizing companies, new ventures and small or medium-sized private sector businesses. It will focus on resource based projects, particularly in agribusiness, minerals, manufacturing, power, telecommunications and services including tourism; and on infrastructure and property development. Special emphasis will be given to schemes which help to develop linkages between Commonwealth countries and the growth of communications and trade. The Fund size is US\$62.5m to US\$70m with a CDC investment of US\$25m.

Contact:

Jeff Goddard, Chief Executive Zimbabwe  
Tel: 263 4 706859 Fax: 263 4 705503  
Ralph Gilchrist, CDC London  
Tel: 44 171 828 4488 Fax: 44 171 828 6505

***The Development Finance Company of Uganda***

Managed by the Commonwealth Development Corporation, a fund of US \$3.4m which is invested in 11 companies including a fish processing plant and Uganda's first rose exporting business.

Contact:

*Development Finance Co. of Uganda Limited*  
PO Box 2767  
Crusader House  
Portal Avenue, Kampala  
Uganda  
Tel: 00 256 41256125

***Ghana Venture Capital Fund (GVCF)***

The sponsors of this Fund include: Commonwealth Development Corporation, Barclays Bank of Ghana, Continental Acceptances, Ecobank Ghana, Inter-Afrique Holdings Ltd, Merchant Bank (Ghana), the Social Security and National Insurance Trust. The investment target is equity and loan investments of \$500,000 or less with an equity stake of 10-40%. Both established and new companies across business sectors will be considered. GVCF looks for a cedi return of at least 20% per annum, net of inflation, on its investments. GVCF seeks to realize its investments at the earliest practical opportunity and will invest in companies with clear potential for achieving above average growth and profitability and with proven and successful managers. All investee companies must be based in Ghana. GVCF began operations in January 1993.

Contact:

Mr. John Ababio  
Manager  
*Venture Fund Management Co., Ltd.*  
Fifth Floor Tower Block  
Box 2617  
SSNIT Pension House  
Liberia Road, Accra  
Tel: (233-21) 666-165/664055  
Fax: (233-21) 664-055

***Enterprise Fund - Ghana***

This fund of four million dollars is sponsored by the European Union and targets small and medium sized companies in Ghana requiring financing up to the equivalent of \$100,000 US dollars. The fund is managed by VFMC in Accra. Contact John Ababio (*see above for further information*).

***Enterprise Fund - South Africa***

This fund of 27 million US dollars has been established through a partnership between the Commonwealth Development Corporation (CDC), Investec and Fedsure. The Fund will be providing development capital to medium scale enterprises in the form of equity and quasi-equity investments. The Fund will support small and medium sized businesses in connection with the transfer of ownership and management of businesses to previously disadvantaged sectors of the economy.

Contact:

Mark White, General Manager  
*Enterprise Capital Fund*  
PO Box 11177  
55 Fax Street  
Johannesburg 2001 SA  
Tel: 00 27 11 498 2152  
Fax: 00 27 11 498 2138

***Mauritius Venture Capital Fund (MVCF)***

The key local shareholders in, and sponsors of, MVCF are the Mauritius Commercial Bank, State Bank of Mauritius, Anglo Mauritius Assurance and British American Insurance. The foreign shareholders include

Commonwealth Development Corporation (CDC), International Finance Corporation (IFC), and Proparco. MVCF is the first dedicated provider of private equity in Mauritius. The Fund will consider investments across the commercial and industrial spectrum in Mauritius in situations from early stage and start up projects to expansions, buy-outs/ins and privatizations. Normally investments in companies will be in the form of equity or quasi-equity in amounts ranging from US \$100,000 to US \$1 million.

Contact:

Mr. Rajah Ramdaursingh, General Manager                      or  
Mr. Satyam Ramnauth, Manager  
*Mauritius Equity Investment Management Limited*  
6th Floor, Travel House  
Sir William Newton Street  
Port Louis, Mauritius  
Tel: (230) 211-4949  
Fax: (230) 211-9393  
E-mail: 101663.764@compuserve.com

***Societe Financiere SENIVEST***

SENIVEST began operations in 1993 with four investments and a further five in 1994. All investments are to companies in Senegal. The sponsor is CBAO Bank in Dakar. The investment target is equity investments in small and medium sized businesses operating in Senegal with an asset range of CFA 100 billion to CFA 1,000 million. Attractive candidates will have a high potential for rapid growth and superior cash flow and earnings generation. The Director General for SENIVEST is a member of the West Africa Enterprise Network.

Contact:

Mr. Mamadou Asta Diakhate  
Directeur General  
*SENIVEST*  
3, Place de l'Independance  
BP 129, Dakar, Senegal  
Tel: (221) 231-1100

***AFRICINVEST***

Start-up venture capital firm founded in 1995. The investment target is equity investments in small and medium sized businesses operating in Senegal. The fund's participation is between 5% and 20% of total project equity.

Contact:

Mr. Abdul Wahab BA  
*M.R. Beal et Compagnie Internationale, SA*  
BP 2969  
Dakar, Senegal  
Tel: (221) 214-474

Fax: (221) 214-897 or 222-095

***CFA Capital Development Fund***

This is a relatively new fund sponsored by the IFC, Proparco (a French financial company), institutional and private investors. Investment target is productive, commercial investments in the countries of the Union Economique et Monetaire Ouest Africa (UEMOA) for development and later stages. Equity and quasi-equity investments will typically be \$1 to \$2 million. The fund has a preference for export oriented firms.

Contact:

*IFC*

Mr. Antoine Courcelle-Labrousse  
Capital Markets  
Tel: (202) 473-4239  
Fax: (202) 676-9705

***South Africa Capital Growth Fund (SACGF)***

This private equity fund closed with total commitments of US\$120 million for external investors and a parallel fund, South African Private Equity Fund (SAPEF), for domestic investors, of US\$24 million equivalent. The funds will make later-stage venture investments in growth companies, including management buyouts and expansions. The primary objective is to achieve superior investment returns; an important and compatible goal is to target ownership and management of businesses by members of previously disadvantaged groups in South Africa. The sponsors of the fund are the International Finance Corporation (IFC), Zephyr Management, a New York based investment management company, and Capital Partners Limited, a South African direct investment management company. The funds are managed by CZ Limited, a special purpose management company jointly owned by CPL and Zephyr.

Contact:

Mr. Anthony Ball  
*Capital Partners, Ltd.*  
161 Rivonia Road  
Sandton, 2196  
P.O. Box 653088  
Benmore, 2010, South Africa  
Tel: (27-11) 784-4152  
Fax: (27-11) 784-9070

***South Africa Franchise Capital Fund***

The Fund comprises the South Africa Franchise Equity Fund (SAFEF), an investment company incorporated in the Cayman Islands for external investors into the Fund, and the South Africa Franchise Fund (SAFF), an investment company incorporated in South Africa for South African investors into the Fund. The objective of the Fund is to achieve significant medium to long-term capital appreciation through equity and equity-related investment in master license (franchiser) and individual franchise operations in South Africa. The Fund, whose size is US\$15

million equivalent, is believed to be the first investment vehicle designed to invest exclusively in franchise operations. The Fund was sponsored by the International Finance Corporation (IFC) and Nedbank and was organized as a closed-end investment vehicle, privately placed with a small group of international and South African institutional investors.

Contact:

Mr. Willy Ross  
*Nedbank Investment Bank*  
100 Main Street, Johannesburg 2001  
P.O. Box 1144, Johannesburg 2000  
South Africa  
Tel: (27-11) 630-7111/7820  
Fax: (27-11) 630-7664

***Cauris Investissement***

This is a new regional venture capital fund targeted at the countries of the Union Economique et Monetaire Ouest Africa (UEMOA). The fund was started in early 1995 and is targeted to small and medium sized companies: it will provide debt, equity or lease financing. Companies should be majority owned African companies engaged in food, manufacturing, or services with potential for superior cash flow and earnings.

Contact:

Mr. Patrick Mestrallet  
Advisor to the Director of Financial Institutions and Industries Department  
*Banque Ouest Africaine de Developpement*  
BP 1172  
Lome, Togo  
Tel: (228) 21-42-44  
Fax: (228) 21-72-69

***Tanzania Venture Capital Fund and USAID/Tanzania sponsored Business Centre***

Under the auspices of the Finance and Enterprise Development (FED) project, USAID provided \$400,000 for the **Tanzania Venture Capital Fund** which has attracted \$7.6 million in capital from other donors. Thus far, \$4.1 million has been invested in 16 medium sized Tanzanian enterprises. Operations have been profitable in fiscal years 1994 and 1995. Projects range from cut flowers export to a charter, now a regularly scheduled, private airline.

