

PN-ACB-233



U.S. AGENCY FOR
INTERNATIONAL
DEVELOPMENT

Center for Trade and Investment Services
U.S. Agency for International Development
SA-2, Room 100
Washington, D.C. 20523-0229

CTIS

Sub-Saharan Africa: *A Resource Guide*

July 1997

PREPARED BY DEVTECH SYSTEMS, INC.
CONTRACT NUMBER AEP-0232-C-00-4035-00
FOR U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT

Contents

I.	Introduction to the U.S. Agency for International Development	4
II.	Center for Trade and Investment Services.....	5
III.	USAID Procurement.....	7
	Commerce Business Daily (CBD)	7
	Procurement Information Bulletin (PIB).....	7
IV.	Additional Sources of USAID Information	8
	Center for Development Information and Evaluation (CDIE).....	8
	Development Evaluation Center (DEC).....	8
	Development Information Center.....	8
	Congressional Presentation (CP).....	8
	Contracts and Grants and Cooperative Agreements with Universities, Firms and Non-Profit Institutions for Fiscal Year 1995 or “Yellow Book”	8
	Guide to Doing Business with USAID: A Manual for U.S. Businesses Including U.S. Small Business and Disadvantaged Enterprises	8
	Voluntary Foreign Aid Programs	8
V.	USAID African Assistance Programs Categorization	9
VI.	USAID Missions and Representative Offices	9
VII.	USAID Assistance in Sub-Saharan Africa.....	12
	USAID Bilateral Programs (Congressional Presentations)	
	Angola.....	12
	Benin.....	13
	Eritrea.....	13
	Ethiopia.....	14
	Ghana.....	14
	Guinea.....	15
	Guinea Bissau	15
	Kenya.....	16
	Liberia.....	16
	Madagascar	17
	Malawi.....	17
	Mali.....	18
	Mozambique.....	18
	Namibia.....	19
	Niger.....	19
	Nigeria.....	19
	Rwanda.....	20
	Senegal.....	20
	South Africa	20
	Tanzania.....	21
	Uganda.....	22
	Zambia.....	22
	Zimbabwe.....	23

VIII.	USAID/Africa Bureau Private Sector Activities	24
	The West African Enterprise Network (WAEN)	24
IX.	USAID Regional Programs in Sub-Saharan Africa	24
	Leland Initiative: Africa GII Gateway Project	24
	The Greater Horn of Africa Initiative (GHAI)	25
	The Initiative for Southern Africa (ISA)	26
	ISA/Southern Africa Regional Telecommunications Restructuring Project	26
	International Executive Service Corps (IESC)	26
X.	Multilateral Organizations	27
	United Nations (UN)	27
	World Bank Group	27
	World Bank Monthly Briefings	27
	Development Business	28
	World Bank Group Business Partnership Center (BPC)	28
	Multilateral Development Bank Operations (MDBO)	28
	International Finance Corporation (IFC)	29
	African Development Bank Group (AfDBG)	29
XI.	Sources of Financing	31
	U.S. Investment in Sub-Saharan Africa	31
	USAID Micro and Small Enterprise Development Program (MSED)	31
	USAID/Southern Africa Enterprise Development Fund (SAEDF)	32
	USAID Support for Venture Capital Funds	32
	Africa Venture Capital Association	32
	Commonwealth Development Corporation (CDC)	33
	Commonwealth Africa Investment Fund (COMAFIN)	33
	The Development Finance Company of Uganda	33
	Ghana Venture Capital Fund (GVCF)	33
	Enterprise Fund - Ghana	34
	Enterprise Fund - South Africa	34
	Mauritius Venture Capital Fund (MVCF)	34
	Société Financière SENIVEST	34
	AFRICINVEST	35
	CFA Capital Development Fund	35
	South Africa Capital Growth Fund (SACGF)	35
	South Africa Franchise Capital Fund	36
	Cauris Investissement	36
	Tanzania Venture Capital Fund (TVCF)	36
	USAID/Tanzania sponsored Business Centre	36
	African Development Bank Private Sector Development Unit	37
	International Finance Corporation / Africa Enterprise Fund (AEF)	37
	The African Emerging Markets Fund (AEMF)	40
	The Extending International Finance Corporation Reach Initiative	40
	African Export-Import Bank	40
	African Management Service Company (AMSCO)	41
	U.S. Trade and Development Agency (TDA)	41
	Overseas Private Investment Corporation (OPIC)	42
	Africa Growth Fund I	44

OPIC New Africa Opportunity Fund (NAOF).....	44
OPIC Allied Capital International Small Business Fund	44
OPIC Global Environment Emerging Markets Fund I and II (GEEMF)	45
Export-Import Bank (EXIM)	45
African Development Foundation (ADF)	46
Bankers Association for Foreign Trade (BAFT).....	46
Calvert New Africa Fund	46
Morgan Stanley Africa Investment Fund	47
The New South Africa Fund	47
Southern Africa Fund, Inc.....	47
XII. Other U.S. Government Programs for Sub-Saharan Africa	47
U.S. Department of the Treasury.....	47
U.S. Department of Commerce (DOC)/International Trade Administration (ITA)	48
Trade Information Center (TIC)	48
Fax Retrieval Systems.....	48
Trade Industry Desks	48
Office of Africa.....	48
National Trade Data Bank (NTDB)	48
Foreign Commercial Service (FCS).....	48
Country Commercial Guides (CCG).....	49
U.S. Department of State (DOS).....	50
Office of the Coordinator for Business Affairs	50
Office of the U.S. Trade Representative (USTR).....	51
U.S. Department of Agriculture (USDA).....	51
Foreign Agricultural Service (FAS).....	51
Agricultural Research Service (ARS)	55
Agricultural Marketing Service (AMS)	56
AgNews Flashfax Service	57
U.S. Department of Energy (DOE)	57
XIII. Exchanges and Training Programs.....	57
USAID Free Market Development Advisers Program (FMDAP).....	57
USAID Farmer-to-Farmer Program	58
United States Information Agency (USIA)	58
XIV. Additional Organizations and Resources	58
Africa Trade Forum.....	58
Center for Strategic & International Studies (CSIS)	59
Central Intelligence Agency (CIA) World Factbook	59
Constituency for Africa (CFA)	59
Corporate Council on Africa	59
U.S. South Africa Business Council	60
U.S.-Angola Chamber of Commerce	60
Africa Trade and Investment Resource Materials	61
Diplomatic List and Key Officers of Foreign Service Posts: Guide for Business Representatives	61
XV. African Foreign Embassies and Representatives in Washington, DC	62

I. U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT (USAID)

Internet Address: <http://www.info.usaid.gov>

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.

II. CENTER FOR TRADE & INVESTMENT SERVICES (CTIS)

Internet Address: <http://www.info.usaid.gov/business/ctis/>

The USAID Center for Trade & Investment Services (CTIS) is 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.

CTIS offers counseling assistance to U.S. businesses interested in pursuing contracting and procurement with USAID as well as trade and investment opportunities in USAID assisted countries. 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, such as the National Association of State Development Agencies, the Small Business Foundation, World Trade Centers, and Chambers of Commerce. In addition, CTIS coordinates closely with other U.S. Government agencies such as the U.S. Department of Commerce, the Trade and Development Agency, the Overseas Private Investment Corporation, the Export-Import Bank, and the Small Business Administration.
- ◆ **Publications:** CTIS develops and disseminates sector-specific and regional guides on USAID programs and information.
- ◆ **Business Opportunities:** CTIS utilizes advanced computer and communications technologies that offer innovative vehicles for disseminating opportunities. CTIS developed the *Business Opportunities Broadcast*, an automated fax broadcast system, 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:** CTIS staff works closely with USAID's 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.

CTIS, through the **Global Technology Network (GTN)**, facilitates the transfer of U.S. technology to USAID assisted countries and regions. As USAID missions and local public and private sector partners identify development problems, GTN, through its extensive databases, is able to match the developing country's needs with specific U.S. companies having the appropriate technologies, expertise, and products to address these problems. GTN focuses on identifying international business opportunities in **environment and energy, agribusiness, health and population, and communication and information technologies.**

Business opportunities are identified by a network of participating in-country public and private sector representatives. These trade leads are transmitted from the field and electronically matched with U.S. firms registered in GTN's sector databases. Trade lead information is then faxed or e-mailed to appropriate U.S. companies.

Global Technology Sectors:

Environmental Technology: GTN covers 484 different sub-sectors within the environment, including pollution control, treatment and disposal, and clean technologies. GTN currently manages two regionally focused networks in the Americas and Asia. The **Environmental Technology Network for the Americas** and **Environmental Technology Network for Asia** facilitates the transfer of U.S. environmental technologies to address concerns in Argentina, Bolivia, Brazil, Chile, Costa Rica, Ecuador, Mexico, Paraguay, Peru, and other parts of Latin America, and in India, Indonesia, Philippines, Sri Lanka, Thailand, and other parts of Asia.

Agricultural Technology: GTN identifies business opportunities within several basic areas: agricultural systems development supports improved agricultural practices; production codes address agricultural inputs; processing and post harvest management includes storage, packaging, marketing, distribution, quality control, and infrastructure development.

Health & Population Technology: GTN includes 70 sub-sectors covering basic areas in the health and population field to strategically identify and track business opportunities involving health care centers, health education, economics, management, service delivery, medical supplies and equipment, and pharmaceuticals.

Communications & Information Technology: GTN tracks a broad range of activities such as computer technology, education and training, and telecommunications infrastructure.

For more information or to register for the databases, please contact CTIS at:

U.S. Agency for International Development
Center for Trade & Investment Services
G/EG/BD/CTIS Room 100, SA-2
Washington, DC 20523-0229
Tel: (800) 872-4348 or (202) 663-2660
Fax: (202) 663-2670
E-mail: ctis@usaid.gov

In addition to CTIS in Washington, DC, USAID has outreach offices on the West Coast (Huntington Beach, California; Portland, Oregon) and in the Midwest (Chicago, Illinois).

The **USAID West Coast Outreach Program** can be contacted at the following addresses:

c/o Golden West College
15744 Golden West Street
Huntington Beach, CA 92647
Tel: (714) 895-8134
Fax: (714) 895-8117

One World Trade Center
Suite 240
121 SW Salmon Street
Portland, OR 97204
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.

Aileen Furlong, Business Advisor
██████████ The Merchandise Mart
200 World Trade Center Chicago
Suite 2400
Chicago, Illinois 60654
Tel: (312) 467-0550
Fax: (312) 467-0615.
E-mail: afurlong@info.usaid.gov

USAID's **Public Information Center (PIC)** answers inquiries of a general nature. Tel: (202) 647-1850

III. USAID Procurement

What Does USAID Purchase?

- ◆ **Technical Assistance** includes contracts for managerial and technical services in projects developed by USAID field missions in collaboration with foreign host governments and other international donors. USAID has identified priority areas that are the focus of its efforts to promote sustainable development. These include protecting the environment, promoting health and stabilizing population growth, building democracy, and encouraging broad-based economic growth. Development activities address disease, food supply, climate change, rapid population growth, mass migrations, depletion of environmental quality or biodiversity, among other areas.
- ◆ **Commodities** are purchased by USAID to fulfill project requirements, including medical supplies and equipment; vehicles; computer hardware, software, and accessories; agricultural inputs; and environmental equipment.
- ◆ **Training** includes academic or professional training, short and long term, 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.

- Internet: <http://cbdnet.gpo.gov/index.html>.
- E-mail: Send the message "subscribe USAID-CBD-L your name" to listproc@usaid.gov.
(For example: "subscribe USAID-CBD-L Jane Smith")
- Subscriptions of the print version are available from the U.S. Government Printing Office at (202) 512-1800 or the U.S. Department of Commerce at (202) 482-0632 has 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

Procurement Information Bulletin (PIB): The PIB is a free biweekly USAID publication which provides information on USAID financed commodity procurements with a value greater than \$25,000. These procurements include Invitations for Bids, Requests for Quotations, announcements of pre-qualification questionnaire availability, and other general information.

- Internet: http://www.info.usaid.gov/procurement_bus_opp/procurement/announce/pib.
- E-mail: Send the message "subscribe PIB-L your name" to listproc@info.usaid.gov.
- Telephone: (703) 875-1300 or Fax: (202) 875-1119.

To receive **USAID press releases** via email send the message "usaid_press" to listproc@info.usaid.gov.

IV. 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 Evaluation Center to order specific documents or the Development Information Center for general information.

The **Development Evaluation Center (DEC)** 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 DEC. 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.

The **Development Information Center** maintains reference materials and microfiche access to USAID documents. To view documents or get ordering information for USAID publications, 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, DC 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 viewed on the USAID web-site at <http://www.info.usaid.gov/pubs/cp97/>. The 1997 and 1998 Congressional Presentations may be purchased from the National Technical Information Service at (703) 487-4650 or (800) 553-6847.

	<u>Paper Copy</u>	<u>Microfiche</u>
FY 1997 Statistical Annex (PB-97-156095)	\$49.00	\$19.50
FY 1998 Summary Tables (PB-97-156087)	\$21.50	\$10.00
FY 1998 Main Volume (PB-97-156038)	\$47.00	\$19.50
FY 1998 Annex I-Africa (PB-97-156046)	\$57.00	\$21.50

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 web-site at: http://www.info.usaid.gov/ftp_data/pub/op/yellow_book/.

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.

Voluntary Foreign Aid Programs lists activity descriptions of non-governmental organizations administering USAID projects. To order this publication contact Ms. Mary Newton, Registrar, USAID, Bureau for Humanitarian Response, Private and Voluntary Cooperation at Tel: (703) 351-0207 or Fax: (703) 351-0212.

