

**ZAMBIA TRADE AND INVESTMENT ENHANCEMENT
PROJECT (ZAMTIE)**

Contract Number 690-C-00-00-00283-00

Supported By: United States Agency for International
Development (USAID)

Implementing Contractor: Nathan Associates Inc
2101 Wilson Boulevard, Suite 1200
Arlington VA 22201

Sub-contractors: Independent Management
Consulting Services Ltd
Aurora Associates International, Inc
Cargill Technical Services
JE Austin Associates, Inc

ZAMTIE ANNUAL REPORT
(November 2000 through November 2001)

December 2001

55 Independence Avenue,
PO Box 39398, Lusaka, Zambia
Tel: (260-1) 251177 or 251127
Fax: (260-1) 251141, E-mail:ronblack@coppernet.zm

ZAMTIE ANNUAL REPORT
(November 2000 through November 2001)

TABLE OF CONTENTS

	<i>Page</i>
Acronyms and Abbreviations	3
Introduction	5
Project Management	5
Highlights of Project Activities	5
Reducing Barriers to Trade and Investment	7
Capacity Building	16
Fostering Linkages	22
Financial Report (through November 2001)	28
ATTACHMENT 1: ZAMTIE Reports	30
ATTACHMENT 2: ZAMTIE Project Milestones	32
ATTACHMENT 3: ZAMTIE's Cooperation with other USAID Projects	67

ACRONYMS AND ABBREVIATIONS

AGOA	Africa Growth Opportunities Act
APHIS	Animal and Plant Health Inspection Service
BF	Business Forum
CCCI	Chipata Chamber of Commerce and Industry
CDBA	Chipata District Business Association
CM	Chamber of Mines
COMESA	Common Market of Eastern and Southern Africa
COP	Chief of Party
CTO	Cognizant Technical Officer
DBA	District Business Association
EBZ	Export Board of Zambia
EU	European Union
FAO	Food and Agricultural Organization
GMC	Genetically Modified Crops
IESC	International Executive Service Corps
IT	Information Technology
KCN	Konkola Copper Mines
MAFF	Ministry of Agriculture, Food and Fisheries
MCTI	Ministry of Commerce, Trade and Industry
MFED	Ministry of Finance and Economic Development
NBCA	National business chamber or association
NTDB	National Tourism Development Board
PBA	Provincial Business Association
PHRD	World Bank's Japanese grant facility
PRSP	Poverty Reduction Strategy Paper
PS	Permanent Secretary
RAPID	Regional Activity to Promote Integration through Dialogue
RCSA	Regional Center for Southern Africa
SADC	Southern African Development Community
SO1	USAID's strategic objective one
TCZ	Tourism Council of Zambia
US	United States
USAID	United States Agency for International Development
USDA	United States Department of Agriculture
UNDP	United Nations Development Program
WTO	World Trade Organisation
ZACCI	Zambia Chamber of Commerce and Industry
ZAM	Zambia Association of Manufacturers
ZAMTIE	Zambia Trade and Investment Enhancement

ZATAC	Zambia Agribusiness Technical Assistance Center
ZCSMBA	Zambia Chamber of Small and Medium Business Associations
ZEGA	Zambia Export Growers Association
ZESCO	Zambia Electricity Supply Corporation
ZIC	Zambia Investment Centre
ZNFU	Zambia National Farmers' Union

INTRODUCTION

Nathan Associates Inc was awarded a contract in late 2000 to manage the United States Agency for International Development (USAID) project known as the Zambia Trade and Investment Enhancement Activity (ZAMTIE). To assist Nathan there are four sub-contractors – Independent Management Consulting Services Ltd; Aurora Associates International, Inc; Cargill Technical Services; and JE Austin Associates, Inc. The goal of the project, as its name suggests, is to stimulate trade and investment. In doing this it is believed that the project will assist USAID in achieving its first strategic objective (SO1), that is, to increase rural incomes of selected groups. Under its goal, ZAMTIE has three objectives. These are (1) to reduce barriers to trade and investment, (2) to build capacity in public and private sector organizations to facilitate economic growth and reduce poverty and (3) to foster linkages to optimise rural income-generating investment and trade opportunities between and among producers, suppliers, processors, traders, service providers, and consumers within and outside of Zambia. The project is to focus on agriculture and agribusiness, natural resources and tourism.