Contact:

*Tanzania Venture Capital Fund (TVCF)*  
Equity Investment Management Ltd.  
Plot 1404/45, Ghana Avenue  
P.O. Box 8020  
Dar Es Salaam, Tanzania  
Tel: (255) 51 444-51  
(255) 51 348-83

Fax: (255) 51 444-440

USAID/Tanzania also supports the **Social Action Trust Fund** which provides for equity investments in Tanzanian private firms and the profits and the interest are used to assist non-governmental organizations working to improve the situation of AIDS victims and orphans.

Also under the auspices of the FED project, is a **Business Centre**, dedicated to the development of Tanzanian small and medium size enterprise. Their services include: Business Advisory Services, Training and Organization Development, Information and Publication Services and whenever possible, linkages between Tanzanian and American business persons. For more information on the Business Services Center, contact the major contractor:

*The Business Center*

P.O. Box 10516

Dar Es Salaam, Tanzania

Tel: (255-51) 114107; 114139; 114355

Fax: (255-51) 116503

Ms. Denise Muir

*Development Alternatives, Inc.*

7250 Woodmont Avenue

Suite 200

Bethesda, Maryland 20814

Tel:(301) 215-7022

Fax:(301) 718-7968

e-mail: denise muir@dai.com

#### ***African Development Bank Private Sector Development Unit***

In March 1991, the AFDB established a \$200 million fund for debt or equity investments in new or expanding companies in Africa. The goal was to "provide leadership in the Bank's private sector activities and ensure that the Bank's investments in private sector enterprises in Regional Member countries are properly managed."

#### Contact:

Mr. Isaac Ndoumbe

Chief, Private Sector Unit

*African Development Bank*

01 BP 1387

Abidjan 01, Cote d'Ivoire

Tel: (225) 204-168. Fax: (225) 204-964

#### ***International Finance Corporation/Africa Enterprise Fund***

Recognizing that small and medium sized enterprises (SMEs) can make an important contribution to economic growth in sub-Saharan Africa, and that the scarcity of project finance hindered the development of SMEs, the IFC launched the **Africa Enterprise Fund (AEF)** in 1989, to provide debt and equity financing for projects with costs ranging from \$250,000 to \$5 million though typically the financing ranges between \$100,000 to \$1.5 million. The fund finances new businesses as well as the modernization, expansion and diversification of existing ones, in a range of sectors including agribusiness, food processing, fisheries, manufacturing (textiles, metal working, wood and plastic products), mining and services (tourism, transport, storage and health services).

Funding will be considered for projects which are located in IFC member countries and have the potential to earn satisfactory financial return while benefiting the economy of the host country. The projects should have adequate equity funding and participating companies must be majority privately owned, and preferably by local investors. IFC does not make loans to individuals; it provides financing only to legal entities such as companies, and in some cases, partnerships and cooperatives. AEF can provide up to 40% of project financing and usually this is in the form of a loan or equity investment or combination thereof. AEF loans are made at market rate, and are usually, though

not always, denominated in convertible currencies. AEF financing may be used for most project related expenses included fixed assets, working capital and pre-operating costs and the funds may be spent in any of the IFCs member countries. Usually, AEF co-finances projects with a local investment partner, such as a bank, finance house or development agency, with a strong local presence and experience in corporate finance. AEF works in cooperation with these local investment partners in appraising projects, assessing sponsors and monitoring companies during the project. There is no standard application form for AEF financing, but rather guidelines that can be requested from the AEF offices in Washington, the regional and resident missions in Abidjan, Harare, Johannesburg, Lagos, and Nairobi, and IFC staff in Accra and Douala.

In addition to the AEF, the IFC, along with the African Development Bank and the United Nations Development Program, established the **Africa Project Development Facility (APDP)** in 1986 to support African entrepreneurs in preparing project proposals for presentations to banks and other sources of capital. The Facility receives funding from these three sponsoring agencies as well as from 15 individual governments. APDF can advise entrepreneurs on a variety of matters:

- ① Formulating and screening project ideas: selecting skilled consultants to prepare feasibility studies and market studies.
- ① Identifying foreign investors and financial institutions interested in investment opportunities in sub-Saharan Africa and negotiating agreements for joint ventures.
- ① Negotiating with local investment authorities, equipment suppliers, contractors, financial institutions and potential technical partners.
- ① Acquiring local companies from foreign shareholders or buying parastatal enterprises slated for privatization.
- ① Hiring managers and staff with relevant technical expertise.

In addition, APDP may also provide assistance with project implementation. One out of five APDP projects have received AEF financing. Like the AEF, the facility assists projects in a variety of industries. Projects with costs from \$250,000 to \$7 million are eligible for ADPF services and under certain conditions, smaller projects will be considered. For more information on the AEF or the APDF, or to discuss a project proposal, contact an IFC representative offices at one of the following locations:

Contacts:

Mr. Guy Antoine  
Manager, West Africa Division, AEF  
IFC  
Tel: (202) 458-5082  
Fax: (202) 676-9704  
Email: [Guyantoine@worldbank.org](mailto:Guyantoine@worldbank.org)

Mr. Raymon Cabo  
World Bank  
1818 H. St. NW  
Room K5203  
Washington, DC 20433  
Tel: 202-473-6673, Fax: 202-676-0387  
email: [Raymoncabo@worldbank.org](mailto:Raymoncabo@worldbank.org)

Mr. Udayan Wagle  
Manager, East and Southern Africa, AEF  
IFC, Room K-5 145  
1801 K Street, NW  
Washington, DC 20433  
Tel: (202) 473-0535 Fax: (202) 676-9707  
Email: [Udayanvwagle@worldbank.org](mailto:Udayanvwagle@worldbank.org)

Mr. Cabo is the Washington point of contact for the African Project Development Facility (APDF). Mr. Macodou N'Daw is the Coordinator and Regional Manager for the APDF who is based at the IFC office in Abidjan (see below for complete address).

***IFC Regional Contacts***

Abidjan

IFC Regional Representative  
West and Central Africa  
Corner of Booker Washington  
and Jacques Aka Streets, Cocody  
B.P. 1850  
Abidjan 01, Cote d'Ivoire  
Tel: (225) 44-32-44  
Fax: (225) 44-44-83

Accra

International Finance Corporation  
Patrice Lumumba Road  
Roman Ridge  
PMB CCC 21  
Accra, Ghana  
Tel: (233-21) 77-62-45  
Fax: (233-21) 77-49-61

Douala

International Finance Corporation  
Rus Flatters  
B.P. 4616  
Douala, Cameroon  
Tel: (237) 42-80-33  
Fax: (237) 42-80-14

Harare

IFC Regional Representative,  
Southern Africa  
101 Union Avenue, 7th Floor  
Union Avenue, P.O. Box 2960  
Harare, Zimbabwe  
Tel: (263-4) 79-48-60  
Fax: (263-4) 79-38-05

Johannesburg

IFC Resident Representative,  
South Africa  
Grosvenor Gate, 1st Floor  
Hyde Park Lane, Hyde Park 2196  
Johannesburg, South Africa  
P.O. Box 41283  
Craig Hall 2024

Tel: (27-11) 325-0560  
Fax: (27-11) 325-0582

Lagos

IFC Resident Representative,  
Nigeria  
Plot PC 10, Engineering Close  
Off Idowu Taylor Street  
Victoria Island  
P.O. Box 127  
Lagos, Nigeria  
Tel: (234-1) 61-20-81  
Fax: (234-1) 61-63-60

Nairobi

IFC Regional Representative,  
East Africa  
Hill Park Building  
Upper Hill  
P.O. Box 30577  
Nairobi, Kenya  
Tel: (254-2) 71-41-40  
Fax: (254-2) 72-06-04

***Africa Project Development Facility:***

Abidjan

Regional Manager, West Africa  
APDF  
Immeuble CCIA, 17th Floor  
01 B.P. 8669  
Abidjan-01, Cote d'Ivoire  
Tel: (225) 21-96-97  
Fax: (225) 21-61-51