V. USAID African Assistance Programs Categorization

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

Core/Focus		Watch	Rapid Response	Special
Benin	Mozambique	Guinea	Angola	Eritrea
Ethiopia	Namibia	Kenya	Burundi	Niger
Ghana	Senegal	Madagascar	Gambia	Nigeria
Guinea-Bissau	Uganda	Tanzania	Liberia	South Africa
Malawi	Zambia		Rwanda	
Mali	Zimbabwe		Somalia	

Close-out Programs (closed between 1994 and 1996)			
Botswana	1995	Lesotho	1995
Burkina Faso	1995	Swaziland	1996
Cameroon	1994	The Gambia	1996
Cape Verde	1996	Togo	1994
Chad	1995	Zaire	1994
Cote d'Ivoire	1994		

VI. USAID Missions and Representative Offices

USAID/Angola

James Anderson, USAID Representative
 Casa Inglesa
 Rua Major Kanhangula, No. 132/135
 Luanda, Angola
 Tel: 011-244-23-96-927
 Fax: 011-244-23-46-924
 Time Difference: EST +6

USAID/Benin

Thomas Park, USAID Representative
 Rue Caporal Anani Bernard
 B.P. 2012
 Cotonou, Benin
 Tel: 011-229-30-05-00 / 30-09-52
 Fax: 011-229-30-12-60
 Time Difference: EST +6

USAID/Burundi

s/c Ambassade Americaine
 BP 1930
 Avenue des Etats-Unis
 Bujumbura, Burundi
 Tel: 011-257-22-55-91
 Fax: 011-257-22-29-86
 Time Difference: EST +8

USAID/Eritrea

Glenn Anders, USAID Representative
 34 Zera Yacob Street
 Asmara, Eritrea
 Tel: 011-291-1-12-05-19 / 1-12-65-46
 Fax: 011-291-1-12-30-93
 Time Difference: EST +8

USAID/Ethiopia

Margaret Bonner, USAID Director
 Bole Amice Road
 PO Box 1014
 Addis Ababa, Ethiopia
 Tel: 011-251-1-510-088
 Fax: 011-251-1-510-043
 Time Difference: EST +8

USAID/Ghana

Myron Golden, USAID Director
 E45-3 Independence Avenue
 P.O. Box 1630
 Accra, Ghana
 Tel: 011-233-21-23-19-38; 23-19-39
 Fax: 011-233-21-23-19-37
 Time Difference: EST +5

USAID/Guinea

John Flynn, USAID Director
Camayenne Corniche Nord
Quartier Cameroun
Conakry, Guinea
Tel: 011-224-4-121-63 / 120-29
Fax: 011-224-4-119-85
Time Difference: EST +5

USAID/Guinea Bissau

Nancy McKay, Acting USAID Representative
Avenida Domingos Ramos
C.P. 297
Bissau, Guinea Bissau
Tel: 011-245-20-18-09
Fax: 011-245-20-18-08
Time Difference: EST +5

USAID/Kenya

George Jones, USAID/Director
USAID Towers
The Crescent Parklands
Nairobi, Kenya
Tel: 011-254-2-751-613
Fax: 011-254-2-749-590
Time Difference: EST +8

USAID/Liberia

Lowell Lynch, USAID Representative
P.O. Box 10-1445
1000 Monrovia 10
Monrovia, Liberia
Tel: 011-231-226-370
Fax: 011-231-226-148 / 152
Time Difference: EST +5

USAID/Madagascar

Karen M. Poe, USAID Director
Immeuble Vonisoa III Avenue
Docteur Ravohangy Anosy
Antananarivo, 101 Madagascar
Tel: 011-261-2-254-89
Fax: 011-261-2-348-83
Time Difference: EST +8

USAID/Malawi

Cynthia Rozell, USAID Director
Nico Building, 2nd floor
Nico House City Center
Lilongwe, Malawi
Tel: 011-265-782-455 / 782-197
Fax: 011-265-783-181
Time Difference: EST +7

USAID/Mali

Joel Schlesinger, USAID Director
Immeuble Dotembougou
Rue Raymond Poincarre & Rue 319
Bamako, Mali
Tel: 011-223-22-45-42 / 22-36-02
Fax: 011-223-22-39-33
Time Difference: EST +5

USAID/Mauritania

Fax: 011-222-253-355
Time Difference: EST +5

USAID/Mozambique

Jay Smith, Acting USAID Director
Rua Faria de Sousa
#107
Maputo, Mozambique
Tel: 011-258-1-499-484
Fax: 011-258-1-492-098
Time Difference: EST +7

USAID/Namibia

Edward Spriggs, USAID Representative
6th Floor, South Life
Towers Building
Post Street Mall
Windhoek, Namibia
Tel: 011-264-61-225-935
Fax: 011-264-61-227-006
Time Difference: EST +7

USAID/Niger

John Wall, Acting USAID Director
s/c Ambassade des Etats-Unis
Boul. des Ambessardes
Niamey, Niger
Tel: 011-227-733-508
Fax: 011-227-723-918
Time Difference: EST +6

Nigeria/Section of the U.S. Embassy

Felix Awantang, Acting USAID Officer
c/o US Embassy
2 Eleke Crescent
P.O. Box 554
Victoria Island, Lagos, Nigeria
Tel: 011-234-1-614-412
Fax: 011-234-1-614-698
Time Difference: EST +6

**Regional Economic Development
Services Office/East & Southern Africa
(REDSO/ESA)**

Keith Brown, USAID Director
USAID Towers
The Crescent, Parklands
Nairobi, Kenya
Tel: 011-254-2-751-613
Fax: 011-254-2-743-204
Time Difference: EST +8

**Regional Economic Development
Services Office/West Africa (REDSO/WA)**

Willard Pearson, USAID Director
(Plateau, near the Score Supermarket)
5 Rue Jesse Owens
01 B.P. 1712
Abidjan, Cote d'Ivoire
Tel: 011-225-414-528
Fax: 011-225-413-544
Time Difference: EST + 5

Regional Center Southern Africa (RCSA)

Valerie Dickson-Horton, USAID Director
Plot No. 14818 Lebatlane Road
P.O. Box 2427
Gaborone West, Extension 6
Gaborone, Botswana
Tel: 011-267-324-449
Fax: 011-267-324-404
Time Difference: EST +7

USAID/Rwanda

George Lewis, USAID Director
Boulevard. de la Revolution
B.P. 28
Kigali, Rwanda
Tel: 011-250-73-251; 73-252
Fax: 011-250-73-950
Time Difference: EST +7

USAID/Senegal

Anne Williams, USAID Director
B.P. 49
Avenue JeanXXIII & Rue Kleber
Dakar, Senegal
Tel: 011-221-236-489; 236-680
Fax: 011-221-232-965
Time Difference: EST +5

USAID/South Africa

Aaron Williams, USAID Director
Sancardia Building, 9th floor
524 Church Street
Arcadia, Pretoria 0007, South Africa
Tel: 011-27-12-323-7222
Fax: 011-27-12-328-4412
Time Difference: EST +7

AID Affairs Office/Sudan

c/o USAID/REDSO/ESA/RFPO
Tel: 011-254-2-751-613
Time Difference: EST +7

USAID/Tanzania

Lucretia Taylor, USAID Director
3rd Floor, ATC House
Ohio Street
Dar Es Salaam, Tanzania
Tel: 011-255-51-117-537/38
Fax: 011-255-51-116-559
Time Difference: EST +8

USAID/Uganda

Donald Clark, USAID Director
42 Nakasero Road
Kampala, Uganda
Tel: 011-256-41-235-879
Fax: 011-256-41-233-417
Time Difference: EST +8

USAID/Zambia

Walter North, USAID Director
351 Independence Avenue
Lusaka, Zambia
Tel: 011-260-1-254-303 / 306
Fax: 011-260-1-254-532
Time Difference: EST +7

USAID/Zimbabwe

Rose Marie Depp, USAID Director
P.O. Box 6988, 1 Pascoe Avenue
Belgravia
Harare, Zimbabwe
Tel: 011-263-4-720-757 / 722-418
Fax: 011-263-4-720-722
Time Difference: EST +7

VII. USAID Assistance in Sub-Saharan Africa

USAID has a bureau in Washington for each region, including Africa. 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 request for Africa programming for FY 1998 was \$700 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, regional programs overseen by USAID/Washington and 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. Normally, the CP is presented to Congress in February of each year.

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 viewed on the USAID web-site at <http://www.info.usaid.gov/pubs/cp97/>. The 1997 and 1998 Congressional Presentations may be purchased from the National Technical Information Service at (703) 487-4650 or (800) 553-6847.

	<u>Paper Copy</u>	<u>Microfiche</u>
FY 1997 Statistical Annex (PB-97-156095)	\$49.00	\$19.50
FY 1998 Summary Tables (PB-97-156087)	\$21.50	\$10.00
FY 1998 Main Volume (PB-97-156038)	\$47.00	\$19.50
FY 1998 Annex I-Africa (PB-97-156046)	\$57.00	\$21.50

FY 1998 Congressional Presentation (CP)

The following are abbreviated synopses taken from the FY 1998 Congressional Presentation. For additional information, please refer to the CP.

Angola

Providing humanitarian assistance through increased resettlement of displaced Angolans. Catholic Relief Services (CRS), CARE, World Vision, Save the Children/USA and the World Food Program will continue to implement direct feeding and food-for-work programs to support Angolans as they move through the resettlement and rehabilitation period. Vietnam Veterans of America Foundation, Christian Children's Fund, ICRISAT and others will also implement the activity.

Strengthening democracy and governance capacities. Private Agencies Collaborating Together, Inc. (PACT)'s non-governmental organization (NGO) strengthening activity will focus on indigenous NGO organizational development including strategy formulation, management including financial, fund-raising and project implementation as well as formation of alliances between and among NGOs, the government, the private sector and donors. World Learning's activities will strengthen media and human rights organizations. Other principal contractors and grantees include: NDI, IRI, U.S. Information Service (USIS), and VOA.

Encouraging broad based economic growth through technical assistance for a negotiated economic structural support program. USAID will implement the activity through the Harvard Institute for International Development.

Stabilizing world population growth and protecting human health for displaced Angolans. USAID will fund activities in the following general areas: community infrastructure rehabilitation, including water systems; agricultural infrastructure rehabilitation; and provision of seeds and basic tools to assist with the resettlement of displaced families. Food production will be coupled with activities that promote improved nutrition and assistance targeted to vulnerable families.

Benin

Encouraging broad based economic growth to ensure that an increasing number of school-aged children receive, on a more equitable basis, an education that adequately prepares them for a productive role in society. Activities are implemented through private American firms and U.S. and local non-governmental organizations such as the Mitchell Group, World Education, Medical Care Development International and SONGHAI. USAID will also co-finance with UNICEF a two-year activity designed to support and improve girls' enrollment and retention rates.

Expanding the availability, quality, and use of sustainable family health services, including family planning, HIV prevention, and child survival. USAID will implement the activity through the Ministry of Health, U.S. organizations, 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. In a partnership with the European Union, USAID is presently conducting a macro assessment of governance in Benin (financial, economic and political sectors). FY 1997 and 1998 assistance funds will be used to finance activities defined by this strategy which complement the ongoing program.

Humanitarian assistance is provided through funding to Catholic Relief Services in order to decrease infant child and maternal mortality through targeted health and nutritional education.

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 income, production, external trade, marketing and improved distribution. Principal implementing contractors, grantees or agencies include: U.S. Department of Agriculture, Africare, World Vision, Virginia Polytechnic Institute and Virginia State Universities, Michigan State University, U.S. Trade Development Agency, Centre for International Cooperation of Israel's Ministry of Foreign Affairs, and Agricultural Cooperative Development International.

Improved access to primary health care services by Eritreans; 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 (BASICS), Family Planning Service Expansion and Technical Support (SEATS) Opportunities for Micronutrient Interventions (OMNI), Africare, World Vision, PSI, and UNICEF.

Protecting the environment through U.S. food assistance which has provided resources for considerable conservation work in upstream watershed, improvements in food systems, and upgrading of the national tree nursery program. In working through PVOs/NGOs and local organizations and cooperatives, USAID will have access to grassroots institutional structures for environmental awareness, planning and protection.

Increased capacity for democratic governance. Principal contractors and grantees: University of North Carolina, National Council of Negro Women, U.S. Information Agency, National Center for State Courts, and World Learning.

Humanitarian assistance continues to address food security issues. 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. All food aid in Eritrea is sold to support the establishment of a cash-based rural economy, a food safety net, and the improvement of critical infrastructure.

Ethiopia

Increased availability of selected domestically produced food grain crops. Principal contractors, grantees, or agencies include: U.S. Department of Agriculture/National Agricultural Statistics Service, Volunteers in Overseas Cooperative Assistance, Michigan State University and Winrock International. USAID also supports environmental efforts and natural resource management in the context of boosting agricultural production.

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 BASICS, Pathfinder, Family Health International, Population Services International, Partnership for Child Health, the Family Planning Consortium of NGOs in Ethiopia, and World Health Organization.

Improved quality and equity of primary education in an expanded system. Tigray Development Association, World Learning, Inc. 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 Election Systems, Thunder Associates, Inter Africa Group, USIA, UNDP, A-Bu-Gi-Da, and Harvard Institute for International Development.

Enhanced household food security in targeted areas. Developmentally oriented Title II programs will be implemented by a group of NGO partners which includes: CARE, Catholic Relief Services, Save the Children Federation/USA, World Vision International, Food for the Hungry International, The Relief Society of Tigray and the Ethiopian Orthodox Church.