This is the project's first annual report. It covers the period of 17 November, when the Chief of Party arrived in Zambia, through November 2001.

PROJECT MANAGEMENT

The ZAMTIE activity is managed by a Chief of Party (COP), Dr Ron Black. Within USAID's Office for Agriculture and the Private Sector, headed by Ms Helen Gunther, Dr Black reports to the project's Cognizant Technical Officer (CTO), Ms Susan Gale, the Private Sector Manager. The Contracting Officer for ZAMTIE is Ms Karin Kolstrom based at the USAID Regional Center for Southern Africa (RCSA) in Gaborone, Botswana.

The project had two senior staff – Dr Dr Blarcom, Trade and Investment Adviser, and Mr Richard M Kapita, Private Sector Development Specialist. They were responsible for activities in their respective areas for pursuing the project's three objectives – reducing barriers, building capacity and fostering linkages. In addition Mr Harrison Chikobe, Accountant/Administrator, handled the project's financial and administrative matters and Ms Beatrice Mwanamuchende, Executive Officer, manages the project office in addition to carrying out some information outreach activities. Mr Sunday Chimbanka and Mr Wellington Kasema are respectively Driver/Orderly and Driver/Office Assistant for the project.

HIGHLIGHTS OF PROJECT ACTIVITIES

At the inception of the project, USAID agreed with ZAMTIE that the probability of obtaining desired projects results would be enhanced if the project were demand driven. This – client demand -- has subsequently been the driving force shaping the project. It has led to a number of successes and has set

the stage for even greater progress in the future. Some of the highlights of the project follow.

- **Preparation of Zambians for 4th World Trade Organization (WTO) Ministerial** – The project assisted the government and the private sector (particularly agriculture) to analyse and formulate negotiating positions for the 4th WTO Ministerial Meeting. The project supported the Zambian delegation with an advisor at a Common Market for Eastern and Southern Africa (COMESA) Preparatory Meeting in Cairo. The project also supported a private sector participant from the Zambia National Farmers Union (ZNFU) to attend the 4th WTO Ministerial in Doha. This, at least, contributed to the WTO decision to negotiate the gradual reduction of export subsidies on agricultural products.
- **African Growth and Opportunities Act (AGOA) visa system** – The project assisted in drafting documentation and facilitating approval for the AGOA visa system which provides required source of origin information for textile and apparels. This should open large markets for Zambian cotton, yarn, textiles and apparels. As these sectors have excess capacity, greater production should result in less costly and thus more competitive products thus creating a virtuous circle.
- **Study of cascading tariffs** – An analysis was conducted and widely disseminated that demonstrated how the present Zambian system of cascading tariffs encourages low value added investments.
- **The Business Forum** – A forum of the leading chief executive officers of the country's five major business associations was established which should allow common positions to be reached and conveyed to relevant government officials. The organizations represented are the Zambia Association of Chambers of Commerce and Industry (ZACCI), the Zambia National Farmers Union (ZNFU), the Tourism Council of Zambia (TCZ), the Chamber of Mines, and the Zambia Association of Manufacturers (ZAM).
- **Strategic plan for the Tourism Council of Zambia** – The project has provided consultants to assist the Tourism Council to develop a strategic development plan which broadens the Council's membership base and integrates its marketing activities more closely with those of government. The World Bank is considering support for implementation.
- **Trade negotiations** – The project has worked with the staff of the Ministry of Commerce, Trade and Industry to further develop their negotiating skills. As an example, a Zambia team avoided acceptance of a treaty with Zimbabwe, which would have abdicated some of Zambia's trade rights.
- **Directory of Financial and Technical Assistance Available in Zambia** – The project has prepared a *Directory of Financial and*

*Technical Assistance*¹, which received wide distribution. The Zambia Investment Centre has requested permission to place the *Directory* on the Centre's website.