Accra

APDF  
Gold House, Achimota Road  
PMB CCC 21  
Accra, Ghana  
Tel: (233-21) 77-62-45  
Fax: (233-21) 77-49-51

Mobitel: (233-21) 55-46-55

Douala

APDF  
Rue Flatters  
P.O. Box 4616  
Douala, Cameroon  
Tel: (237) 42-80-33  
Fax: (237)42-80-14

Harare

Regional Manager, Southern Africa  
APDF  
Southampton House, 5th Floor  
68-70 Union Avenue  
P.O. Box UA 400  
Harare, Zimbabwe  
Tel: (263-4) 73-09-67  
Fax: (263-4) 73-09-59

Johannesburg

APDF Office  
Grosvenor Gate, 1st Floor  
Hyde Park Lane  
Hyde Park 2196  
Johannesburg, South Africa  
Tel: (27-11) 325-0560/69  
Fax: (27-11) 325-0582

Nairobi

Regional Manager, East Africa  
APDF  
International House, 6th Floor  
Mama Ngina Street  
P.O. Box 46534  
Nairobi, Kenya  
Tel: (254-2) 21-73-68  
Fax: (254-2) 33-91-21

***African Management Service Company (AMSCO)***

With funding from IFC, UNDP, government organizations and international institutions, and private sector companies, AMSCO provides managerial assistance during the privatization transition for parastatals by sending African managers for third country training and providing expatriate management executives for a period up to 2-3 years. The four services of AMSCO include: analysis of a company's current position; providing expert management to execute the business plan; training for selected managers; monitoring of the company's performance and of AMSCO provided managers. AMSCO has access to a management loan fund.

Clients must be largely African owned and operated firms, potentially viable in the medium term, have value added products, and have the potential to pay AMSCO management fees. Cost sharing arrangements must be met by the African company seeking technical assistance. Financing and/or grant funding to cover a portion of the AMSCO fees is often arranged.

Contact: APDF offices (*see above*) or contact AMSCO headquarters in Amsterdam

*AMSCO Headquarters*

World Trade Center  
Strawinskylaan 657  
1077 XX  
Amsterdam, The Netherlands  
Tel: (31-20) 664-1916  
Fax: (31-20) 664-2959

Amsco - Harare  
Southampton House  
5th Floor, 68-70 Union Avenue  
P.O. Box UA 400  
Harare, Zimbabwe  
Tel: (263-4) 730-9679  
Fax: (263-4) 730-959

Amsco - Nairobi  
P.O. Box 46534  
International House  
6th Floor  
Mama Ngina Street  
Nairobi, Kenya  
Tel: (254-2) 217368  
Fax: (254-2) 339121

***United Nations Development Program*** runs an ***Investment Feasibility Study Facility***. The facility provides low cost financing for feasibility studies in an effort to support investment in the poorest developing countries. Financing from the facility is available for both private and public investment projects; amount varies depending upon project size.

Contact:

*United Nations Development Program*  
Tel: (212) 906-5558, 5328  
Fax: (212) 826-2058  
Worldwide Web: <http://www.undp.org>

***U.S. Trade and Development Agency (TDA)***

The U.S. Trade and Development Agency promotes economic development by funding feasibility studies and consultancies, reverse trade missions, specialized training grants, and various forms of technical assistance. TDA's focus is the planning and design engineering phase of major infrastructure and industrial projects in developing and middle income countries including Sub-Saharan Africa; TDA only considers projects that have potential to

mature into significant business opportunities for US companies. All proposed projects must 1) be a development priority of the host country 2) have significant U.S. export potential 3) have project financing 4) be likely to generate strong competition.

An official request for assistance must be made directly to TDA by the sponsoring organization, government or private sector, of the appropriate country. A description of the proposed project should accompany the official letter of request, sent through the US Embassy in-country or directly to TDA, to expedite the review process. While no formal application is required, format outlines of what information is necessary for either a public or private sector project are available upon request. In private sector investor projects, TDA has adopted a policy that requires reimbursement of its contribution to a project.

In FY 1995, the total TDA budget was \$42 million with 6 million available for projects in sub-Saharan Africa. Total TDA obligations for Sub-Saharan Africa during FYs 1990-94 amounted to \$13.8 million for projects in 21 countries.

TDA publishes a bi-weekly newsletter which includes information on programmatic activities and upcoming reverse trade (so called orientation visits) missions. The newsletter is available for a subscription rate of \$80 per year or free via internet. The internet address to receive the TDA Bi-Weekly is [info@tda.gov](mailto:info@tda.gov).

*U.S. Trade and Development Agency*

Room 309, SA-16  
Washington, DC 20523-1602  
Tel: 703/875-4357  
Fax: 703/875-7447  
Email: [info@tda.gov](mailto:info@tda.gov)  
<http://www.tda.gov>

John Richter, Regional Director, Africa and the Middle East  
Nathan Younge, Country Manager, West Africa and Middle East  
Michael Newell, Country Manager, East and Southern Africa

Street Address:

1621 North Kent Street  
Suite 309  
Arlington, VA 22209

Mailing Address:

State Annex-16, Room 309  
Washington, DC 20523-1602

***Overseas Private Investment Corporation (OPIC)***

The Overseas Private Investment Corporation (OPIC) is a self-sustaining U.S. government agency that assists U.S. investors through three principal programs: project financing, investment insurance, and investor services. These programs are available in some, but not all countries, in sub-Saharan Africa. To qualify for OPIC programs, projects must:

- Ⓞ be located in a developing country or emerging nation where OPIC operates;
- Ⓞ assist in the social and economic development of the host country;
- Ⓞ not be opposed by the host country government;

- Ⓞ be consistent with U.S. economic interests;
- Ⓞ not adversely affect the U.S. economy or employment;
- Ⓞ not have military purposes.

OPIC provides two types of medium-to-long term financing for overseas investment projects: loan guarantees and direct loans. Both allow OPIC to finance up to 50 percent of the total cost of a new project or 75 percent of the total cost of expanding a successful, existing enterprise. OPIC's all-risk loan guarantees are issued to U.S. lending institutions on behalf of eligible U.S. investors and usually range from \$500,000 to \$6 million to \$50 million. Direct loans usually range from \$500,000 to \$6 million and are available only for overseas investment projects sponsored by or significantly involving U.S. small and medium sized businesses. OPIC insures U.S. investments abroad against three types of political risks: currency inconvertibility (including adversely discriminatory exchange rates, but not currency devaluation), expropriation, and political violence (including declaring or undeclared war, revolution, and civil strife such as terrorism and sabotage).

The Investor Services Department provides advisory services for small, medium, and new-to-market U.S. businesses as well as conducting periodic seminars and conferences. During FYs 1990-94, OPIC support for projects in Sub-Saharan Africa amounted to \$563 million. Oil industry projects in Congo and Nigeria received the largest support during this period.

Contact:

*Overseas Private Investment Corporation (OPIC)*  
 1100 New York Avenue, NW  
 Washington, DC 20527  
 Information Hotline: 1-800-424-OPIC (outside metro WDC)  
 Public Affairs: 202-336-8799  
 OPIC FactsLine: 202-336-8700  
 Investment Development Dept., Africa/Middle East Manager,  
 Walter C. Jones, Tel: (202) 336-8654

***Africa Growth Fund I***

The Africa Growth Fund is a privately owned, privately managed investment company that takes positions in highly profitable new and expanding business enterprises in sub-Saharan Africa. The fund, which is owned by a select group of major U.S. corporations, was developed by the Overseas Private Investment Corporation (OPIC), the U.S. government-owned investment promotion agency and is managed by Equator Bank.

Africa Growth Fund I, with \$25 million, is currently investing in sub-Saharan Africa with typical investment of US \$500,000 - \$3 million in a project cost range of US \$5-50 million. Targeted sectors of investment include: agribusiness, cement, chemicals, communications, construction, electrical equipment, electronics, finance, food and beverage, machinery, mining, services and trading. The fund seeks to invest in newly-formed, African firms or established companies planning to expand in African markets. Typically the Fund acquires a minority interest in the common stock of companies but sometimes makes loans that afford it an equity participation.