Ghana

Free market development: The Trade and Investment Program supports policy reform, technical assistance and training to improve the investment environment and technical capacity of Ghanaian enterprises. First, the policy reforms will focus on eliminating and revising regulations that adversely impact Ghana's international competitiveness in sectors that have the potential to contribute to exports such as horticultural and wood products, telecommunications and financial services. Second, technical assistance and training will help firms working throughout the export production and marketing chain to improve their managerial and operational skills as well as their ability to identify and penetrate viable markets. The latter is particularly important in benefiting smaller producers and thousands of microentrepreneurs that are playing an increasingly important role in supplying the larger exporters. Third, the program will enhance the sustainability of efforts now underway in Ghana's Central Region to support economic growth and generate revenues from tourism. Implementation will be through U.S. institutional contractors and grantees, as well as U.S. PVOs and local NGOs, which will be determined.

Quality improvements in primary schools is a six-year activity which is assisting the Ministry of Education (MOE) to (a) establish 330 Model Schools located in all 110 districts of Ghana and (b) revise education policies to ensure that best practices from the model schools program will be widely replicated throughout the primary education system. Policy reforms will focus on improving educational policies in four critical areas: (1) curriculum development; (2) management of educational personnel; (3) capacity building at the district and local levels; and (4) school data collection and analysis. U.S. contractors and PVOs will be identified for implementation of this project.

Improving family health through reduced fertility rates, increased child survival and increased use of interventions to prevent HIV/AIDS and other sexually transmitted diseases. Implementation will be through the Government of Ghana, Ghanaian professional organizations, private non-profit Ghanaian associations, the Association for Voluntary Surgical Contraception, and local NGOs such as Ghana Social Marketing Foundation, Ghana Registered Midwives' Association, Planned Parenthood Association of Ghana and others.

Enhancing participatory development and governance by strengthening the multi-party parliament and increasing the participation of citizens in the development of national policies and fostering greater government transparency and decentralization. This will be accomplished through U.S. PVOs working directly with Ghanaian NGOs. Training opportunities and study tours through U.S. training institutions will be a focus of the activity.

Providing humanitarian assistance to increase revenues and incomes in rural areas. Food resources will be used to improve production, post-harvest processing, storage and marketing capabilities. The Title II program is implemented by three U.S. PVOs (Technoserve, Adventist Development Relief Agency (ADRA), and Catholic Relief Services) that work closely with farmers' associations, women's groups and community organizations.

Guinea

Increased growth in agricultural markets by improving the current policy and regulatory environment, increasing efficiency of agricultural product transport, developing effective financial and investment services, and promoting product marketing. USAID implements these activities through U.S. for-profit firms (Sheladia; Chemonics International Inc.; DevTech Systems, Inc.), U.S. PVOs (Volunteers in Technical Assistance, Africare), Guinean NGOs, U.S. Peace Corps Volunteers, and the Ministry of Agriculture.

Improved quality and increased enrollment in primary education with an emphasis on rural and female participation. USAID implements activities through Institutional Contractors, two U.S. PVOs, and local NGOs.

Increased use of essential family planning/maternal child health, sexually transmitted diseases/HIV/AIDS-prevention services and practices. This activity is implemented by Population Services International with a local partner NGO.

Strengthening the capacity of Guinean citizens to participate more fully and equitably in Guinea's social, economic and political life. The National Cooperative Business Association (NCBA) will implement this activity.

Protecting the environment by improving the management of natural resources for profitable and sustainable agricultural production in the fragile agro-ecological watersheds in the Fouta Djallon Highlands of Guinea where the sources of the four major rivers in West Africa are located. USAID implements these activities through U.S. for-profit firms (Chemonics; Tropical Research and Development), Guinean NGOs, U.S. Peace Corps Volunteers, and the Ministry of Agriculture, Water and Forests.

Providing humanitarian assistance by using Title II resources to monetize vegetable oil for investment in a program that aims to improve maternal health, child nutrition, food production, and utilization and consumption practices through community education and training. These activities are implemented by two U.S. PVOs, Africare and Opportunities Industrialization Centers, International.

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 products, 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 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, New York State University at Albany, Africare, and the Land Tenure Center at the University of Wisconsin.

Building democracy by improving the policy coordination among the ministries and between the ministries and the Office of the President. An additional focus is the restructuring of the regional courts.

Kenya

Building democracy by creating effective demand for sustainable political, constitutional and legal reform through the Strengthening Democracy and Governance Project, the private voluntary organization co-financing activity, and the Democracy and Human Rights Fund. USAID supports civic organizations engaged in projects ranging from rural civic education, press freedom, women in politics, to human rights awareness. To the extent possible, USAID will implement this project through Kenyan NGOs. U.S. PVOs will be encouraged to enter into partnership with local NGOs in order to enhance the capacity of local NGOs and promote sustainability. Currently the Mission has awarded 30 grants to local NGOs active in the Democracy and Governance sector. The major grantees are: The Kenya Human Rights Commission, Institute of Policy Analysis and Research, International Commission of Jurists, International Federation of Women Lawyers-Kenya Chapter, National Commission of Status of Women and the Public Law Institute.

Increase productivity and incomes of smallholders in agriculture and improve natural resource management. USAID will implement the activity through U.S. universities, private and public non-profit organizations, and U.S. and host country NGOs. Major grantees and contractors include: Food for the Hungry; Catholic Relief Services; World Vision; Development Alternative, Inc.; Technoserve; Fresh Produce Exporters of Kenya; Kenya Rural Enterprise Program; Kenya Management Assistance Program and American Breeders Service.

Reduce fertility and the risk of HIV/AIDS transmission through sustainable, integrated family planning and health services. USAID implements these activities through the Government of Kenya, thirteen international PVOs/universities and ten Kenyan NGOs. The major ones are Family Planning Association of Kenya, Christian Health Association of Kenya, the National Women's Organizations and the Church of the Province of Kenya.

Humanitarian assistance through USAID's Title II program include: pilot programs for smallholder agriculture, income generation projects, community development activities such as water and sanitation, and environmental restoration or small-scale infrastructure development. The program is channeled through Catholic Relief Services (CRS), Food for the Hungry International, and World Vision Kenya.

Liberia

Democratic transition support through the International Foundation for Election Systems (IFES). The USAID program will focus on four activity areas: conflict resolution, mediation, and reconciliation; human rights; democratization; and post-election democratic consolidation. Funding will be channeled through a consortium of U.S. PVOs led by the IFES. The Carter Center of Emory University, the National Democratic Institute, the International Republican Institute, the African Leadership Forum, the Friends of Liberia, and the African-American Institute may be included in the umbrella arrangement.

Community reintegration assistance by supporting resettlement and repatriation of internally displaced persons, ex-combatants and refugee-returnees into their home communities upcountry. As security and stability improve this initiative will be carried out by Area Recovery and Development Centers (ARDCs) which will manage "micro-projects" based on local initiative. USAID will implement these activities through grants to several U.S. and other expatriate NGOs, international organizations, and UN agencies, including Catholic Relief Services, Lutheran World Service, the Liberia Branch of the Opportunities Industrialization Centers, UNICEF, and the United Nations Office for Project Services. An umbrella project arrangement may be developed among some or all of them.

Rehabilitation assistance for ex-child soldiers and other youth traumatized by the war. The Liberian branch of Opportunities Industrialization Center and UNICEF will implement community-based projects that provide trauma counseling, family tracing and reunification, non-formal education, and skills development. Implementing partners include two local UNICEF sub-grantees, the Childrens Assistance Program and the Salesian Missions-Don Bosco school system, and the international NGO Save the Children Fund.

Humanitarian assistance through disaster relief grants and a P.L. 480 II program implemented by Catholic Relief Service, Africare, and Lutheran World Vision.

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. USAID implements current activities through Cornell University and PACT. Future activities will be implemented through U.S. and Malagasy firms, and local NGOs.

Reduce Natural Resources Depletion in Target Areas by conserving biodiversity in national forests and parks; improving management of forest resources; increasing income opportunities for resource users; and increasing natural resource institutional capacity. USAID has been a lead donor to the Environmental Action Plan (EAP) since 1990. The second five year phase of the EAP, 1997-2001, focuses on the transfer of natural resource management responsibility to Malagasy institutions. USAID implements activities through U.S. firms, the Peace Corps, the U.S. Geological Survey, U.S. and local NGOs, and U.S. universities. Current grantees and contractors include World Wildlife Fund, Conservation International, PACT, CARE International, Volunteers in Technical Assistance (VITA), Cornell University, State University of New York/Stonybrook, Chemonics International, Inc., Associates in Rural Development (ARD), and Tropical Research & Development (TR&D).

Reduce the total fertility rate from 6.6 in 1991 to 5.6 in 1999, improve the health of children under five; and prevent the spread of AIDS through the Population Support Project. USAID implements activities through a U.S. non-profit institution, Management Sciences for Health (MSH), Peace Corps, CARE, Catholic Relief Services, the Government of Madagascar, 25 local NGOs, and UNICEF.

Providing humanitarian assistance through USAID's Title II program, locally managed by Catholic Relief Services.

Malawi

Encouraging broad-based economic growth by increasing agricultural incomes on a per capita basis. Activities will be aimed at: (1) decontrolling agricultural input and output markets, thereby creating a conducive environment for; (2) expanding farmer-owned rural agribusiness and cooperative marketing activities; and (3) reducing the transportation costs of imported agricultural inputs and exports. Funding under the new Africa Food Security Initiative will complement these activities and help to link them directly to national and household-level food security. 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 a U.S. firm, four U.S. universities, U.S. and local NGOs, a local college, and six government ministries.

Increased adoption of measures that reduce fertility and HIV transmission, while promoting child health practices. USAID implements activities through a U.S. firm and several local and U.S. NGOs/PVOs, and the Ministry of Health and Population at all levels.

Increased sustainable use, conservation and management of renewable natural resources. Major activities to support this goal were initiated in FY 1996. In FY 1998, funding will support the expansion of community-based action programs, environmental monitoring efforts, an environmental education program, and strengthening wildlife conservation activities. USAID implements activities through a U.S. firm, three U.S. universities, local PVOs/NGOs, and seven government ministries.

Increased access to, and quality and efficiency of basic education, especially for girls through USAID's Girls' Attainment in Literacy and Education Program (GABLE). Activities are implemented through two U.S. firms, local NGOs, local firms, and three government ministries.

Building democracy by strengthening and broadening the institutional base for democratic participation. USAID implements activities through three U.S. NGOs/PVOs, a U.S. university, local NGOs, Parliament, the Judiciary, the Electoral Commission, and four government ministries.

Mali

Youth - to change the social and economic behaviors among youth in targeted areas by improving national and community capacity in the areas of basic education, child survival, reproductive health (including sexually transmitted infections/AIDS, family planning and safe motherhood), environmental education and job skills development. USAID implements these activities through contracts with private firms, such as John Snow, Inc., and grants to U.S. PVOs such as Plan International, Africare, World Education and Save the Children.

Sustainable economic growth including increased value added of specific economic sub-sectors by increasing access to financial services and boosting Mali's competitiveness in producing and marketing cereals, livestock, and non-traditional products. In FY 1998 the funds for the Africa Food Security Initiative will be used to enhance a market information system and the famine warning system. 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, World Education and CLUSA.

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

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 sustainable 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 International, National Cooperative Business Association, Heifer Project, Save the Children, World Relief, and the Adventist Relief and Development Agency, Michigan State University, and the University of Wisconsin.

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 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. U.S. organizations involved with the current program include the National Democratic Institute, the International Foundation for Electoral Systems, the African-American Institute and the State University of New York. USAID's principle government partners include the Ministry of State Administration, the National Assembly, and the Supreme Court.

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; resources for local development non-governmental organizations (NGOs) for training programs for adult and adolescents denied access to quality formal education; and 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 U.S. 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 the U.S. Peace Corps.

Increased benefits to historically disadvantaged Namibians from sustainable local management of natural resources. The major focus is the Community-based Natural Resources Management (CBNRM) approach.

Building democracy by increased accountability of Parliament to all Namibian citizens. Currently, USAID is implementing its Democratic Institution Building (DIB) program activities through U.S. private and voluntary organizations, including the National Democratic Institute and World Education International, 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

FY 1998 will mark the final year of USAID country program funding in 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 centrally funded projects with U.S. NGOs and PVOs who have demonstrated sound program and activity management abilities and a capacity to achieve results in Niger.

Democracy and Governance. This includes support to Nigerian organizations involved with democracy and human rights, election assistance, training and free press support. USAID will continue to support specific activities with the Democracy and Human Rights fund (116e), the Ambassador's Self-Help program, and the Women in Politics Extension. Activities will be implemented through Nigerian PVO/NGOs, including such groups as the Nigerian Association for the Defense of Human Rights, the Association of Women Jurists, the Association for Study and Research on Democracy and Economic and Social Development, and the Association of Radio Clubs of Niger.

Nigeria

Since 1994, USAID has provided humanitarian assistance, to non-governmental organizations (NGOs). This includes increased voluntary use of family planning and improved maternal and child health practices, and improved HIV/AIDS prevention and control practices. USAID implements activities through a participating agency service agreement with the Centers for Disease Control and U.S. Cooperating Agencies (CAs) who work in turn with Nigerian NGOs. Major CAs include the Basic Support for Institutionalizing Child Survival Project (BASICS), Initiatives, Johns Hopkins University and the International Center for Research on Women. All U.S. implementing partners' programs deliver integrated services that include child survival, family planning and HIV/AIDS interventions-therefore expanding impact.

Building democracy through participation in the Democracy and Human Rights Fund (116e) and the African American Labor Center (AALC) Regional Project. USAID/Nigeria is also developing a new democratization project to address the current difficult situation in-country. Principal contractors, grantees, or agencies include U.S. Information Agency, Center for Development and Population Activities, and Johns Hopkins University.

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

Rwanda

Encouraging economic growth by facilitating the reintegration of communities through public sector capacity building and humanitarian assistance. The program will also encompass an STD/HIV/AIDS prevention and control component. Principal grantees include: the Ministry of Health and NGOs (CARE International, Save the Children, and Population Services International).