- **Study of trade and investment opportunities in agriculture** – The project has conducted a study and completed a draft report of Zambian trade and investment opportunities in agriculture.
- **Federation of small-scale gemstone mining and processing businesses** – The project is in the process of facilitating the formation of a federation of gemstone mining and processing businesses, which will become a member of the Chamber of Mines. This will provide organization to a currently disorganized economic sector, it will provide a base for representational activities for the sector as well as for establishing infrastructure such as a gem exchange, and it will broaden the representational base of the Chamber of Mines thus strengthening the Chamber's positions.

Other project activities are described in the following sections in accord with the project's three major components – reducing barriers to trade and investment, capacity building and fostering business linkages.

REDUCING BARRIERS TO TRADE AND INVESTMENT

Demand for ZAMTIE support in response to emerging trade and investment problems, opportunities and issues grew throughout the year. The project contributed to an increase in dialogue between the public and private sectors. Table 1 provides a list of issues, ZAMTIE responses and results to date.

Table 1. ZAMTIE's Response to Trade and Investment Problems, Opportunities and Issues and Concomitant Results

Problems/ Opportunities/Issues	ZAMTIE Response	Results
European Union (EU) negotiations on Zambia's sugar allocation	Assisted Zambia's Brussels' mission by suggesting criteria	Zambia's sugar allocation by the EU was increased from 12,000 to 24,000 tonnes annually
Imported products from Zimbabwe threatening local industry	Analysed the Community for East and Southern Africa (COMESA), the Southern African Development Community (SADC) and World Trade	ZAMTIE assisted in drafting a statutory instrument to put in place safeguard measures

¹ Attachment 1 contains a list of ZAMTIE reports prepared during the year.

	<p>Organization (WTO) provisions for safeguard and assessed its potential as a trade remedy for Zambia. Based upon this analysis, the government decided to develop safeguard rules and the Ministry of Commerce, Trade and Industry (MCTI) requested ZAMTIE's support.</p>	
Zambia-Zimbabwe trade disputes	<p>Facilitated private sector discussions and assisted in drafting private sector issue papers and MCTI negotiating positions. This included a review of a proposed Zambia-Zimbabwe trade treaty and advice for Zambia not to sign in its current form.</p>	<p>Avoided acceptance of a treaty which would have abdicated some of Zambia's trade rights</p>
Energy Regulatory Board instructions to ZESCO to review farmers electricity tariffs	<p>Supported ZNFU in development of position on rationalizing electricity tariffs for farmers</p>	<p>ZESCO has tentatively committed to running a pilot project to test certain of the ZNFU proposals</p>
Access of Zambian agricultural produce into the US market	<p>Assessed problem and initiated formation of coalition to provide necessary inputs for market entry. The project also sponsored two private sector participants in a USDA training program in South Africa on conducting pest risk analyses. A project representative met with the USDA representative</p>	<p>A draft pest risk assessment (PRA) for asparagus has been completed. ZAMTIE has proposed that a consultant from the Food and Agricultural Organization's (FAO's) International Plant Protection Convention (IPPC) be invited to Zambia to help in finalize the draft asparagus PRA. The Animal and Plant Health Inspection Service (APHIS) of the</p>

	<p>concerned with plant entry into the US in South Africa. ZAMTIE was instrumental in bringing a subsequent USDA training program to Zambia as well as organizing part of the Zambia program which highlighted Zambia's plant export technology.</p>	<p>USDA is examining the possibility of hosting a Zambian PRA researcher at one of the APHIS PRA laboratories to work on other Zambian PRAs.</p>
<p>Africa Growth and Opportunities Act (AGOA) access to US market for textiles and apparel requires US approval of Zambia's transshipment regime</p>	<p>Draft AGOA and WTO Article V regulations</p>	<p>Office of the US Trade Representative (USTR) informally notifies the Zambian government that its AGOA documentation is in order</p>
<p>Appreciation of the kwacha in face of continued domestic inflation</p>	<p>Initiated study of impact of the kwacha appreciation on agrobased exports and local input supplier firms</p>	<p>Study was completed and distributed. It documented significant problems for the export sector. At the World Bank's request a meeting was held there to discuss the report.</p>
<p>4th WTO Ministerial</p>	<p>ZAMTIE assisted the government and agricultural sector in analysing issues for the 4th Ministerial. This included participation of a ZAMTIE staff member in a Common Market for Eastern and Southern Africa (COMESA) Ministerial Meeting aimed at reaching common COMESA positions.</p>	<p>Zambia's WTO policy position was widely circulated (Geneva, Lusaka and Washington) prior to the Ministerial. ZAMTIE supported the participation of a private sector representative on the country's delegation from the agriculture and agrobased business sector. This, at least, contributed to the WTO decision to negotiate the gradual reduction of export subsidies on agricultural products.</p>
<p>Zambia's Integrated</p>	<p>To support a</p>	<p>A public-private</p>