Investment requirements include: significant U.S. interest in the project which could take the form of U.S. equity investment, U.S. technical partnership agreement or technical management contract, etc.; screening of Fund investments to determine that they will meet acceptable environmental, labor and public health standards; and investing only in projects which have been specifically approved by the host government.

Registered Office:

Representative Office:

*The African Growth Fund, L.P.*  
Equator House  
45 Glastonbury Boulevard  
Glastonbury, CT 06033  
Tel: 203-249-7777  
Fax: 203-247-8429  
TELEX: 99356 Equator Bank

*Equator Bank*  
Ms. Maile P. Houpert  
Washington Representative  
1850 K Street, NW  
Suite 390  
Washington, DC 20006  
Tel: (202) 293-3275  
Fax: (202) 872-1521

***OPIC New Africa Opportunity Fund***

The New Africa Opportunity Fund was launched in July 1996, as an OPIC backed investment fund of \$120 million for southern Africa, with an emphasis on opportunities for the majority of population in the region. In addition, the Fund will support the return to South Africa of those American companies that left during the boycott period. The Fund is managed by New Africa Advisers (NAA), a subsidiary of Sloan Financial Group, Inc which is the largest African-American owned investment firm in the U.S. In addition to South Africa, the Fund will pursue investments in other southern African countries including: Angola, Botswana, Lesotho, Malawi, Mauritius, Mozambique, Namibia, Swaziland, Zambia and Zimbabwe.

Mr. Justin Beckett  
President and CEO  
*New Africa Advisers*  
103 West Main Street  
Durham, North Carolina 27701  
Tel: (919) 688-1002  
Fax: (919) 688-9095

***OPIC Allied Capital International Small Business Fund***

The Allied Capital International Small Business Fund is \$20 million which it invests globally in OPIC-designated countries. Eligible companies are small U.S. businesses seeking risk capital to expand overseas, and foreign-based companies with significant United States-based shareholders, vendors, or licensors. The preferred investment size is between \$2 million and \$5 million with participation in larger deals of up to \$20 million. Investments will generally be structured as long-term, fixed rate subordinated debt or preferred stock. Targeted industries include manufacturing, distribution, packaging, business services, environmental services, franchising, communications, utilities and consumer products.

Mr. Cabell Williams III, President  
*Allied Capital Corporation*  
1666 K St. NW  
Washington, DC 20006  
Tel: 202-331-1112  
Fax: 202-659-2053

***OPIC Global Environment Emerging Markets Fund I and II***

Primary investment focus is in equity investments in natural resource-related sectors relating to the developing, financing, operating or supplying of infrastructure such services as clean energy, clean water and waste

management. Fund I, capitalized at \$70 million with investment size generally ranging up to \$10 million, invests world-wide in those countries where OPIC has an operation. The Fund seeks co-investment opportunities with established operating companies engaged in joint venture or other operational partnerships. One investment in Africa has included a continent-wide water treatment facilities with a U.S. based consumer products company. Fund II, with a size of \$120 million, will invest primarily in potable water, wastewater treatment, clean energy and solid waste management projects and private companies that develop, own, and/or operate such projects.

#### GEEMF I

Mr. H. Jeffrey Leonard, President  
GEF Management Corp.  
1201 New York Avenue  
Suite 220  
Washington, DC 20005  
Tel: 202-789-4500  
Fax: 202-789-4508

#### GEEMF II

Mr. David Haarmoyer, Investment Services Officer  
GEF Management Corp.  
1201 New York Avenue  
Suite 220  
Washington, DC 20005  
Tel: 202-789-4500  
Fax: 202-789-4508

#### ***Export-Import Bank (EXIM)***

The Export-Import Bank is an independent U.S. government agency that helps finance the sale of U.S. goods and services to foreign buyers. Ex-Im Bank supports export sales by providing direct loans to foreign buyers; guarantees to U.S. and foreign commercial lenders for credit risk protection, export credit insurance to U.S. exporters against failure of foreign buyers to meet payment obligations, and pre-export financing for small business through its Working Capital Guarantee Program to support production or marketing of products or services for exports.

The Working Capital Program will enable small service companies to better compete in foreign markets. Under the program Ex-Im Bank provides guarantees of working capital loans to small and mid-size companies to finance costs related to exporting. Now engineering, architecture, environmental consulting, and other service firms that are ready to export may include design, labor, overhead and other contract-related costs in their collateral base. Under the new initiative, Ex-Im Bank will approve disbursements under a working capital loan using collateral made up entirely of non-traditional expenses. Such loans will be structured with the following safeguards:

- ⊙ the proceeds of the contract are assigned to the lender as collateral
- ⊙ the payment mechanism (e.g. Letter of Credit) is assigned to the lender
- ⊙ the borrower has demonstrated the ability to perform
- ⊙ the borrower has been in business at least three years
- ⊙ the borrower provides audited or reviewed financial statements for three fiscal years

EXIM provides a range of services in countries in Africa dependent upon their credit worthiness. At the end of 1996, 9 countries in Sub-Saharan Africa were eligible for all Ex-Im Bank programs, and these included: Botswana, Guinea, Lesotho, Mauritius, Namibia, Seychelles, South Africa, Swaziland and Zimbabwe. Five other countries, Benin, Gabon, Uganda, Cote D'Ivoire and Ghana are eligible for some programs. Despite these limitations, Eximbank exposure (total sum of outstanding loans and loan guarantees) in Sub-Saharan Africa was \$3.2 billion on December 31, 1994.

#### ***Export-Import Bank***

811 Vermont Avenue, NW

Washington, DC 20571  
EXIM Hotline: 1-800-565-3946  
202/565-3946 (Alaska, Hawaii, and DC)  
Office of Business Development  
Tel: 202/565-3933  
Fax: 202/565-3931  
Email: <http://www.exim.gov>

***African Development Foundation (ADF)***

The ADF provides direct assistance to community-based organizations for projects developed and implemented by Africans. Most grants are \$70,000 or less. For FY 1990-94, the Foundation obligated \$69 million in 20 countries in sub-Saharan Africa.

Contact:

Ms. Teixeira Nash  
Information Officer  
*African Development Foundation*  
1400 Eye St. NW 10th floor  
Washington, DC 20005  
Tel: 202-673-3916  
Fax: 202-673-3810

***Bankers Association for Foreign Trade (BAFT)***

The Banker's Association for Foreign Trade (BAFT) is an association of banking institutions dedicated to fostering and promoting American exports, international trade, finance and investment between the U.S. and its trading partners. BAFT's Access to export Capital (AXCAP) program has greatly strengthened BAFT's commitment to American exports. AXCAP serves as a national catalogue listing banks and other companies involved in trade finance and the trade finance services they offer. AXCAP also contains a national inventory of services offered by government export credit agencies offered by government export credit agencies, including ExIm Bank, OPIC, SBA.

Contact:

*BAFT*  
Mr. James Trinnaman  
2121 K Street, NW  
Suite 701  
Washington, D.C. 20037  
Tel: (202) 452-0952  
Fax (202) 452-0959

***Calvert New Africa Fund***

The Calvert New Africa Fund has no sector specific requirements. Its investments are throughout Africa provided the country has a liquid capital exchange. The fund has invested in tourism, cottage industry, minerals, technology, among others. The fund is however restricted to placing a maximum of 5% of its holdings in one

company. As of September 1995, the Fund had invested roughly 73% of its assets in South Africa. Minimum investment is \$2000 to invest in the Fund.

Contact:

Maceo K. Sloan, Manager  
*Calvert New World Fund, Inc.*  
103 West Main Street, 4th Floor  
Durham, North Carolina 27701  
Tel: 1-800-548-7786 919-688-0620/8092  
Fax: 919-688-9095

***Morgan Stanley Africa Investment Fund***

The Morgan Stanley Africa Investment Fund is a non-diversified, closed-ended management investment company seeking long term capital appreciation by investing mainly in equity securities of companies organized in Africa, or whose principal trading market is Africa, and in debt securities issued or guaranteed by African governments and/or government entities. The Fund size is \$138 million with investments targeted to those countries with functioning stock markets: Botswana, Cote d'Ivoire, Ghana, Kenya, Mauritius, Namibia, Swaziland, South Africa and Zimbabwe.