Improving systems for the administration of justice and creating the institutional capacity for rule of law. The Ministry of the Interior, the International Criminal Investigation and Training Assistance Program (U.S. Department of Justice), several privately held American companies providing material (film and laminate) for identity cards, an international bilingual university and a U.S. PVO (yet to be determined) are all involved in implementing these USAID efforts.

Senegal

Decreasing family size which includes the USAID/Senegal Child Survival Family Planning Project and the AIDS Control and Prevention 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 NGOs such as Africare.

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.

Building democracy through USAID activities that provide assistance to the Government of Senegal for conducting civic and voter education to prepare voters for elections and train newly elected regional representatives to help them assume full duties and responsibilities.

Increasing crop productivity through improved 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.; the U.S. Geological Survey EROS Data Center; U.S. NGOs (Africare and Winrock) and numerous local NGOs.

South Africa

Deepening and consolidating selected areas of democratic governance through increased human rights protection and access to the justice system; promotion of public and civil society participation in policy development; and conflict resolution efforts. USAID implements activities through a large number of South African NGOs (e.g., the Institute for a Democratic South Africa, the Institute for Multiparty Democracy, and South African Institute for Race Relations, the National Institute for Public Interest Law and Human Rights, Lawyers for Human Rights, the African Center for the Cooperative Resolution of Disputes, the Foundation for Contemporary Research, Institute for African Alternatives; a small number of U.S. PVOs (e.g., the National Democratic Institute, the International Republican Institute, the Joint Center for Political and Economic Studies, Private Agencies Collaborating Together, and the African American Labor Center); and the South African Ministry of Justice.

Improving the capacity of key government and non-government entities to formulate, evaluate and implement economic policies to promote economic growth and equity through improving human resource development in economics and policy analysis for key government entities, strengthening the capacity of government departments to effectively manage economic policy matters, enhancing the ability of “think tanks” to formulate and evaluate economic policy options, and to improve the effectiveness of economic training centers. USAID implements activities through a variety of South African and U.S. NGOs, the Government of the Republic of South Africa (RSA), U.S. and South African contractors and universities, and the U.S. Departments of Treasury and Labor.

Establishing a more equitable and effective education system. USAID’s overall support focuses on assisting the RSA in the implementation of the National Qualifications Framework (NQF). The NQF stresses lifelong learning through broad access to education at all levels. USAID implements activities through South African and U.S. NGOs, the RSA, and U.S. and South African contractors.

Increasing access to financial markets 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 Guaranty, Basic Shelter and Environment Housing Guaranty, 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. Activities will be implemented through a variety of South African and U.S. NGOs, the Government of the Republic of South Africa, and U.S. and South African contractors.

Improving access to environmentally-sustainable shelter and urban services for the historically disadvantaged population. 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. USAID implements activities through the Urban Services Network, the KwaZulu-Natal Municipal Association, the RSA Department of Housing, Department of Constitutional and Provincial Affairs, and Department of Water and Forestry, and private South African Banks (NEDCOR Bank and the First National Bank).

Development of a more equitable, unified and sustainable system delivering integrated primary health care services to all South Africans. Major project is Equity in Integrated Primary Health Care. USAID’s primary partner in this area to date is the South African National Ministry of Health and the Eastern Cape Department of Health and Welfare. HIV/AIDS activities have been carried out by various South African NGOs.

Tanzania

Strengthening environmentally sustainable natural resource management practices. USAID implements activities with the U.S. Peace Corps, U.S. Fish and Wildlife Service, CARE, Tuskegee and Sokoine Universities, African Wildlife Foundation, and several U.S. and host country NGOs.

Increasing private sector participation in the economy. 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 sources 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 8(a) firms including Gardiner, Kamy 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 assistance.

Increasing use of family planning/maternal and child health and HIV/AIDS preventive measures. Principal contractors, grantees or agencies are the host government, private non-profit companies, Johns 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 Participating Agency Service Agreement, the United States Information Service (USIS) is implementing the Alternative Dispute Resolution (ADR), media workshops, women's legal rights and library activities.

Uganda

Increasing rural men's and women's incomes by 1) increase productivity of land and labor; 2) improve the efficiency of commodity markets; 3) encourage the improvement of the policy and regulatory environment; 4) expand rural financial services; and 5) assist in rehabilitation of the rural road network. The Investment in Developing Export Agriculture (IDEA) activity helps to expand and diversify Uganda's export base, by increasing food crop exports such as maize and beans to the Greater Horn of Africa and high value commodities to European markets. Activities are implemented by a number of U.S. contractors and PVOs. These include Chemonics International, Agricultural Cooperative Development International/Volunteers in Overseas Cooperative Assistance (ACDI/VOCA), the Foundation for International Community Assistance, Land O'Lakes, and Mississippi State University. Management Systems International (MSI) implements 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 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.

Increasing service utilization and changed behaviors related to reproductive, maternal and child health. Principal Contractors, Grantees or Agencies include: Pathfinder International, African Medical and Research Foundation, Cooperative for American Relief Everywhere (CARE), The Association for Voluntary Safe Contraception (AVSC International), Johns Hopkins University, University of North Carolina, E. Petrich and Associates, The Futures Group, John Snow International, and Ugandan NGOs: The AIDS Information Center, and The AIDS Support Organization.

Stabilizing biodiversity in target areas through the Action Program for the Environment. Activities are implemented by U.S. contractors, private for-profit companies, and U.S. and host-country private voluntary organizations (PVOs) and NGOs. These include Associates in Rural 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.

Increasing the demand for constitutional checks and balances in the Ugandan political culture in order to make the government more accountable to its citizens. Activities will be implemented by a combination of U.S. and local institutions and NGOs. U.S. contractors and/or grantees will be competitively selected.

Zambia

Reduce the state's role in the provision of goods and services. USAID supports technical assistance to the Zambia Privatization Agency (ZPA) by a team of privatization consultants who assist the ZPA in the marketing and sale of state-owned enterprises. 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. USAID implements the Privatization Support Project through the Center for Financial Engineering in Development (a

consortium of companies including Deloitte Touche Tohmatsu, Eccles & Associates, Devman & Co., and Young and Rubican), IESC, Clark Atlanta University, and the Zambia Association of Chambers of Commerce and Industry (ZACCI).

Increase the participation of rural enterprises and communities in the national economy. Principal contractors, grantees, or agencies include: the Cooperative League of the USA (CLUSA), CARE, AFRICARE, World Food Program, Cargill Technical Services, Associates in Rural Development, New York Wildlife Society, Ministry of Tourism (MOT), and Ministry of Agriculture (MOA).

Increase the use of integrated child and reproductive health and HIV/AIDS interventions. USAID implements Family Planning Service activities through CARE, John Snow International, Johns Hopkins University and the Population Council; HIV/AIDS Prevention activities through Project Concern International and Population Services International; and Child Survival activities through the Basic Support for Institutionalizing Child Survival Project (BASICS), a consortium of U.S. institutions and universities as well as a series of central USAID Cooperating Agencies.

Increase the participation, transparency, and accountability of government institutions in civil society. 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. Activities are implemented through the Government of the Republic of Zambia, NGOs, Zambia Institute of Mass Communications, Michigan State University, and Southern University.

Zimbabwe

Strengthened natural resources management for sustainable rural development. Contractors implementing these activities include: Development Associates and Price Waterhouse. Grantees include: the Government of Zimbabwe, Communal Areas Management Program for Indigenous Resources (CAMPFIRE) Association, Worldwide Fund for Nature (WWF International), Zimbabwe Trust, Africa Resources Trust, Action Magazine, and the University of Zimbabwe Centre for Applied Social Sciences.

Broadened ownership in a growing economy. USAID assistance has three components: increased access to low-income shelter and its attendant economic benefits; support to the private sector through employee ownership schemes, business/trade associations, and mechanisms to increase access to capital for small and medium-sized enterprises; and promotion of local private sector training organizations.

Reduced fertility and increased use of HIV/AIDS prevention measures. Contractors: John Snow, Inc., Macro International, Family Health International, Johns Hopkins University, Deloitte Touche, Association for Voluntary Surgical Contraception, Population Services International, Futures Group, and Family Health International. Agencies include: Zimbabwe National Family Planning Commission, Ministry of Health, National AIDS Control Program, Zimbabwe National Army, and the Air Force of Zimbabwe. Grantees include: Commercial Farmers Union, National Railways of Zimbabwe, Triangle Limited, Delta Corporation, and the University of Zimbabwe Department of Community Medicine.

Establish viable mechanisms for sustainable support for programs in economic growth, democracy and governance, natural resources management and population and HIV/AIDS after the departure of USAID personnel from Zimbabwe. The implementing agency for the Zimbabwe American Development Foundation has not been determined and will be selected through a competitive process.

VIII. 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.

The West African Enterprise Network (WAEN)

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 350 business men and women in 13 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. WAEN member countries include: Benin, Burkina Faso, Chad, Cote d'Ivoire, The Gambia, Ghana, Guinea, Mali, Mauritania, Niger, Nigeria, Senegal, and Togo.

Contacts: Ms. Tina Ababio, Administrative Director
Ms. Korantema Adi-Dako, Trade Information Coordinator
The West African Enterprise Network
c/o Databank Financial Services Group
SSNIT Tower Block, 5th floor
Private Mailbag, Ministries Post Office
Accra, **Ghana**
Tel: 011-233-21-23-40-07 / 78-01-86
Fax: 011-233-21-23-40-07 / 66-91-00
E-mail: ababio@ncs.com.gh
Internet: <http://www.waen.com>

Ms. Bonita Ellison
Management Systems International
600 Water Street, SW, NBU 7-7
Washington, DC 20024
Tel: (202) 484-7170
Fax: (202) 488-0754
E-mail: Bellison@msi-inc.com

IX. USAID Regional Programs in Sub-Saharan Africa

The USAID regional offices in Abidjan, Cote d'Ivoire, Nairobi, Kenya, 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/Africa Bureau Office of Sustainable Development manages the Initiative and coordinates the project partners. The telecommunications policy arm of the State Department provides support for policy assessments/ policy reform and the negotiation of the Memorandum of Understanding (MOU) between host country governments and the U.S. Government (Leland Objective 1). National Aeronautics and Space Administration (NASA), the GSA, and the U.S. Navy provide support for telecommunications assessments and the procurement, delivery, installation and training for Internet enabling technologies (Objective 2). The USAID Center for Development Information and Evaluation (CDIE) provides support for the Internet Development Applications (Objective 3) through its Research and Reference Services Project (R&RS) staff. The Leland Initiative Washington, DC team coordinates closely all aspects of the Initiative's implementation with USAID field missions.

Due to funding constraints, Leland is limited to countries indicated below. If you believe a country should be on the list, please convey your interest to your host country USAID Mission or US Embassy. Countries include: Benin, Botswana (Regional Center for Southern Africa), Cote d'Ivoire (West & Central Regional Economic Development and Support Office - REDSO/WCA), Eritrea, Ethiopia, Ghana, Guinea-Bissau, Guinea-Conakry, Kenya (East & Southern Regional Economic Development and Support Office - REDSO/ESA), Madagascar, Malawi, Mali, Mozambique, Namibia, Rwanda, Senegal, South Africa, Tanzania, Uganda, Zambia, and Zimbabwe

Contacts: Mr. Lane Smith
Project Officer
USAID/Office of Sustainable Development
New State Room 2744
Washington, DC 20523
Tel: (202) 647-8503
Fax: (202) 647-2993
E-mail: lasmith@usaid.gov

Mr. John Mack, Director
Africa & Middle East Trade and Development
Policy, Office of International Communications &
Information Policy
U.S. Department of State, Room 2533A
Washington, DC 20520
Tel: (202) 647-5778
Fax: (202) 647-0158
E-mail: mack@ties.itu.ch

Internet address: <http://www.info.usaid.gov/regions/afr/leland>

The Greater Horn of Africa Initiative (GHAI)

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. Under GHAI, the U.S. Government is striving to make its development and crisis prevention work in the region conform to five operating principles: 1) African ownership of the approaches we implement in partnership with them; 2) strategic coordination across bureaucratic boundaries; 3) linkage of relief programs with development programs; 4) regional approaches to regional problems; and 5) promotion of stability through change.

The Initiative focuses on two program strategic objectives:

- Increase capacity in the region to prevent and mitigate conflict
- Promote African ability to sustain food security within a regional context

Contact: Ms. Patricia Rader
Director - **GHAI**
USAID/Africa Bureau/GHAI
New State, Room 2664
Washington, DC 20523
Tel: (202) 647-6588
Fax: (202) 647-4036

The Initiative for Southern Africa (ISA)

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.

ISA/Southern Africa Regional Telecommunications Restructuring Project

The Southern Africa Regional Telecommunications Restructuring 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 U.S. 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.

Contacts:	Mr. Wade Warren USAID Regional Center for Southern Africa Plot No. 14818, Lebatlane Road P.O Box 2427 Gaborone West, Extension 6 Gaborone, Botswana Tel: 011-267-324-449 Fax: 011-267-324-404 E-mail: wwarren@usaid.gov	Mr. John Coakly Price Waterhouse, Inc. 16156 North Fort Meyer Drive Arlington, VA 22209 Tel: (703) 741-1848 Fax: (703) 741-1616
------------------	---	---

International Executive Service Corps (IESC)

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.

Contacts: Ms. M.K. Cope, Representative International Executive Service Corps 1819 H Street, NW Suite 660 Washington, DC 20006 Tel: (202) 496-9671 Fax: (202) 496-9673	International Executive Service Corps Stamford Harbor Park 333 Ludlow Street P.O. Box 10005 Stamford, CT 06904-2005 Tel: (203) 967-6000 Fax: (203) 324-2531
--	--

X. 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. Other 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.

Contact: **United Nations**
United Nations Plaza
New York, NY 10017
Main telephone number: (212) 963-1234
Internet: <http://www.un.org>

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 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, which provide development capital and related services under concessional terms, to be development assistance.