<p>Framework position</p>	<p>Government of Zambia-USAID Integrated Framework national stakeholders meeting, ZAMTIE prepared “Zambia Needs Assessment within the Context of the Integrated Framework”. The project also supported the organization and conduct of this important workshop on mainstreaming trade into all areas of development.</p>	<p>steering committee was established with the purpose of providing a platform for public/private/donor collaboration aimed at achieving Zambia’s export potential</p>
<p>Poverty Reduction Strategy Paper</p>	<p>ZAMTIE participated in the preparation of the zero draft for the tourism chapter. The project prepared a policy note for the Strategy Team Leader on the importance of economic growth for poverty reduction and a trade and investment issue paper, which was presented to the Strategy Team as it was concluding its zero drafts. ZAMTIE provided comments on the zero drafts for the agriculture, tourism and industry chapters, a number of which were included in the first draft. The project participated in the symposium, which reviewed the first draft, and additional suggestions were</p>	<p>ZAMTIE provided significant input for the tourism, agriculture and industry chapters of the Strategy Paper. Particularly, the project influenced the connection between economic growth and poverty reduction, the need for private sector input and participation in the development of national plans and policies, and the importance of taking into account trade and investment issues in all development areas.</p>

	provided.	
Zambia's system of cascading tariffs	Analysis of the impact of a system of cascading tariffs on investment incentives	The analysis demonstrated that the Zambian tariff system encourages investment in low value added ventures. These results were presented in a report and at a workshop.

ZAMTIE provided the Trade and Investment Promotions Officer at the Zambian Embassy to the EU in Brussels assistance in developing and proposing criteria for new EU sugar allocations. As a result of these negotiations Zambia received an additional 12,000 tonnes quota. This boosts Zambia overall annual sugar quota for the EU to 24,000 tonnes.

A major concern of Zambian industry during the year was a surge of Zimbabwean products flowing into the country, partially as a result of the dual foreign exchange rate in Zimbabwe and the shortage of foreign exchange in that country, reportedly at prices that were equivalent to dumping. Among the dozen or so products stimulating complaints were wheat flour, long life milk and edible oils. ZAMTIE assisted the Government in drafting safeguard regulations for a statutory instrument that would put this trade remedy in place.

At the request of MCTI, the proposed Zambia-Zimbabwe trade treaty was reviewed. A recommendation was made that the treaty in its present shape not be transmitted to the Zimbabweans, as it would abdicate certain of Zambia's trade rights. This was accepted.

As a result of a ruling of the Energy Regulatory Board (ERB), ZNFU was given the opportunity to make a case to the national electricity company, Zambia Electricity Supply Corporation (ZESCO), for a more rational and beneficial electricity tariff structure for farmers. At the request of ZNFU, ZAMTIE brought an energy economist to Zambia to work with ZNFU on the preparation of their proposal.² This was presented to ZESCO in early April proposing a tariff structure that would encourage conservation and quality service. After considerable delay, ZESCO is apparently now committing itself to implementing most of the proposed tariffs in a pilot project.