*Morgan Stanley Asset Management Inc.*  
1221 Avenue of the Americas  
New York, NY 10020  
Tel: 1-800-332-2929 ext. 7200

***The New South Africa Fund***

The New South Africa Fund is a non-diversified, closed-ended investment company seeking long term capital appreciation through investment principally in South African issues as well as, to a lesser extent, other countries in southern Africa. The Fund, with a capital size of \$67.8 million, invests in various companies in industries across the board. Countries of investment include: South Africa, Botswana, Lesotho, Mauritius, Namibia, Swaziland and Zimbabwe.

*Bear Stearns*  
235 Park Avenue  
New York, NY 10167  
Tel: 212-272-2479  
Fax: 212-272-3098

***Southern Africa Fund, Inc.***

The Southern Africa Fund Inc. is non-diversified, closed-ended management investment company. The Fund seeks long term capital appreciation through investment in equity and fixed income securities of Southern African issuers. The Fund's size is roughly \$90 million which is invested in individual stocks of companies in various industries across the board provided they satisfy the Fund's investment criteria. Countries of interest include Angola, Botswana, Lesotho, Malawi, Mozambique, Namibia, South Africa, Swaziland, Zambia and Zimbabwe.

*Alliance Capital Management Information Line*

1345 Avenue of the Americas  
New York, NY 10105  
Tel: 800-247-4154

## **OTHER U.S. GOVERNMENT PROGRAMS FOR SUB-SAHARAN AFRICA**

### ***U.S. DEPARTMENT OF THE TREASURY***

The Office of African Nations provides technical support for U.S. Executive Directors in the International Financial Institutions and provides economic analyses of monetary, fiscal, trade and structural reforms in African countries.

#### Contact:

Edwin L. Barber, III, Director  
*Department of the Treasury*  
Office of African Nations  
Room 5205  
1500 Pennsylvania Avenue, NW  
Washington, DC 20220  
Tel: (202) 622-1730  
Fax: (202) 622-1432

### ***DEPARTMENT OF COMMERCE (DOC)***

#### ***Trade Information Center (TIC)***

The Trade Information Center (TIC) is a resource for information on export assistance programs government-wide. TIC staff members can provide counseling, advise exporters on how to locate and use government programs, guide businesses through the export process, and supply general market information. TIC publishes the Export Programs: A Business Directory of U.S. Government Services which is free publication.

Tel: (800) USA-TRADE, (202)482-0543  
Fax: (202) 482-4473

#### ***International Trade Administration Fax Retrieval Systems***

A number of DOC offices offer documents on demand, delivered directly to a fax machine, 24 hours a day.

#### Contact:

Office of Africa  
Tel: (202) 482-1064 (The Office of Africa's menu is available as document #3000.)

#### ***Trade Industry Desks***

Trade Development (TD) Industry Specialists work with manufacturing and service industry associations and firms to identify trade opportunities and obstacles by product or service, industry sector, and market. They also develop

export marketing plans and programs. To assist U.S. businesses in their export efforts, industry experts conduct executive trade missions, trade fairs, marketing seminars, and business counseling. Industry specialists are organized into five sections:

Textiles, Apparel & Consumer Goods: (202)482-3737  
Environmental Technology: (202)482-5225  
Basic Industries: (202)482-5023

Technology and Aerospace: (202)482-1872  
Service Industries: (202)482-5261

### ***International Trade Administration, Office of Africa***

In addition to senior level staff, the Office of Africa has Country Desk Officers who cover one or more African countries. To locate a Country Desk Officer, call the main DOC number: tel: (202) 482-2000.

### ***National Trade Data Bank (NTDB)***

The National Trade Data Bank is the U.S. Government's most comprehensive source of world trade data. The NTDB, a CD-ROM subscription service of the Department of Commerce's STAT-USA, is a trade library of over 190,000 documents. Topics on the NTDB include: export opportunities by country, industry, and product; foreign companies or importers looking for specific products, how-to market guides; demographic, political, and socio-economic conditions in hundreds of countries. The NTDB is available for use free of charge at many Commerce domestic offices, nearly 1,000 Federal depository libraries which includes many university and community libraries. The cost of a single monthly issue (two discs) is \$35, and an annual subscription of 12 monthly issues is \$360; the NTDB is also available on the internet. To locate the nearest library with NTDB, please contact the Trade Information Center (TIC), see above.

To place an order for the CD-ROM: Tel (202)482-1986  
<http://www.stat-usa.gov>  
gopher: <gopher.stat-usa.gov>  
FTP: <ftp.stat-usa.gov>

### ***Foreign Commercial Service (FCS)***

Foreign Commercial offices assist U.S. businesses gain market access in sub-Saharan Africa. Various programs to promote U.S. products and services include: International Market Research, Customized Sales Survey, Agent Distributor Service, Trade Opportunity Program, Gold Key Services, special events, among others.

In Africa, FCS has offices in Cote d'Ivoire, Ghana, Nigeria, Kenya and South Africa which are staffed by U.S. and Foreign Nationals. Businesses are requested to contact their local/regional DOC or nearest Export Assistance Center to learn more about these programs and to access them. You can call the Trade Information Center at 1-800-872-8723 to receive a list of local Department of Commerce offices. There is a fee for most FCS services.

### ***National Technical Information Service (NTIS)***

Country Commercial Guides are made available through the NTIS and 21 have been published on sub-Saharan countries. Each guide presents a comprehensive view of a selected country's commercial environment including market conditions, economic situations, political environment, best export sectors, trade regulations, investment incentives, finance techniques, upcoming trade events, marketing strategies, services for exporters, business travel tips, etc. To order please call the number below:

National Technical Information Service

5285 Port Royal Road  
Springfield, VA 22161  
Sales Office Tel. (703)487-4650 or  
(800)553-6847  
Worldwide Web: <http://www.fedworld.gov>

***U.S. DEPARTMENT OF STATE (DOS)***

The U.S. Department of State provides an in-country presence in most countries in Africa. Political and economic officers posted overseas provide regular reports on political, economic, humanitarian, and human rights issues, which may be of interest to U.S. businesses and organizations. Some of these reports are available through the NTDB.

Country desk officers in regional bureaus maintain regular contact with overseas diplomatic missions and can provide country specific economic and political analyses for U.S. companies. To contact a Desk Officer at the U.S. Department of State, telephone the State Department operator: (202) 647-4000. Each DOS regional bureau has a commercial coordinator to assist U.S. businesses.

Contact:

Ms. Ada Adler  
Commercial Coordinator, Africa  
Economic Policy Staff  
*U.S. Department of State*  
Washington, DC 20523  
Tel: 202/647-3502 Fax: 202/736-4583  
Email: <http://www.info.state.gov>

The ***Office of the Coordinator for Business Affairs*** provides the following services:

- 1) Coordinate State Department advocacy on behalf of U.S. businesses;
- 2) Provide problem-solving assistance to U.S. companies in opening markets, leveling playing fields and resolving trade and investment disputes;
- 3) Ensure that appropriate U.S. business interests are taken into account in the foreign policy process;
- 4) Develop and implement internal policies, procedures and training to improve the Department's support for U.S. business.
- 5) Coordinate support with Commerce's U.S. and Foreign Commercial Service for posts where the State Department is directly responsible for trade promotion and commercial services.

Contact:

Mr. David A. Ruth, Senior Coordinator for Business Affairs  
Mr. Jeff Donald, Special Assistant to the Coordinator for Business Affairs, Africa, Middle East & Asia  
Office of the Coordinator of Business Affairs  
Bureau of Economic and Business Affairs  
*U.S. Department of State*  
Room 2318  
Washington, DC 20520  
Tel: (202) 647-0079

Fax: (202) 647-3953

For the latest information on DOS travel warnings:

*State Department Overseas Citizens Services*

Tel: (202) 647-5225

Computer bulletin board: (202) 647-9225

Automated fax service: (202) 647-3000

***U.S. DEPARTMENT OF AGRICULTURE (USDA)***

The U.S. Department of Agriculture (USDA) has a history of technical assistance, training, research, and scientific exchange with sub-Saharan Africa. The USDA also maintains offices to promote U.S. agricultural assistance programs in South Africa, Kenya and Cote d'Ivoire. Components of the USDA program in sub-Saharan Africa include: long-term concessional sales to meet agricultural import needs; donations to meet humanitarian needs; export credit guarantees to facilitate commercial purchases of U.S. agricultural commodities; and technical assistance with the development of various aspects of market-oriented food sectors in the economies.