During FY's 1990-94, total commitments by the IBRD and the IDA to sub-Saharan Africa amounted to \$16,953 million. Of the total lending, 25% 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 FY's 1992-94: Cote d'Ivoire, Zambia, Ghana, Uganda, and Tanzania.

Contact: **World Bank Headquarters**
1818 H Street, N.W.
Washington, DC 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 bimonthly 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

The World Bank Group Business Partnership Center (BPC) The BPC is the central contact point and referral service for private sector firms considering doing business with the World Bank Group or more generally in developing economies. The BPC is the best place to start when seeking general information or guidance on the most appropriate contact for a business venture.

The BPC publishes the Resource Guide for Business. The guide is designed to improve understanding of the wealth of information, products, and services available from the World Bank Group to companies doing business in emerging economies.

Contact: **The World Bank Group Business Partnership Center**
1818 H Street, NW
Washington, DC 20433
Tel: (202) 522-4272
Fax: (202) 522-1727
E-mail: business_partner@worldbank.org

Multilateral Development Bank Operations (MDBO)

Multilateral Development Banks (MDBs) are international lending institutions owned by member countries. The bank's objective is to promote economic and social progress in developing member nations by providing loans, technical assistance, capital investment, and assisting with economic development plans.

MDBs are active in supporting developing countries around the world. Since the U.S. Government is a shareholder in all five MDBs, U.S. firms and their subsidiaries are eligible to bid on procurement opportunities funded by each of the banks. The five multilateral development banks are: African Development Bank, Asian Development Bank, European Bank for Reconstruction and Development, Inter-American Development Bank, and the World Bank Group.

U.S. companies seeking information and assistance on business opportunities available through MDB supported projects should contact the Office of Multilateral Development Bank Operations (MDBO). The MDBO staff offers counseling and referral. Information is facilitated through electronic media such as the Economic Bulletin Board, the National Trade Data Bank, and Internet. Companies interested in receiving early warning information regarding MDB projects can subscribe to these services. Each bank also publishes a monthly or quarterly operational summary of projects under consideration. These are available by subscription.

Contact: **Multilateral Development Bank Operations**
U.S. Department of Commerce
International Trade Administration
14th Street 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 1996 in sub-Saharan Africa, IFC approved financing for 71 projects (a 40% increase over FY95) in 20 countries with investments of \$174 million. Highest priority was placed on small and medium-sized entrepreneurs (SMEs) which received 60% of these investments. Fifteen investments in the financial sector accounted for \$47 million, and three in extractive industries for \$34 million. IFC also advised governments on private sector issues such as collective investment vehicles, stock exchanges, leasing, and how to attract investment generally. An environmental assistance trust fund was established to help SMEs cover the cost of environmental assessments.

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 46 sub-Saharan countries are regional members of IFC: Angola, Benin, Botswana, Burkina Faso, Burundi, Cameroon, Cape Verde, Central African Republic, Comoros, Congo, Cote d'Ivoire, Democratic Republic of the Congo (formerly Zaire), Djibouti, Equatorial Guinea, Eritrea, 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, Zambia, and Zimbabwe.

IFC Headquarters: Corporate Relations Unit
International Finance Corporation
2121 Pennsylvania Avenue, NW
Washington, DC 20433
Tel: (202) 477-1234
Fax: (202) 974-4384
E-mail: webmaster@ifc.org
Internet address: <http://www.ifc.org>

Key IFC Contacts: General inquiries: (202) 473-9119
Agribusiness: (202) 473-0558
Capital Markets Development: (202) 473-8790
Chemicals, Petrochemicals & Fertilizer Dept.: (202) 473-0573
Foreign Investment Advisory Service: (202) 473-0411
Infrastructure Department: (202) 473-0031
Oil, Gas and Mining: (202) 473-0513
Technical and Environment Department: (202) 773-0634

African Development Bank Group (AfDBG)

AfDBG is an 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 US\$250 million, the Bank's authorized capital will total US\$23.29 billion in 1997. In 1996, American businesses capitalized on AfDBG's procurement policy by winning \$170 million in contracts (a 100% increase over 1995). The AfDBG includes the African Development Bank (ADB), its soft loan affiliate, the Africa Development Fund (ADF) and the Nigerian Trust Fund (NTF). The ADB has 53 member countries and 24 non-regional members. The United States joined in 1982.

In 1997, AfDBG will lend approximately US\$2.5 billion to strengthen Africa's capacity for long-term economic development. AfDBG's emphases are primarily in the traditional sectors of transport, utilities, oil and gas, agriculture, mining, and manufacturing. AfDBG also creates new opportunities for private sector growth. Over the next 5 years, the bank will lend 25% of available resources directly to private investment.

The main objectives of the AfDBG are:

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

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 ADB 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 ADF 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. Its sources of funds are mainly contributions and periodic replenishment by State Participants. The Fund is normally replenished on a three-year basis, unless State Participants decide otherwise. The total subscriptions, at the end of 1996, amounted to US\$12.58 billion.

The NTF 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. As of December 31, 1996 the NTF had a total resource base of US\$432 million.

The ADB 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.

Contacts:

Mr. Roger Ervin
African Development Bank
1300 New York Avenue, NW
Room E213
Washington, DC 20577
Tel: (202) 623-1125
Fax: (202) 623-1600

Ms. Alice Dear, U.S. Executive Director
African Development Bank Group
Avenue Joseph Anoma
01 B.P. 1387
Abidjan 01 **Cote d'Ivoire**
Tel: 011-225-20-40-15
Fax: 011-225-33-14-34

Mr. Mark Herrling
U.S. Dept. of Commerce Liaison Office
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: 011-225-21-46-16
Fax: 011-225-22-24-37
E-mail: mherrling@doc.gov

Internet address: <http://www.africandevlopmentbank.com>

XI. 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 \$4,487 million at year end 1995. 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 1995 include: South Africa (\$1,269 million), Angola (\$650 million), and Nigeria (\$595 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 having informal discussions with the Government of South Africa to negotiate a BIT.

USAID Micro and Small Enterprise Development Program (MSED)

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 Africa 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.

To date, the SAEDF Board of Directors has approved 5 direct investments or loans in a total amount of approximately \$5 million. They also have approved 3 loans to local financial institutions for small business lending programs, in the total amount of approximately \$1 million. The Board has several additional investments under review, at various stages of development.

Contact: Mr. Steve Weddle
Chief Executive Officer
Southern Africa Enterprise Development Fund
1st Floor, #5, Sturdee Avenue, RoseBank
2196 Johannesburg, **South Africa**
Tel: 011-27-11-442 6709
Fax: 011-27-11-442 9824
E-mail: sweddle@saedf.org.za

USAID Support for Venture Capital Funds

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
E-mail: HCINC@aol.com

For more information on the Commonwealth Development Corporation (CDC) activities:

Contact: **CDC**
One Bessborough Gardens
Pimlico, London, W1V 2JQ
United Kingdom
Tel: 011-44-171-828-44-88

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.

Contacts: Jeff Goddard, Chief Executive, **Zimbabwe** Ralph Gilchrist, CDC **London**
Tel: 011-263-4-70-68-59 Tel: 011-44-171-828-44-88
Fax: 011-263-4-70-55-03 Fax: 011-44-171-828-65-05

The Development Finance Company of Uganda

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

Contact: **Development Finance Company of Uganda Limited**
PO Box 2767
Crusader House
Portal Avenue, Kampala
Uganda
Tel: 011-256-41-25-61-25

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 credit 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, **Ghana**
Tel: 011-233-21-66-61-65 / 66-40-55
Fax: 011-233-21-66-40-55

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 South Africa
Tel: 011-27-11-498-21-52
Fax: 011-27-11-498-21-38

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
Mr. Satyam Ramnauth, Manager
Mauritius Equity Investment Management Limited
6th Floor, Travel House
Sir William Newton Street
Port Louis, Mauritius
Tel: 011-230-211-4949
Fax: 011-230-211-9393
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 African Enterprise Network.

Contact: Mr. Mamadou Asta Diakhate
Directeur General
SENIVEST
3, Place de l'Indépendance
B.P. 129, Dakar, **Senegal**
Tel: 011-221-231-000

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
B.P. 2969
Dakar, **Senegal**
Tel: 011-221-214-474
Fax: 011-221-214-897 / 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. UEMOA in English is West African Economic and Monetary Union. The 8 member countries of UEMOA are: Benin, Burkina Faso, Cote d'Ivoire, Guinea Bissau, Mali, Niger, Senegal, and Togo. 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: 011-27-11-784-4152
Fax: 011-27-11-784-9070

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: 011-27-11-630-71-11 / 78-20
Fax: 011-27-11-630-76-64

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
B.P. 1172
Lome, Togo
Tel: 011-228-21-42-44
Fax: 011-228-21-72-69

Tanzania Venture Capital Fund (TVCF) and USAID/Tanzania sponsored Business Centre

The Tanzania Venture Capital Fund (TVCF) and its associated company, Equity Investment Management, Ltd. (EIM), officially began operations on October 18, 1993. As of June 30, 1996, TVCF paid-in capital totals US \$7,610,000, with disbursements and commitments totaling US \$4,100,000 to sixteen projects in diverse sectors and geographical locations within the country. 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: 011-255-51-444-51 / 51 348-83
Fax: 011-255-51-444-440

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.

Under the auspices of the USAID/Tanzania Financial Enterprise Development Project, is a **Business Centre**, dedicated to the development of Tanzanian small and medium size enterprise. The 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: 011-255-51-11-41-07 / 11-41-39 / 11-43-55

Fax: 011-255-51-11-65-03

Ms. Denise Muir

Development Alternatives, Inc.

7250 Woodmont Avenue, Suite 200

Bethesda, MD 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 B.P. 1387

Abidjan 01, Cote d'Ivoire

Tel: 011-225-204-168

Fax: 011-225-204-964

International Finance Corporation/Africa Enterprise Fund (AEF)

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 finance, 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 (APDF)** 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:

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

In addition, APDF may also provide assistance with project implementation. One out of five APDF 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 APDF 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
E-mail: Guyantoine@worldbank.org

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

Mr. Raymon Cabo
World Bank
1818 H. Street, NW
Room K 5203
Washington, DC 20433
Tel: (202) 473-6673, Fax: (202) 676-0387
E-mail: Raymoncabo@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: 011-225-44-32-44
Fax: 011-225-44-44-83

Accra:
International Finance Corporation
Patrice Lumumba Road
Roman Ridge
PMB CCC 21
Accra, Ghana
Tel: 011-233-21-77-62-45
Fax: 011-233-21-77-49-61

Douala:

International Finance Corporation
Rus Flatters, B.P. 4616
Douala, **Cameroon**
Tel: 011-237-42-80-33
Fax: 011-237-42-80-14

Harare:

IFC Regional Representative, Southern Africa
101 Union Avenue, 7th Floor
Union Avenue, P.O. Box 2960
Harare, **Zimbabwe**
Tel: 011-263-4-79-48-60
Fax: 011-263-4-79-38-05

Johannesburg:

IFC Resident Representative, South Africa
Grosvenor Gate, 1st Floor
Hyde Park Lane, Hyde Park 2196
P.O. Box 41283, Craig Hall 2024
Johannesburg, **South Africa**
Tel: 011-27-11-325-0560
Fax: 011-27-11-325-0582

Lagos:

IFC Resident Representative, Nigeria
Plot PC 10, Engineering Close
Off Idowu Taylor Street
Victoria Island
P.O. Box 127
Lagos, **Nigeria**
Tel: 011-234-1-61-20-81
Fax: 011-234-1-61-63-60

Nairobi:

IFC Regional Representative, East Africa
Hill Park Building, Upper Hill
P.O. Box 30577
Nairobi, **Kenya**
Tel: 011-254-2-71-41-40
Fax: 011-254-2-72-06-04

Africa Project Development Facility:**Abidjan:**

Regional Manager, West Africa, APDF
Immeuble CCIA, 17th Floor
01 B.P. 8669
Abidjan-01, **Cote d'Ivoire**
Tel: 011-225-21-96-97
Fax: 011-225-21-61-51

Accra:

APDF
Gold House, Achimota Road
PMB CCC 21
Accra, **Ghana**
Tel: 011-233-21-77-62-45
Fax: 011-233-21-77-49-51
Mobitel: 011-233-21-55-46-55

Douala:

APDF
Rue Flatters
P.O. Box 4616
Douala, **Cameroon**
Tel: 011-237-42-80-33
Fax: 011-237-42-80-14

Harare:

Regional Manager, Southern Africa, APDF
Southampton House, 5th Floor
68-70 Union Avenue, P.O. Box UA 400
Harare, **Zimbabwe**
Tel: 011-263-4-73-09-67
Fax: 011-263-4-73-09-59

Johannesburg:

APDF Office
Grosvenor Gate, 1st Floor
Hyde Park Lane, Hyde Park 2196
P.O. Box 41283, Craig Hall 2024
Johannesburg, **South Africa**
Tel: 011-27-11-325-0560 / 69
Fax: 011-27-11-325-0582

Nairobi:

Regional Manager, East Africa, APDF
International House, 6th Floor
Mama Ngina Street, P.O. Box 46534
Nairobi, **Kenya**
Tel: 011-254-2-21-73-68
Fax: 011-254-2-33-91-21

The African Emerging Markets Fund (AEMF)

The AEMF was established by the IFC and Emerging Markets Management in 1993 with initial capitalization of \$30. Since 1993, the Fund has grown to more than \$117 million. Managed by Emerging Markets Management, a Virginia-based investment firm, this investment fund was placed with sophisticated institutional investors, including pension funds and university endowment funds. The fund strives for diversity in frontier African stock markets (those outside South Africa). No more than 40% may be invested in one country; and the limit for one industry is 35%. The Fund manager concentrates on countries with stock markets - Botswana, Cote d'Ivoire, Egypt, Ghana, Kenya, Mauritius, Morocco, Namibia, Nigeria, Swaziland, Tunisia, Zambia, and Zimbabwe.

Contact: Jacueline Henning
The African Emerging Markets Fund
c/o State Street Cayman Trust
P. O. Box 2508GT
Grand Cayman, **Cayman Islands**
Tel: 011-345-949-6644
Fax: 011-345-949-3181

The Extending International Finance Corporation Reach Initiative

The Extending IFC Reach Initiative promotes private sector development in countries where IFC's activities have been severely constrained as a result of challenging country conditions and obstacles to private sector activity. Sixteen countries, or clusters of neighboring countries, were selected for the program. Countries in Sub-Saharan Africa include: Central African Republic, Chad, Congo, Equatorial Guinea, Gabon, Ethiopia, Eritrea, Mozambique, Senegal, Mauritania, Mali, The Gambia, Guinea, Cape Verde, and Guinea-Bissau.

The Initiative will be implemented as a three-year pilot program with two elements. First, IFC will place investment staff in each country to provide an extended IFC presence. Field staff will develop an understanding of the country's private sector needs and cultivate relationships with local entrepreneurs, the financial and legal communities, government authorities, and representatives of other multilateral and bilateral development institutions. They will work closely with clients to develop viable projects.

Second, IFC has created the \$40 million **Small Enterprise Fund (SEF)** to support small-scale investments in these countries. The SEF will be used to invest in projects with total costs between \$250,000 and \$5 million. IFC's own investments are expected to range from \$100,000 to \$2.5 million, covering approximately 40% of each project's total cost. SEF will provide debt financing, and will have the flexibility to make equity and quasi-equity investments and to provide local currency guarantees.

Contact: **IFC Corporate Relations Department**
2121 Pennsylvania Avenue, NW
Washington, DC 20433
Tel: (202) 473-9331
Fax: (202) 974-4384
Internet address: <http://www.ifc.org>

African Export-Import Bank

Founded in 1993, the bank began operations a year later from its headquarters in Cairo. The bank's authorized capital is \$750 million: current subscriptions are almost \$500 million. The bank's 125 shareholders, include various African states and financial institutions, as well as Citibank, Equator Bank, Standard Chartered Bank, Credit Commerciale de France, Export-Import Bank of India, Banco do Brasil, and Bank of China.

The bank extends credit directly to African-based exporters through pre-shipment and post-shipment finance; extends indirect short-term and medium-term credit to African exporters and importers of African goods; finances import of "export-generating" products, including equipment, spare parts and raw materials; and issues letters of credit and other trade documents in support of export-import transactions.

Contact: World Trade Center
1191, Corniche El-Nil Street
P. O. Box 2007
Cairo, Egypt
Tel: 011-20-2-578-0270-279
Fax: 011-20-2-578-0281-286

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.

AMSCO Headquarters
World Trade Center
Strawinskylaan 657
1077 XX
Amsterdam, The Netherlands
Tel: 011-31-20-664-1916
Fax: 011-31-20-664-2959

Amsco - Harare
Southampton House
5th Floor, 68-70 Union Avenue
P.O. Box UA 400
Harare, Zimbabwe
Tel: 011-263-4-730-9679
Fax: 011-263-4-730-959

Amsco - Nairobi
P.O. Box 46534
International House, 6th Floor
Mama Ngina Street
Nairobi, Kenya
Tel: 011-254-2-21-73-68
Fax: 011-254-2-33-91-21

U.S. Trade and Development Agency (TDA)

TDA promotes economic development by funding feasibility studies and consultancies, reverse trade missions, specialized training grants, business workshops, 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 U.S. companies. Projects are typically in the sectors of: agriculture; energy and power; health care; manufacturing; mining and minerals development; telecommunications; transportation; and environmental services. To be considered for funding, projects must: 1) face strong competition from foreign companies; 2) be a development priority of the country where the project is located and have the endorsement of the U.S. Embassy in that nation; 3) represent an opportunity for sales of U.S. goods and services that is many times greater than the cost of TDA assistance; and 4) be likely to receive implementation financing, and have a procurement process open to U.S. firms.

If the project qualifies, prepare documentation and research that confirms this information. Begin with a one or two-page summary and include information about your company, its capabilities, resources, and personnel; all are important criteria in TDA's overall review of each project application. Then contact the TDA Country Manager responsible for the nation where the project is located. A telephone of office appointment will be arranged for an informal review of your proposal. For the formal application, obtain a copy of TDA's Feasibility Study Model Format and follow the instructions carefully. TDA will review the project and inform you of their ability to be of assistance. There are no application fees for TDA services. In most feasibility study grants, TDA requires cost-sharing and reimbursement for its share of the study if the project is implemented. In private sector investor projects, TDA has adopted a policy that requires reimbursement of its contribution to a project.

In FY 1996, the total TDA budget was \$40 million with \$6.4 million available for projects in Africa. Total TDA funding in Africa since FY 1981 of \$52 million (approximately 12% of all TDA program expenditures) has already resulted in actual U.S. exports of over \$800 million for projects covered by TDA-funded studies. The agency anticipates globally funding approximately 130 feasibility studies in 1997.

The agency has two regular publications: *TDA Pipeline* provides biweekly information on agency-supported projects. The newsletter is available for a subscription rate of \$80 per year or free via internet. The internet address to receive the TDA biweekly is info@tda.gov. *TDA Update*, published quarterly, provides highlights of TDA programs. Subscriptions are free upon request. Send your business card to their Public Affairs Office.

Contact: U.S. Trade and Development Agency

Mailing Address:

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

Tel: (703) 875-4357

Fax: (703) 875-4009

E-mail: info@tda.gov

Internet: <http://www.tda.gov>

Street Address:

1621 North Kent Street
Suite 309
Arlington, VA 22209

John Richter, Regional Director, Africa and the Middle East
Michael Newell, Country Manager, East and Southern Africa
Danielle Camner, Project Analyst, North and West Africa

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 four principal activities designed to promote overseas investment and reduce the associated risks: 1) financing of businesses through loans and loan guaranties; 2) supporting private investment funds which provide equity for U.S. companies investing in projects overseas; 3) insuring investments against a broad range of political risks; and 4) engaging in outreach activities designed to inform the American business community of investment opportunities overseas. 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;
- not violate internationally recognized worker rights.

Investment Finance: OPIC provides two types of medium-to-long term financing for overseas investment projects: loan guaranties 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.

Investment Insurance: 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). OPIC also has specialized insurance programs for: financial institutions; leasing arrangements; oil and gas projects; natural resource projects; and contractors and exporters. OPIC pays compensation for two types of losses: business income losses and damage to tangible property. An investor may purchase one or both coverages.

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. In 1996, OPIC insured more than \$171 million of new U.S. investments in sub-Saharan Africa, a 54 percent increase over 1995, and the finance program committed \$80 million, an increase of 26 percent. In all, OPIC is providing more than \$775 million in insurance and financing to 55 projects in sub-Saharan Africa.

A bipartisan group of 34 members of Congress has asked OPIC to play a major role in a new initiative designed to expand American investment and economic growth in Africa. The African Growth and Opportunity Act calls for OPIC to develop new private sector equity investment funds specifically for Africa, including: a new \$150 million private equity fund to invest in commercial and natural resources projects in the sub-Saharan region; and the development of one or more additional private equity funds with a total capitalization of up to \$500 million to invest in infrastructure projects in the telecommunications, power, transportation and financial services sectors. The Administration has developed a similar initiative that includes the same package of OPIC funds. If these initiatives are approved by Congress, OPIC will continue to play a critical role in helping America compete in one of the world's fastest growing markets while doing much to improve the lives of African citizens.

Contact: Overseas Private Investment Corporation (OPIC)
1100 New York Avenue, NW
Washington, DC 20527
Information Hotline: 1-800-424-OPIC (outside metro WDC)
E-mail: OPIC/S=INFO@mhs.attmail.com
Internet address: <http://www.opic.gov>

Using the **OPIC InfoLine: (202) 336-8799**, callers may listen to brief recorded program descriptions, request that printed program information be sent to them via mail or fax, or speak with an OPIC Information Officer.

Callers with fax machines and a touch tone telephone may bypass the InfoLine and call the **OPIC FactsLine: (202) 336-8700** directly to obtain facsimiles of various OPIC documents, including program information, special reports, and registration and application forms. To obtain a current *OPIC Country and Area List* request document #1025.

Mr. Samuel Smoots
Business Development Manager for Africa
Tel: (202) 336-8546
Fax: (202) 408-5145
E-mail: ssmoo@opic.gov

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:

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

Representative Office:

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 (NAOF)

The New Africa Opportunity Fund was launched in June 1997, as an OPIC backed investment fund of \$120 million. The fund will make direct investments in privately-owned businesses in the Southern Africa Development Community. The Fund seeks to achieve long-term capital appreciation through privately negotiated equity and equity-related investments in companies with business activities in Southern Africa with an emphasis on South Africa. In addition to South Africa, the Fund will target investment opportunities in the following countries: Angola, Botswana, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Swaziland, Tanzania, Zambia, and Zimbabwe. 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.

Contact: Mr. Justin Beckett, President and CEO

New Africa Advisers
103 West Main Street
Durham, North Carolina 27701
Tel: (919) 688-8092
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.

Contact: Mr. Cabell Williams III, President
Allied Capital Corporation
1666 K Street, 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 in 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, Ex-Im Bank exposure (total

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.

Contact: **Morgan Stanley Asset Management Inc.**
1221 Avenue of the Americas
New York, NY 10020
Tel: (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.

Contact: **Bear Stearns**
245 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.

Contact: **Alliance Capital Management Information Line**
1345 Avenue of the Americas
New York, NY 10105
Tel: (800) 247-4154

XII. 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
Internet address: <http://www.ustreas.gov>

U.S. Department of Commerce (DOC)/International Trade Administration (ITA)

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.

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

Fax Retrieval Systems

A number of DOC offices offer documents on demand, delivered directly to a fax machine, 24 hours a day. 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 Technology and Aerospace: (202) 482-1872
Environmental Technology: (202) 482-5225 Service Industries: (202) 482-5261
Basic Industries: (202) 482-5023

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
Internet address: <http://www.stat-usa.gov> or [gopher: gopher.stat-usa.gov](mailto:gopher:gopher.stat-usa.gov) or [FTP: ftp.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.

Country Commercial Guides (CCG)

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. Country Commercial Guides are available in sets covering seven regions and may be ordered exclusively from NTIS in hard copy and diskette formats. Sets include the latest available guide. Price does not include the handling fee.

The Country Commercial Guide -Africa (Sub-Saharan)

Includes: Botswana, Cameroon, Burkina Faso, Cape Verde, Cote d'Ivoire, Gabon, Guinea, Lesotho, Madagascar, Malawi, Mali, Mauritania, Mozambique, Nigeria, Senegal, South Africa, Swaziland, Tanzania, Uganda, Zambia, Zimbabwe.

	<u>Order Number</u>	<u>Domestic</u>	<u>Foreign</u>
Paper	PB95-191862NIP	\$275	\$550
Diskette	PB96-501366NIP	\$140	\$280

Individual Country Reports - Reports on individual countries are available in paper format. All are Fiscal Year 1996 guides unless noted as FY95. Price does not include the handling fee.

<u>Country</u>	<u>Order Number</u>	<u>Domestic</u>	<u>Foreign</u>
Botswana	PB96-132659NIP	\$19.50	\$39
Burkina Faso	PB95-268975NIP	\$19.50	\$39
Cameroon	PB96-108386NIP	\$19.50	\$39
Cape Verde (FY 95)	PB95-100715NIP	\$19.50	\$39
Cote d'Ivoire	PB95-247128NIP	\$27.00	\$54
Ethiopia	PB96-108345NIP	\$19.50	\$39
Gabon	PB95-247177NIP	\$19.50	\$39
Ghana	PB96-108360NIP	\$19.50	\$39
Guinea (FY 95)	PB95-101093NIP	\$19.50	\$39
Kenya	PB96-108188NIP	\$27.00	\$54
Lesotho (FY 95)	PB95-103016NIP	\$19.50	\$39
Madagascar	PB95-247292NIP	\$19.50	\$39
Malawi	PB96-108402NIP	\$19.50	\$39
Mali (FY 95)	PB95-101085NIP	\$19.50	\$39
Mauritania	PB96-108196NIP	\$19.50	\$39
Mozambique (FY 95)	PB95-100806NIP	\$19.50	\$39
Namibia	PB96-108204NIP	\$19.50	\$39
Niger	PB96-108212NIP	\$19.50	\$39
Nigeria	PB95-247367NIP	\$19.50	\$39
Republic of Benin	PB95-268942NIP	\$19.50	\$39
Senegal	PB96-132626NIP	\$19.50	\$39
South Africa	PB96-132634NIP	\$27.00	\$54
Swaziland	PB96-132691NIP	\$19.50	\$39
Tanzania	PB96-132741NIP	\$19.50	\$39
Togo	PB96-108279NIP	\$19.50	\$39
Uganda	PB95-102968NIP	\$19.50	\$39
Zambia	PB96-108295NIP	\$19.50	\$39
Zimbabwe (FY 95)	PB95-102869NIP	\$19.50	\$39

Many of the *Country Commercial Guides* are available online. The electronic files may be downloaded from NTIS' FedWorld Marketplace. Connect to FedWorld by modem, (703) 321-FEDW (3339); via the internet by telnetting fedworld.gov, or by pointing your Web browser to <http://www.fedworld.gov> and selecting the FedWorld telnet site. The FedWorld Marketplace is listed on the main menu. To download CCG files - connecting by modem is the preferred choice for credit card security reasons.