***USDA FOREIGN AGRICULTURAL SERVICE (FAS)***

Concessional Sales and Donations. USDA-planned food assistance to countries in sub-Saharan Africa is covered under Public Law 480/Title I. P.L. 480 Title I provides long-term credits for purchases of U.S. agricultural commodities had a total commodity value of approximately \$24.6 million for FY95. During FY94 USDA's food assistance to sub-Saharan Africa totaled 98,900 metric tons with a commodity value of approximately \$29 million.

Agricultural commodities provided under the food assistance programs include wheat and wheat flour, corn, rice, soybean meal, vegetable oil, butter, butter oil, infant formula, dairy products, lentils, peas, and beans. Section 416 under this law provides food donations. During FY94, \$55.8 was given to Sub-Saharan Africa, with Angola, Kenya and Mozambique the largest recipients.

*Food for Progress*

USDA Foreign Agricultural Service

Tel: 202-205-2405

Fax: 202-690-3606

*Emerging Democracies Office:*

Tel. (202)720-0368

Fax (202)690-4963, (202)205-5881

Export Credit Programs. The Export Credit Guarantee Program (GSM-102), established to insure financing for sales of U.S. agricultural commodities overseas. The Cote d'Ivoire, Senegal and Zimbabwe were the primary recipients of this program in Sub-Saharan Africa. Credits were used by these countries primarily for purchases of rice, cotton and corn. The value of shipments to Sub-Saharan Africa under the GSM-102 program in FY94 totaled \$10 million.

Sub-Saharan Africa is now grouped into regions under the program. In order to promote increased use of the program, banks in individual countries have been approved to serve as regional banks. A U.S. exporter, foreign buyer, or foreign or U.S. bank may initiate a request for an allocation under this program.

*USDA Commodity Credit Corporation*

14th and Independence Avenues, S.W.

Washington, D.C. 20250

Tel. (202)720-3225; Fax: (202)720-2949

Technical Assistance. USDA's Emerging Democracies Program (EDP) aims to expand overseas markets for U.S. agricultural products, equipment, and services, and to share expertise in order to help develop the food and rural

business systems of emerging democracies. The range of activities undertaken includes agricultural sector assessments; joint venture assessments; and project work in areas ranging from wholesale market development, market news and market information systems, commodity exchange and trading rule development, poultry and dairy improvement, introduction of uniform grades and standards, resident policy advisers, agricultural marketing, and trade missions in both directions.

EDP funding for South Africa totaled \$131,000 in FY 1994, and FY 1995 funding totals \$1.022 million for all of Sub-Saharan Africa. In South Africa, the EDP has funded (1) an assessment of the market potential for high-value and value-added products, (2) an agribusiness advisor, (3) participation of South Africans in the Food Marketing Institute show in Chicago, and (4) assistance to develop a school lunch program in South Africa. The programs in Ghana and Namibia will provide assessments of the business climate, market potential and opportunities for US investment.

*Emerging Democracies Office*

Room 6506 South Agriculture Building  
14th & Independence Avenues, S.W.  
Washington, D.C. 20250-1000  
Tel. (202)720-0368; Fax (202)690-4369  
E-mail: GSM.EESUS@USDA (via Sprint)

Market Development Programs. The Foreign Market Development (FMD) program and Market Access Program (MAP) program provide assistance through supermarket promotions, nutritional information, trade servicing, technical assistance to food processors, and advertising. The programs are jointly funded by the USDA, by cooperating nonprofit commodity organizations, and by U.S. companies. The MAP assists primarily exports of high value products, whereas the FMD program has primarily helped to develop markets for bulk commodities, particularly grains and oilseeds. Total FY94 expenditures for FMD and MPP were approximately \$1.43 million and \$1.1 million, respectively.

*USDA Marketing Operations Staff*

Tel: (202) 720-5521

Phytosanitary and Veterinary Programs. The Animal and Plant Health Inspection Service (APHIS) has three primary programs in Sub-Saharan Africa: (1) APHIS inspectors provide phytosanitary inspection of apples, pears and grapes exported to the U.S. from South Africa, (2) APHIS veterinarians certify ostriches and ostrich farms as being free of particular diseases and pests so that they are exportable to the U.S. from Botswana, Namibia and South Africa and (3) an APHIS official is posted to the U.S. embassy in Kenya to provide technical assistance in such areas as field and laboratory diagnosis of animal diseases and international research.

***AgExport Connections***

Trade Leads are inquiries from foreign buyers sent daily to USDA by the Foreign Agricultural Service's eighty overseas offices. They are made available daily on electronic bulletin boards, several times a week in the Journal of Commerce, and weekly on the AgExport fax polling system. Fees vary. Foreign Buyer lists may be used to match products to prospective buyers worldwide. The database contains over 18,000 foreign firms covering 70 countries and over 235 food and agricultural commodities. Lists are processed by either specific commodity or specific country and cost \$15 each. US Supplier Lists may be used to source food and agricultural products for export. Over 6,500 names are contained in this database, which is distributed worldwide to FAS overseas offices. Listings are available by commodity and cost \$15 each.

Contact:

Mr. Pamela Sherard  
*AgExport Connections*  
Tel: (202) 720-7409  
Fax: (202) 690-4374

***U.S. DEPARTMENT OF ENERGY (DOE)***

Recently, DOE has supported electrification efforts in sub-Saharan Africa. In FY 1994, the agency committed \$2 million for rural electrification in South Africa which included \$180,000 for renewable energy projects. This was a cooperative effort with the African Electrification Foundation. In addition, DOE led a mission to South Africa in August 1995 and is working in cooperation with the South Africa Department of Mineral and Energy Affairs on a number of activities.

Contact:

Ms. Andrea Lockwood  
*Department of Energy*  
1000 Independence Avenue, SW  
Washington, DC 20585  
Tel: (202) 586-6082 or 586-8945  
Fax: (202) 586-6148

**EXCHANGES AND TRAINING PROGRAMS**

***USAID***

The USAID Participant Training Program sponsors both long term academic and short-term technical training opportunities in the United States. Participants are selected through their involvement in country or regional development projects crucial to their nations' economic, technical and social progress. Upon completion of training, participants are committed to returning home to contribute new skills and knowledge toward their nations' development.

A major contractor, Partners for International Education and Training, administers a portion of part of the Participant Training Program including the **Entrepreneurs International (EI)** program. The EI program seeks to increase the involvement of the U.S. private sector in international development by establishing direct linkages between American business men and women and developing country entrepreneurs. Foreign entrepreneurs are matched with U.S. host companies for appointments, and occasionally practical training. A number of USAID missions in Africa have nominated entrepreneurs for this program. Recent participants have been from Zimbabwe, Ghana, Tanzania, Cape Verde, among others.

Contact:

Ms. Vivian Awumey  
Program Officer, Africa  
Entrepreneurs International  
*Partners for International Education and Training (PIET)*  
1990 M Street, NW

Suite 310  
Washington, DC 20036  
Tel: (202) 223-4291  
Fax: (202) 223-4289

### ***USAID Free Market Development Advisers Program (FMDAP)***

The Free Market Development Advisers Program recruits, places and monitors U.S. MBA students in nine month internships with businesses and business associations in USAID-assisted developing countries. Students normally are between the first second years of their MBA programs. The FMDAP has three main goals: 1) To provide mid-level business management assistance to small and medium sized businesses in the developing world, 2) To contribute to the expansion of graduate business school curricula to include issues of management and trade and investment in emerging markets and 3) To promote economic development by expanding business opportunities between U.S. businesses and private sector enterprises in USAID-assisted countries. In 1995-96, the program placed advisers in Zimbabwe and South Africa. The contractor for this program is the Institute for International Education in Washington, DC.

#### Contact:

Mr. Jason Matechak  
Project Officer  
*USAID/Center for Economic Growth*  
SA-2, Room 500  
Washington, DC 20523  
Tel: (202) 663-2365  
Fax: (202) 663-2149

### ***USAID Farmer-to-Farmer Program***

The Farmer-to-Farmer (FTF) Program provides funding for US farmers and agricultural professionals who volunteer their time to conduct short-term training to host country farmers, agribusinesses, and agricultural organizations worldwide. FTF volunteers are individuals who have domestic careers, farms, and agribusinesses and who want to participate in development efforts. The program is implemented by seven grantees. These include: Agricultural Cooperative Development International (ACDI), Citizens Network (CN), Land O'Lakes, Volunteers in Overseas Cooperative Assistance (VOCA), Winrock International, Partners of the Americas, and the Peace Corps. Nine hundred FTF volunteers have served in 66 countries worldwide in Africa, Asia and the Near East, Latin America and the Caribbean, and Eastern Europe and the NIS.