To Order: Call the NTIS Sales Desk at (703) 487-4650 and quote the appropriate order number. Most major credit cards accepted. Order via the internet: orders@ntis.fedworld.gov. (To avoid sending your account number with each internet order, call (703) 487-4682 to register your credit card at NTIS.) Fax orders to: (703) 321-8547. RUSH Service is available for an additional fee, call 1-800-553-NTIS. Prices and handling fees are subject to change. Please include a handling fee based on the total value of your order.

<u>Value of Order</u>	<u>Handling Fee</u>
\$10.00 or less	\$2.00
\$10.01 - \$50.00	\$4.00
\$50.01 - \$100.00	\$6.00
over \$100.00	\$8.00

Add \$2.00 to above for orders sent outside the United States, Canada, and Mexico.

Contact: **National Technical Information Service**
5285 Port Royal Road
Springfield, VA 22161
Sales Office Tel: (703) 487-4650 or (800) 553-6847
Internet: <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
Internet: <http://www.info.state.gov>

Office of the Coordinator for Business Affairs

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. Jeff Donald, Special Assistant to 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
Internet: http://travel.state.gov/travel_warnings.html

Office of the U.S. Trade Representative (USTR)

The Office of the U.S. Trade Representative (USTR) is responsible for developing and coordinating U.S. international trade, commodity, and direct investment policy, and leading of directing negotiations with other countries on such matters. The U.S. Trade Representative is a Cabinet member who acts as the principal trade advisor, negotiator, and spokesperson for the President on trade and related investment matters. Through an interagency structure, the USTR coordinates trade policy, resolves agency disagreements, and frames issues for Presidential decision. "USTR" refers both to the agency and to the agency head, the U.S. Trade Representative. The agency has offices in Washington, DC and in Geneva, Switzerland.

Contact: Mr. David Morrissy, Director of the GSP Program
Generalized System of Preferences (GSP)
Office of the U.S. Trade Representative
600 17th Street, NW, Room 513
Washington, DC 20508
Tel: (202) 395-6971
Fax: (202) 395-9481
USTR Internet address: <http://www.ustr.gov/external.html>
GSP Internet address: <http://www.ustr.gov/reports/gsp/contents.html>

U.S. Department of Agriculture (USDA)

Foreign Agricultural Service (FAS):

The FAS is an agency of the U.S. Department of Agriculture that represents the diverse interests of U.S. farmers and the food and agricultural sector abroad. It also collects, analyzes, and disseminates information about global supply and demand, trade trends, and emerging market opportunities. FAS seeks improved market access for U.S. products and implements programs designed to build new markets and to maintain the competitive position of U.S. products in the global marketplace. Promotional activities are carried out chiefly in cooperation with non-profit agricultural trade associations and firms which agree to plan, manage, and contribute staff resources and funds to support these activities. The largest of FAS promotional programs are the Market Development Cooperator and Market Promotion (MPP) programs. FAS collects global crop and livestock production data and import/export information provided by the attache service, U.S. agricultural traders, remote sensing systems, and other sources.

(a) USDA/FAS Food Industries Division

The Food Industries Divisions' programs of professional development, technical cooperation, and trade and investment promotion focus primarily on non-farm agribusinesses related to the food and fiber system: fertilizer, feed, seed, equipment and chemicals; food processing, packaging, wholesaling and retailing; and the wood, fiber and other product processing and distribution businesses. Areas include:

Cochran Fellowship Program: Since 1984, this program has made funds available to train agriculturists from lower income countries for two weeks to six months in the United States. Training programs are arranged with universities, federal agencies, commodity and product groups, associations, and agribusinesses.

Professional Development Program: This program encourages the cooperation of U.S. universities and other public and private organizations to arrange and manage educational and training programs for agricultural scientists and administrators and agribusiness managers from developing and middle income countries. These participants are sponsored by the Food and Agricultural Organization, United Nations Development Programme, Multilateral Development Banks and host country governments. In addition, this program implements programs on behalf of the USAID.

The Trade and Investment Program: This program assists U.S. private and public sector involvement in the agricultural and agribusiness development in Latin America and the Caribbean, Africa, Asia, the Near East, and Eastern Europe. The Program promotes trade and investment through the organization of agribusiness development missions, participation in trade shows, and technical assistance related to marketing, grades and standards, and quality control. An associated Agribusiness Information Center responds to inquires from both U.S. and foreign agribusiness and trade interests.

Contact: **Food Industries Division**
USDA/FAS/ICD/Food Industries Division
1400 Independence Avenues, S.W.
Room 3243 - South Building
Washington, D.C. 20250-1036
Tel: (202) 690-1339
Fax: (202) 690-3982

(b) Export Promotional Programs

Emerging Markets Program: USDA's Emerging Markets Program (EMP) 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. Countries must meet the following criteria: (1) per capita GDP under \$8,533, (2) population of over 1 million, and (3) positive economic indicators.

Contact: **Emerging Markets Office**
Room 6506 South Agriculture Building
14th & Independence Avenues, SW
Washington, D.C. 20250-1000
Tel: (202)720-0368
Fax: (202)690-4369

Trade Assistance and Promotion Office (TAPO): Exporters interested in programs and services provided by the USDA's Foreign Agricultural Service (FAS) may contact the Trade Assistance and Promotion Office (TAPO). The TAPO is the first point of contact for persons who need information on foreign markets for agricultural products. TAPO staff can provide basic export counseling and direct you to the appropriate USDA offices to answer your specific technical questions on exporting. The staff can provide country and commodity specific Foreign Market Information Reports, which focus on best market prospects and contain contact information on distributors and importers.

Contact: **Market Specialist**
Trade Assistance and Promotion Office
Room 4939-South Building
U.S. Department of Agriculture
Washington, DC 20250-1000
Tel: (202) 720-7420
Fax: (202) 690-4374

Market Access Program (MAP)/ Foreign Market Development Program (FMD): USDA operates two export promotional programs, the Market Access Program (MAP) and the Foreign Market Development Program (FMD), which is also referred to as the Cooperator Program. These programs are designed to encourage the development, maintenance and expansion of commercial export markets for U.S. agricultural commodities and products. Activities for MAP focus primarily on consumer promotions, while FMD activities focus on market research, trade servicing and technical assistance to foreign importers, government officials, distributors and consumers. The costs of both programs are shared between USDA and producer-funded nonprofit agricultural trade associations. In the case of MAP, private companies may also receive cost share assistance up to 50 percent.

The MAP provides support in the form of either Commodity Credit Corporation (CCC) cash to partially reimburse program participants' costs of conducting approved activities in foreign markets. The program is announced annually in a Federal Register notice that describes the application requirements and submission deadline and the criteria considered by USDA in allocating funds.

Contact: **Ms. Denise Feters, Marketing Operations Staff**
U.S. Department of Agriculture
14th and Independence Ave., SW
Washington, DC 20250-1000
Tel: (202) 720-5521
Fax: (202) 720-9361

Agribusiness Linkage Program: The Agribusiness Linkage Program (AgLink) promotes U.S. trade activities with the NIS, Poland and the Baltics. AgLink establishes the initial link between small and medium-sized U.S. businesses and comparable overseas businesses by identifying appropriate matching firms. The program also provides financial and administrative support for U.S. visits to the overseas company, and for training of the overseas manager in the U.S. company.

USDA selects and screens applicants from overseas agribusinesses, focusing on small and medium-sized privatized companies with entrepreneurial managers or owners. U.S. companies submit an application to USDA describing their international interests and proposing an on-the-job training experience for the overseas manager. The two-month practical training focuses on equipping the overseas manager with the skills needed to manage a business successfully in a market economy.

Contact: **Ms. Melanie Palmer, AgLink Program, USDA/FAS/ICD/RSED**
14th & Independence Ave., SW, Room 3222
Washington, DC 20250-1084
Tel: (202) 690-3893
Fax: (202) 690-0892
Email: flanley@fas.usda.gov

AgExport Connections: The *AgExport Action Kit*, provides information which can help put U.S. exporters in touch quickly and directly with foreign importers of food and agricultural products.

Trade Leads are inquiries from foreign buyers sent daily to USDA by the Foreign Agricultural Service's 80 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.

Buyer Alert is a weekly overseas newsletter which can introduce your food and agricultural products to foreign buyers at no charge. Buyer Alert is electronically transmitted from Washington to Foreign Agricultural Service attaches and trade officers who distribute it within their countries of responsibility.

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.

U.S. 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.

Market Briefs provide market reports by country and product category.

Trade Shows are exhibitions for food and agricultural products.

Contact: **AgExport Connections**
Mr. Karl Hampton
Tel: (202) 720-7103
Fax: (202) 690-4374
Hotline: (202) 720-7420

(c) USDA/FAS/Commodity Credit Corporation

Export Subsidy Programs: USDA operates four export subsidy programs: The Export Enhancement Program (EEP), the Sunflowerseed Oil Assistance Program (SOAP), the Cottonseed Oil Assistance Program (COAP), and the Dairy Export Incentive Program (DEIP). These programs permit USDA to use either Commodity Credit Corporation (CCC) - owned commodities, generic certificates redeemable for CCC-owned commodities, or cash as export bonuses to allow U.S. commodities to come in world markets against the subsidized exports of other countries. Sales under these four programs are made by the U.S. private sector at prevailing world market prices.

Contacts: **Mr. Mark Rowse**
U.S. Department of Agriculture
SOAP, COAP, DEIP
Commodity Credit Corporation
14th & Independence Ave., SW #4519S
Washington, DC 20250-1000
Tel: (202) 720-5540
Fax: (202) 720-0938

Mr. Jim Warden
U.S. Department of Agriculture
Export Enhancement Program
Commodity Credit Corporation
14th & Independence Ave., SW #4519S
Washington, DC 20250-1000
Tel: (202) 720-2150
Fax: (202) 720-0938

Export Credit Guarantee Program: USDA's two export credit guarantee programs differ primarily in the length of the credit periods they cover. One program covers loans with credit terms of six months up to three years. This program is known as the Export Credit Guarantee Program (GSM-102). Covered commodities includes a broad assortment of U.S. agricultural products ranging from almonds through feed grains to wheat and wood products.

The second program operated by USDA covers loans made for over three but not more than 10 years. This program is known as the Intermediate Export Credit Guarantee Program (GSM-103). It is used in promoting exports of U.S. agricultural products where particular circumstances make a longer term appropriate.

Contact: **Mr. Richard Godsey**
Commodity Credit Corporation
U.S. Department of Agriculture
14th and Independence Ave., SW
Washington, DC 20250-1000
Tel: (202) 720-3224
Fax: (202) 720-2949

Agricultural Research Service (ARS):

(a) USDA/ARS/National Agricultural Library

The National Agricultural Library (NAL) is the foremost agricultural library in the world. It acquires books, journals, maps, audio-visuais, oral histories, and microcomputer software related to the field of agriculture. The library also produces the "Bibliography of Agriculture" and the AGRICOLA database. Tours of NAL are available by appointment.

Contact: **National Agricultural Library**
10301 Baltimore Boulevard
Beltsville, MD 20705-2351
Tel: (301) 504-5755
Fax: (301) 504-7098

Agricultural Trade and Marketing Information Center: The Agricultural Trade and Marketing Information Center is part of the National Agricultural Library (NAL), located in Beltsville, MD. The Center provides information on agribusiness, economic and trade developments in developing countries, trends and new market developments in food marketing, countertrade, trade in commodities, statistical data, and transportation of agricultural products. Resources also include materials on trade legislation such as NAFTA, WTO, import licensing, trade policies, barriers, negotiations, protection of intellectual property rights, and joint venture activities.

Contact: **Ms. Mary Lassanyi, Coordinator**
Agricultural Trade and Marketing Information Center
National Agricultural Library
10301 Baltimore Boulevard
Beltsville, MD 20705-2351
Tel: (301) 504-5509
Fax: (301) 504-6409

Agriculture Network Information Center (AgNic): AgNIC is a prototype distributed on the Internet established to provide a focal point for Internet access to agriculture-related information, subject area experts, and other resources. Agricultural information is defined to include basic, applied, and developmental research, extension services, and teaching activities related to food, agriculture, renewable natural resources, forestry, an relevant subsets of the physical and social sciences. AgNIC provides an array of value-added services:

AgDB-is a database directory of quality agriculture-related databases, datasets, and information systems. It is linked to more than 600 resources.

Agricultural Calendar of Events (AgCal) lists conferences, meetings and seminars and provides a repository for "information about" and "links to agricultural conferences".

Contact: **Internet address: <http://www.agnic.org>**

Agricultural Marketing Service (AMS):

(a) USDA/AMS/Transportation and Marketing

Shipper and Exporter Assistance: USDA's Shipper and Exporter Assistance (SEA) program provides new and experienced agricultural exporters with the information they need to get their products overseas, ontime, in good condition, and at the lowest cost. New exporters and even experienced exporters can benefit from a variety of SEA-produced publications and videos. SEA general information publications cover a wide array of transportation issues, including finding a freight forwarder, selecting transportation options, packaging, container loading, temperature management, and much more.

Agricultural exports must meet the specific requirements and a realistic understanding of their transportation and distribution systems is a must. SEA coordinates seminars to address these regional-specific requirements. SEA provides market information such as a weekly newsletter covering developments affecting the transport of grain both in the domestic and international market place and a monthly ocean container freight bulletin. SEA produces special reports on moving U.S. products to emerging markets. Special reports cover issues such as packaging, refrigeration and container requirements, ocean carrier services and transshipment routings, shipping costs of top agricultural exports, foreign port operations and customs procedures, and internal distribution systems.

Contact: **Shipper and Exporter Assistance**
TMD, AMS
U.S. Department of Agriculture
Room 1217 South Building
Washington, DC 20250
Tel: (202) 690-1304
Fax: (202) 690-1340
Email: James_A_Caron@USDA.gov
Automated FAX delivery System: (202) 690-1701
Internet address: <http://www.usda.gov.ams>

(b) USDA/AMS/Market News

AMS market news reports provide up-to-the-minute information on commodity prices, demand, movement, volume, and quality. The reports can be accessed through newspapers, television, and radio; printed reports mailed or faced directly to the user; by telephone recorders; by electronic access through Sprint and the Internet; or by direct contact with USDA reports. Because this information is made so widely available, farmers and those who market agricultural products are better able to compete, ensuring consumers of a stable and reasonably priced food supply.

Contact: **Commodity divisions of the AMS:**

Fruits, Vegetables, and Specialty Crops Market News Branch
Tel: (202) 720-2745
Fax: (202) 720-0547

Poultry and Eggs Market News Branch
Tel: (202) 720-6911
Fax: (202) 720-2403

Milk and Other Dairy Products Market News Branch
Tel: (202) 720-7461
Fax: (202) 720-4844

Cotton Market News Branch
Tel: (901) 384-3016
Fax: (901) 384-3036

Livestock, Meats, Grain, and Hay Market News Branch

Tel: (202) 720-6231

Fax: (202) 690-3732

Tobacco Market News Division

Tel: (202) 205-0489

Fax: (202) 205-0099

AgNews Flashfax Service:

U.S. Department of Agriculture news releases, fact sheets on agency programs, and biographies for agency officials can be obtained from the AgNews Flashfax.

Contact: Tel: (202) 690-3944 and follow the instructions.

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

XIII. Exchanges and Training Programs

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.

Contact: Ms. Laurie Matchneer
Institute for International Education (IIE)
1400 K Street, NW
Washington, DC 20005
Tel: (202) 326-7710
Fax: (202) 326-7698

USAID Farmer-to-Farmer Program

The Farmer-to-Farmer (FTF) Program provides funding for U.S. farmers and agricultural professionals who volunteer their time to conduct short-term training and provide their technical expertise to host country farmers, agribusinesses, and agricultural organizations worldwide. FTF volunteers are individuals who have domestic careers, farms, and agribusinesses or are retired and want to participate in development efforts. The program is implemented by six grantees.

These include: Agricultural Cooperative Development International/Volunteers in Overseas Cooperative Assistance (ACDI/VOCA), Citizens Network (CN), Land O'Lakes, Partners of the Americas, Winrock International, and the U.S. Peace Corps. Since 1991, FTF volunteers have completed more than 4,000 FTF assignments in more than 70 other countries worldwide.

The following countries in Africa received FTF volunteers in 1997: Ethiopia, Ghana, Mozambique, Uganda, and Zimbabwe. 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: Mr. Larry Harms, Program Manager
Bureau of Humanitarian Response/Private Voluntary Cooperation (BHR/PVC)
Washington, DC 20523-0804
Tel: (703) 351-0227
Fax: (703) 351-0212

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. USIA spent \$383 million during FYs 1990-1994 on its programs in Sub-Saharan Africa.

USIA Africa Contact Information:

Central Africa Country Officer	Ms. Cynthia Caples	(202) 619-5926
East Africa Country Officer	Mr. David Andresan	(202) 619-5917
West Africa (Anglophone) Country Officer	Ms. Claudia Anyaso	(202) 619-6908
West Africa (Francophone) Country Officer	Ms. Judith Mudd Kaula	(202) 619-5921
Southern Africa Country Officer	Mr. Paul Patin	(202) 619-6904

Internet: <http://www.usia.gov>
Public Information: (202) 619-4355

XIV. Additional Organizations and Resources

Africa Trade Forum

The 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 usually held at 1800 K Street, NW, Floor B1, Conference Room B. Cost is \$10 at the door.

Contact: **Samuels International Associates, Inc.**
2 Lafayette Center, Suite 710
1133 21st Street, NW
Washington, DC 20036
Tel: (202) 223-7683
Fax: (202) 223-7687

Center for Strategic & International Studies (CSIS)

CSIS Africa Studies Department hosts 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.

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

Central Intelligence Agency (CIA) World Factbook

The CIA World Factbook 1996 provides concise profiles of each country in the world. The Factbook includes valuable information about the government, geography, people, economy, transportation, communication, and defense for each country.

CIA Internet address: <http://www.odci.gov/cia>

CIA World Factbook: <http://www.odci.gov/cia/publications/pubs.html>

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.

A significant portion of CFA's constituency is either directly engaged in or seeking to become engaged in doing business and trade with Africa.

Contact: Mr. Melvin Foote, Executive Director
Constituency for Africa
1629 K Street, NW, Suite 1010
Washington, DC 20006
Tel: (202) 371-0588
Fax: (202) 371-9017
E-mail: csanet@csanet.org

Corporate Council on Africa (CCA)

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.

CCA activities include organizing trade and investment missions to Africa (Mozambique and Zimbabwe, 1995, Ethiopia and Eritrea, 1996, Cote d'Ivoire and Congo, 1997), organizing programs/events on behalf of African leaders, testifying to Congressional Committees, an annual Summit on Africa (April 1997), among others. Upcoming activities include a Trade & Outreach Mission to Namibia and Angola, September, 1997. CCA publishes a quarterly newsletter.

<p>Contacts: Corporate Council on Africa 1660 L Street, NW, Suite 301 Washington, DC 20036 Tel: (202) 835-1115 Fax: (202) 835-1117 Internet address: http://www.africacnc.org</p>	<p>Executive Director, Mr. David H. Miller Public Relations Director, Ms. Mary Swann Membership Services Director, Mr. Christopher Alion Trade Missions Director, Nicole Lescarbeau</p>
---	--

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.

<p>Contacts: Mr. J. Daniel O'Flaherty, Director Ms. Emily Solomon, Assistant Director U.S.-South Africa Business Council 1625 K Street, NW Washington, DC 20006 Tel: (202) 887-0278 Fax: (202) 452-8160</p>	<p>Ms. Kathi Walther U.S.-South Africa Business Council Johannesburg, South Africa Tel/Fax: 011-27-11-786-15-08</p>
--	---

U.S.-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 September 1997.

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
Internet: <http://ourworld.compuserve.com/homepages/usacc>

Africa Trade and Investment Resource Materials

- ◆ **Africa Trade Flows and Effects of the Uruguay Round Agreements and U.S. Trade and Development Policy**, October 1996

This semi-annual report was mandated by Section 134 of the Uruguay Round Agreements Act. It 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. The next edition of this report will be available September 1997.

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

- ◆ **World Investment Directory, Volume 5 Africa**, May 1997
Sales no: 97IIA1. The cost is \$75.

United Nations Publications
2 United Nations Plaza
Room DC2-853
New York, NY 10017
Tel: (800) 253-9646
Internet address: <http://www.un.org/Publications>

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.

Twenty-four 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

XV. African Foreign Embassies and Representatives in Washington, DC

Embassy of the Republic of Angola

1819 L. Street, 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 Botswana

3400 International Drive, NW
Suite 7M
Washington, DC 20008
Tel: (202) 244-4990 / 4991
Fax: (202) 244-4164

Embassy of Burkina Faso

2340 Massachusetts Avenue, NW
Washington, DC 20008
Tel: (202) 332-5577 / 6895

Embassy of the Republic of Burundi

2233 Wisconsin Avenue, NW
Suite 212
Washington, DC 20007
Tel: (202) 342-2574

Embassy of the Republic of Cameroon

2349 Massachusetts Avenue, NW
Washington, DC 20008
Tel: (202) 265-8790 / 8794

Embassy of the Republic of Cape Verde

3415 Massachusetts Avenue, NW
Washington, DC 20007
Tel: (202) 965-6820
Fax: (202) 965-1207

Embassy of the Central African Republic

1618 22nd Street, NW
Washington, DC 20008
Tel: (202) 483-7800 / 7801
Fax: (202) 332-9893

Embassy of the Republic of Chad

2002 R Street, NW
Washington, DC 20009
Tel: (202) 462-4009
Fax: (202) 265-1937

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 Street
2nd Floor
New York, NY 10017

Embassy of the Democratic Republic of the Congo (formerly Zaire)

1800 New Hampshire Avenue, NW
Washington, DC 20009
Tel: (202) 234-7690 / 7691
Fax: (202) 686-3631

Embassy of the Republic of Congo

4891 Colorado Avenue, NW
Washington, DC 20011
Tel: (202) 726-5500 / 0825
Fax: (202) 726-1860

Embassy of the Republic of the Cote d'Ivoire

2424 Massachusetts Avenue, NW
Washington, DC 20008
Tel: (202) 797-0300

Embassy of the Republic of Djibouti

1156 15th Street, NW, Suite 515
Washington, DC 20005
Tel: (202) 331-0270
Fax: (202) 331-0302

Embassy of Equatorial Guinea

1511 K Street, NW, Suite 405
Washington, DC 20005
Tel: (202) 393-0525
Fax: (202) 393-0348

Embassy of the State of Eritrea

1708 New Hampshire Avenue, NW
Washington, DC 20009
Tel: (202) 319-1991
Fax: (202) 319-1304

Embassy of Ethiopia

2134 Kalorama Road, NW
Washington, DC 20008
Tel: (202) 234-2281 / 2282
Fax: (202) 328-7950

Embassy of the Gabonese Republic

2034 20th Street, NW
Suite 200
Washington, DC 20009
Tel: (202) 797-1000
Fax: (202) 332-0668

Embassy of The Gambia

1155 15th Street, 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 Place, 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 Street, NW
Washington, DC 20008
Tel: (202) 387-6101
Fax: (202) 462-3829

Embassy of the Republic of Liberia

5201 16th Street, NW
Washington, DC 20011
Tel: (202) 723-0437

Embassy of the Republic of Madagascar

2374 Massachusetts Avenue, NW
Washington, DC 20008
Tel: (202) 265-5525 / 5526

Embassy of Malawi

2408 Massachusetts Avenue, NW
Washington, DC 20008
Tel: (202) 797-1007

Embassy of the Republic of Mali

2130 R. Street, NW
Washington, DC 20008
Tel: (202) 332-2249 / 939-8950
Fax: (202) 332-6603

Embassy of the Islamic Republic of Mauritania

2129 Leroy Place, NW
Washington, DC 20008
Tel: (202) 232-5700

Embassy of the Republic of Mauritius

4301 Connecticut Avenue, NW
Suite 441
Washington, DC 20008
Tel: (202) 244-1491 / 1492
Fax: (202) 966-0983

Embassy of the Republic of Mozambique

1990 M. Street, NW
Suite 570
Washington, DC 20036
Tel: (202) 293-7146
Fax: (202) 835-0245

Embassy of the Republic of Namibia

1605 New Hampshire Avenue, NW
Washington, DC 20009
Tel: (202) 986-0540
Fax: (202) 986-0443

Embassy of the Republic of Niger

2204 R Street, NW
Washington, DC 20008
Tel: (202) 483-4224 to 4227

Embassy of the Federal Republic of Nigeria

1333 16th Street, NW
Washington, DC 20036
Tel: (202) 986-8400

Embassy of the Republic of Rwanda

1714 New Hampshire Avenue, NW
Washington, DC 20009
Tel: (202) 232-2882
Fax: (202) 232-4544

Embassy of the Republic of Senegal

2112 Wyoming Avenue, NW
Washington, DC 20008
Tel: (202) 234-0540 / 0541

Embassy of Sierra Leone

1701 19th Street, 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 Avenue, NW
Washington, DC 20008
Tel: (202) 232-4400
Fax: (202) 265-1607

Embassy of the Republic of the Sudan

2210 Massachusetts Avenue, NW
Washington, DC 20008
Tel: (202) 338-8565 to 8570
Fax: (202) 667-2406

Embassy of the Kingdom of Swaziland

3400 International Drive, NW
Washington, DC 20008
Tel: (202) 362-6683 / 6685
Fax: (202) 244-8059

Embassy of the United Republic Tanzania

2139 R Street, NW
Washington, DC 20008
Tel: (202) 939-6125
Fax: (202) 797-7408

Embassy of the Republic of Togo

2208 Massachusetts Avenue, NW
Washington, DC 20008
Tel: (202) 234-4212
Fax: (202) 232-3190

Embassy of the Republic of Uganda

5911 16th Street, NW
Washington, DC 20011
Tel: (202) 726-7100
Fax: (202) 726-1727

Embassy of the Republic of Zambia

2419 Massachusetts Avenue, NW
Washington, DC 20008
Tel: (202) 265-9717 to 9719, inclusive
Fax: (202) 332-0826

Embassy of the Republic of Zimbabwe

1608 New Hampshire Avenue, NW
Washington, DC 20009
Tel: (202) 332-7100
Fax: (202) 483-9326

To order any of the following documents:
call **1-800-872-4348** or send an e-mail to **ctis@usaid.gov**

These documents are also available on the World Wide Web at <http://www.info.usaid.gov/business/ctis/index.html>

U.S. Agency for International Development:
Guide to Doing Business with the U.S. Agency for International Development

Asia:

Asia and Near East: A Resource Guide

Central and Eastern Europe:

Central and Eastern Europe: A Resource Guide
Financing Guide: Central and Eastern Europe

Latin America and the Caribbean:

Latin America and the Caribbean: A Resource Guide
Financing Guide: Latin America and the Caribbean
Haiti: A Resource Guide

New Independent States:

New Independent States: A Resource Guide

Sectors:

Agribusiness Resource Guide
Energy and the Environment Resource Guide
Health Sector Resource Guide
Housing and Construction Resource Guide
Telecommunications Resource Guide

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: etorrey@usaid.gov