The following countries in Africa received FTF volunteers in 1995: Ethiopia, Kenya, Mozambique, Senegal, Zimbabwe, Ghana, Malawi, Namibia and Zambia. Some examples of the types of FTF projects in Africa have included: (1) small business development, (2) export promotion, (3) increased animal/crop production, (4) post harvest handling/marketing, (5) cooperative development and (6) training (cooperative accounting/finance).

#### Contact:

Larry Harms  
Program Manager

*Bureau of Humanitarian Response/Private Voluntary Cooperation (BHR-PVC)*  
Washington, D.C. 20523-0804  
Tel. (703)351-0218  
Fax. (703)351-0228

***UNITED STATES INFORMATION AGENCY (USIA)***

USIA funds exchange visits, which range from short-term visitor programs to academic degree programs. USIA exchanges are complemented by in-country training by U.S. experts, book programs, art exchanges and exhibits, and news and information services. In the past, USIA held a series of regional media workshops in Sub-Saharan countries, focusing on economic and political reporting and broadcast management. The agency is particularly active in South Africa where it has made a recognized contribution to the transition to majority rule. USIA spent \$383 million during FYs 1990-1994 on its programs in Sub-Saharan Africa.

***Africa Contact Information:***

*Central Africa Country Officer*  
Mr. Herman Henning  
(202) 619-6904

*West Africa (Anglophone) Country Officer*  
Ms. Andrienne O'Neil  
(202) 619-6904

*East Africa Country Officer*  
Mr. Mark Larsen  
(202) 619-4894

*West Africa (Francophone) Country Officer*  
Mr. Jess Bailey  
(202) 619-5900

*Southern Africa Country Officer*  
Mr. Larry Schwartz  
(202) 619-6904

*Worldwide Web:* <http://www.usia.gov>

***Cochran Fellowship Program***

The U.S. Department of Agriculture Cochran Fellowship Program provides short-term training in the United States for agriculturists from middle income and emerging democracies. Training programs are developed for selected mid- and senior-level specialists and administrators from both the public and private sector concerned with agricultural trade, management, marketing, policy, and technology transfer. Candidates for the program should request applications from the offices of the Foreign Agricultural Attaches within the U.S. embassies in South Africa and Cote d'Ivoire. Selections for the 1996 program will be made in the spring of this year. The number of candidates selected in 1996 is subject to the availability of funding. The Cochran Program received \$300,000 from USDA's Emerging Democracy Program in December 1994 to provide training for up to 30 South Africans for 3-6 weeks in the U.S. in various areas related to agriculture and nutrition.

**Contact:**

Mr. Gary Laidig  
Program Leader  
USDA/Foreign Agricultural Service  
Washington, D.C. 20250  
Tel. (202) 690-1734  
Fax. (202)690-0349

## **ADDITIONAL ORGANIZATIONS AND RESOURCES**

***Africa Trade Forum*** is a monthly series of breakfast events focused on Africa, with an emphasis on trade and investment issues. Previous events have included the following speakers: CEO, Equator Bank, Inc.; Vice President, Africa, The World Bank; Secretary, U.S. Department of Commerce; Executive Secretary, Southern African Development Community (SADC); The Forum is organized by Samuels International Associates, Inc and events are held at 1800 K Street, NW, Floor B1, Conference Room B. Cost is \$10 at the door.

*Samuels International Associates, Inc.*  
21 Dupont Circle, NW  
Washington, DC 20036  
Tel: (202) 223-7683  
Fax: (202) 223-7687

### ***Center for Strategic & International Studies (CSIS)***

CSIS Africa Studies Department hosts breakfast events with heads of state and leaders from Africa. Recent programs have featured the Presidents of Ethiopia, Uganda, and Zambia among others. CSIS has recently started a working group on Finance in Africa.

*CSIS African Studies Program*  
1800 K Street, NW  
B1 Level Conference Room B  
Washington, DC 20006  
Tel: (202) 775-3219  
Fax: (202) 775-3190

### ***Constituency for Africa (CFA)***

The CFA is a coalition of more than 2000 organizations, groups and key individuals with an interest in Africa. The CFA mission is one of educating the American public about Africa and African issues; strengthening linkages among various organizations and groups working on Africa-related issues; and working to mobilize the public to have a positive impact on U.S. policy relating to Africa.

In September 1995, the CFA hosted a conference on "Doing Business in sub-Saharan Africa." A significant portion of CFA's constituency is either directly engaged in or seeking to become engaged in doing business and trade with Africa.

*Constituency for Africa*  
1030 15th Street, NW  
Suite 340  
Washington, DC 20005  
Tel: (202) 371-0588  
Fax: (202) 371-9017

### ***Corporate Council on Africa***

The Corporate Council on Africa, established in 1992, is a non-partisan, tax-exempt membership organization of corporations and individuals dedicated to strengthening and facilitating business relationships between Africa and American individuals and organizations by creating educational, cultural, and investment exchange opportunities.

The Corporate Council on Africa is an advocate for policies and activities that will enhance the business relationship between the United States and Africa.

Recent activities have included organizing a Trade/Investment Mission to Zimbabwe and Mozambique (1995), and to Ethiopia and Eritrea (1996), organizing programs/events on behalf of African leaders, testifying to Congressional Committees, among others.

Contact:

Executive Director, Mr. David H. Miller  
*Corporate Council on Africa*  
1660 L Street, NW  
Suite 301  
Washington, DC 20036  
Tel: (202) 835-1115  
Fax: (202) 835-1117

***U.S. -South Africa Business Council***

The U.S.-South Africa Business Council is an advocacy organization of U.S. companies investing or trading with South Africa. The Business Council provides a forum for business and political leaders in the two countries to discuss policy issues affecting trade and investment; it also serves as a network for U.S. and South African business leaders and an information source on the economic and political environment in South Africa. The Council serves as the secretariat for the U.S.-South Africa Business Development Committee of the Gore-Mbeki Binational Commission. The Council has recently retained a part-time representative in Johannesburg, South Africa.

Contact:

Mr. J. Daniel O'Flaherty, Director  
Mr. Timothy E. Lukens, Assistant Director  
*U.S.-South Africa Business Council*  
1625 K Street, NW  
Washington, DC 20006  
Tel: (202) 887-0278  
Fax: (202) 452-8160

South Africa:  
Ms. Kathi Walther  
*U.S.-South Africa Business Council*  
Johannesburg, South Africa  
Telephone/Fax: (27-11) 786-1508

***US-Angola Chamber of Commerce***

The U.S.-Angola Chamber of Commerce is an independent, non-profit organization of businesses united to promote trade and investment between the United States and Angola. The Chamber was established in 1990 and has a membership of over 75 corporations, associations, ngos, and interested individuals including American, Angolan and Portuguese entities. Services include: Assisting members identify and respond to business opportunities, supporting the development of the Angolan private sector, hosting Angolan officials and private sector representatives visiting the U.S., sponsoring trade missions to Angola, representing the views of the private sector to officials in both governments, and keeping the membership informed about changes in laws, regulations, policy and economic conditions. The Chamber will be hosting a Trade/Investment Mission to Angola with the Corporate Council on Africa in the spring of 1996.

Contact:

The Hon. Edmund DeJarnette, Executive Director  
Mr. Daniel J. McGarry, Deputy Director  
*U.S.-Angola Chamber of Commerce*  
1850 K Street, NW, Suite 390  
Washington, DC 20006  
Tel: (202) 223-0540  
Fax: (202) 872-1521  
Telex: 6716706  
<http://ourworld.compuserve.com/homepages/usacc>

***Africa Trade and Investment Resource Materials***

- African Business Handbook: A Practical Guide to Business Resources for U.S.-Africa Trade and Investment, 1996.  
A concise reference of over 400 pages, the African Business Handbook brings together facts and figures about 53 African countries and the African and U.S. public and private institutions that facilitate trade and investment between the two regions. New sections in this edition include internet and Africa, and a special section on SADC. Cost is \$45 and mailing costs \$6.50 in the US and \$15 overseas.

*21st Century Africa, Inc.*  
818 18th Street, NW  
Suite 810  
Washington, DC 20006  
Tel: (202) 659-6473  
Fax: (202) 659-6475

- Trade and Development Policy Report on sub-Saharan Africa, January 1996  
The report, which was mandated by Section 134 of the Uruguay Round Agreements Act, provides a comprehensive framework for an integrated trade and development policy toward the 48 countries of sub-Saharan Africa. The report focuses on initiatives which are focused on achieving five objectives: 1) trade liberalization and promotion 2) investment liberalization and promotion 3) development of the private sector 4) infrastructure enhancement 5) economic and regulatory reform.

*Office of the United States Trade Representative (USTR)*  
Public Affairs  
Tel: (202) 395-3230

- Africa Trade Flows and Effects of the Uruguay Round Agreements and U.S. Trade and Development Policy, January 1996  
This report was commissioned at the same time as the above named USTR report and is in fact complementary to it. This report covers the following: structure of U.S.-Sub-Saharan Africa Trade Flows, 1990-94; U.S. government trade and development assistance programs, 1990-1994; review of Literature and private sector views; assessment of the effects of the Uruguay Round agreements on U.S.-Sub-Saharan Africa trade flows; and other factors affecting economic development and trade with Sub-Saharan Africa.

*U.S. International Trade Commission*  
Office of Public Affairs  
Tel: (202) 205-1819

□ Foreign Direct Investment in Africa, 1995

Sales no: E.95.Roman2.A.6. UN Conference on Trade and Development, UNCTAD DTICI/19. The cost is \$25.

*United Nations*  
UN PUBLICATIONS  
2 United Nations Plaza  
Room DC2-853  
New York, NY 100172  
Tel: 1-800-253-9646

***Diplomatic List and Key Officers of Foreign Service Posts: Guide for Business Representatives***

Both are compiled by the U.S. Department of State and available through the U.S. Government Printing Office. The Diplomatic List provides the address and contact information including names of foreign diplomats posted to Washington, DC. The cost is \$9.50 (4 issues). Key Officers of Foreign Service Posts provides the names and contact information for staff for U.S. government representatives working overseas (including DOS, USAID, USIA, DOC, USDA, DOD, etc.): \$3.75 each or annual subscription (two editions) \$5.

24 U.S. Government Bookstores are found throughout the United States.

Washington, DC contact:

1510 H Street, NW  
Washington, DC 20005  
Tel: (202) 653-5075  
Fax: (202) 376-5055

**AFRICAN FOREIGN EMBASSIES AND REPRESENTATIVES  
IN WASHINGTON, DC**

*Embassy of the Republic of Angola*  
1819 L. St. NW  
Suite 400  
Washington, DC 20036  
Tel: 202-785-1156  
Fax: 202-785-1258

*Embassy of the Republic of Benin*  
2737 Cathedral Avenue NW  
Washington, DC 20008  
Tel: 202-232-6656, 6657, 6658  
Fax: 202-265-1996

*Embassy of the Republic of Burundi*  
223 Wisconsin Ave. NW 20007  
Suite 212  
Washington, DC 20007  
Tel: 202-342-257491

*Embassy of the Central African Republic*

1618 22nd St. NW  
Washington, DC 20008  
Tel: 202-483-7800, 7801  
Fax: 202-332-9893

*Embassy of the Federal and Islamic Republic of the Comoros*  
(temporary address)  
c/o Permanent Mission of the Federal and Islamic Republic of the Comoros to the United Nations  
336 E 45th St.  
2nd Floor  
New York, NY 10017

*Embassy of the Republic of Congo*  
4891 Colorado Ave. NW  
Washington, DC 20011  
Tel: 202-726-0825  
Fax: 202-726-1860

Embassy of Cote d'Ivoire  
2114 S Street. NW  
Washington, DC 20008  
Tel: 202-234-2945  
Fax: 202-265-4795

*Embassy of Equatorial Guinea*  
(temporary address)  
57 Magnolia Ave.  
Mount Vernon, NY 10553  
Tel: 914-738-9584 and 916-667-6913  
Fax: 914-667-6838

*Embassy of the State of Eritrea*  
910 17th St. NW, Suite 400  
Washington, DC 20006  
Tel: 202-429-1991  
Fax: 202-429-9004

*Embassy of Ethiopia*  
2134 Kalorama Rd. NW  
Washington, DC 20008  
Tel: 202-234-2281, 2282  
Fax: 202-328-7950

*Embassy of The Gambia*  
1155 15th St. NW  
Suite 1000  
Washington, DC 20005  
Tel: 202-785-1399, 1379, 1425  
Fax: 202-785-1430

*Embassy of Ghana*  
3512 International Drive NW  
Washington, DC 20008  
Tel: 202-686-4520  
Fax: 202-686-4527

*Embassy of the Republic of Guinea*  
2112 Leroy Pl. NW  
Washington, DC 20008  
Tel: 202-483-9420  
Fax: 202-483-8688

*Embassy of the Republic of Guinea-Bissau*  
918 16th Street NW, Mezzanine suite  
Washington, DC 20006  
Tel: 202-872-4222  
Fax: 202-872-4226

*Embassy of the Republic of Kenya*  
2249 R St. NW  
Washington, DC 20008  
Tel: 202-387-6101  
Fax: 202-462-3829

*Embassy of the Republic of Liberia*  
5201 16th St. NW  
Washington, DC 20011  
Tel: 202-723-0437

*Embassy of the Republic of Madagascar*  
2374 Massachusetts Ave. NW

Washington, DC 20008  
Tel: 202-265-5525, 5526

*Embassy of Malawi*  
2408 Massachusetts Ave., NW  
Washington, DC 20008  
Tel: 202-797-1007

*Embassy of the Republic of Mali*  
2130 R. St., NW  
Washington, DC 20008  
Tel: 202-332-2249 and 202-939-8950

*Embassy of the Republic of Mozambique*  
1990 M. St. NW, Suite 570  
Washington, DC 20036  
Tel: 202-293-7146  
Fax: 202-835-0245

*Embassy of the Republic of Namibia*  
1605 New Hampshire Ave. NW  
Washington, DC 20009  
Tel: 202-986-0540  
Fax: 202-986-0443

*Embassy of the Republic of Niger*  
2204 R St. NW  
Washington, DC 20008  
Tel: 202-483-4224 to 4227, inclusive

*Embassy of the Federal Republic of Nigeria*  
1333 16th St. NW

Washington, DC 20036  
Tel: 202-986-8400  
*Embassy of the Republic of Rwanda*  
1714 New Hampshire Ave. NW  
Washington, DC 20009  
Tel: 202-232-2882  
Fax: 202-232-4544

*Embassy of the Republic of Senegal*  
2112 Wyoming Ave. NW  
Washington, DC 20008  
Tel: 202-234-0540, 0541

*Embassy of Sierra Leone*  
1701 19th St. NW  
Washington, DC 20009  
Tel: 202-939-9261

*Embassy of the Somalia Democratic Republic*  
(Embassy ceased operations May 8, 1991)

*Embassy of the Republic of South Africa*  
3051 Massachusetts Ave. NW  
Washington, DC 20008  
Tel: 202-232-4400  
Fax: 202-265-1607

*Embassy of the Republic of the Sudan*  
2210 Massachusetts Ave. NW  
Washington, DC 20008  
Tel: 202-338-8565 to 8570  
Fax: 202-667-2406

*Embassy of the Republic of Uganda*  
5911 16th Street NW  
Washington, DC 20011  
Tel: 202-765-7100, 7101, 7102 and  
202-726-0416  
Fax: 202-726-1727

*Embassy of the Republic of Zaire*  
1800 New Hampshire Ave. NW  
Washington, DC 20009  
Tel: 202-234-7690  
Fax: 202-832-5887

*Embassy of the Republic of Zambia*  
2419 Massachusetts Ave. NW  
Washington, DC 20008  
Tel: 202-265-9717 to 9719, inclusive  
Fax: 202-332-0826

*Embassy of the Republic of Zimbabwe*  
1608 New Hampshire Ave. NW  
Washington, DC 20009  
Tel: 202-332-7100  
Fax: 202-483-9326