With the African Growth and Opportunity Act (AGOA) signed into law just before the initiation of ZAMTIE, the US offered the prospect of duty free imports of African goods into the United States. However, as Zambian agricultural export growers soon discovered, most agricultural exports to the US were barred by US Department of Agriculture (USDA) procedures and

² See Dr Robert Batt, ZAMTIE Consultant, *ZAMTIE Support for ZNFU Electricity Tariff Request*, April 2001.

requirements. Unless this situation can be resolved or overcome, the value of AGOA to Zambia will be considerably reduced from initial expectations. During the year, ZAMTIE worked on several fronts to assist the Zambian exporters. We determined the status of past petitions for product approval; we obtained information on the procedures and steps required to work through the USDA process and provided this to the export growers; we began assisting the exporters and Zambia Export Growers Association (ZEGA) to navigate the process for nine priority products; and, in an attempt to speed up the process, we assisted in setting up an informal coalition consisting of the exporters, ZEGA, ZNFU, a US importer, the Zambian Ministry of Agriculture, the Zambian Ambassador to the United States, the USAID projects Zambia Agribusiness Technical Assistance Center (ZATAC) and the Regional Activity to Promote Integration through Dialogue (RAPID), and the USDA Animal and Plant Health Inspection Service's (APHIS's) Africa Office in Pretoria to facilitate the processing of petitions for Zambian agricultural produce into the United States.

One of the procedures required for most fresh produce to enter the US is to have a pest risk assessment (PRA) performed. At ZEGA's request, in accordance with procedure provided by ZAMTIE, the Ministry of Agriculture, Food and Fisheries (MAFF) wrote the USDA requesting that PRAs be conducted for nine products – baby corn, fine beans, baby carrots, baby courgettes/zucchini, asparagus, chillies, leeks, okra, and sugar snaps. During the year, a draft PRA for asparagus was completed. ZAMTIE has recommended that a consultant from the Food and Agricultural Organization's IPPC be requested to help finalize the asparagus draft PRA. During the year, ZAMTIE supported two private sector participants to attend a USDA training program on pest risk analyses held in Cape Town. The project was also instrumental in attracting a joint USDA-COMESA PRA training program to Zambia and gaining approval for ten Zambian participants including the heads of the four MAFF laboratories that will be responsible for conducting PRAs in Zambia. The project also arranged, for the PRA program, a field tour of one of Zambia's main export packinghouses and of ZEGA's cold room facilities at the airport. The tour provided USDA/APHIS officials with an appreciation of the sophistication of Zambia's vegetable processing industry, which is already exporting a number of vegetable products to Europe, New Zealand and Australia. Following the program, the APHIS Southern African representative agreed to try to obtain approval for one of the local PRA assessors to work for a period in one of the APHIS PRA laboratories in the States under the guidance of an APHIS scientist.

Another requirement for exports under AGOA relates to apparels and textiles. For these exports strict source of origin requirements apply and it is necessary to have an approved system – called a visa system – in place that meets US approval. ZAMTIE's support included assisting MCTI and the Zambia Revenue Authority (ZRA) in the development of the requirements for the AGOA visa system. A certificate of origin was prepared, a stamp design reviewed and improved, and the project drafted the AGOA regulations. To meet US requirements it was also necessary to be in compliance with the WTO Agreement on Textiles and Clothing. The project drafted a statutory

instrument to accomplish this. By the end of the project year, the Zambian government had been notified by the US Trade Representative's (USTR's) Office that the visa documentation was in order and could be officially submitted.

After a steep depreciation of the Kwacha against major international currencies, particularly the US dollar, in the last quarter of 2000, the government initiated a number of administrative steps in January 2001 that resulted in a dramatic appreciation of the Zambian currency. This was in the face of continued inflation. To better understand the implications of the government actions, a study of the implications of the 2001 foreign exchange measures on the agri-business community was completed and published.³ One of the findings was that there was considerable confusion when the measures were first applied because of a lack of dialogue between the government and financial institutions as well as the private business sector. Interest rates on borrowing from local banks went up to the 40-60 percent range from 30-40 percent. There was a sharp appreciation of local currency, which made agri-produce more expensive and hence less competitive on the international market. This has led to a fall in company income and possibly also a fall in government tax receipts. The sharp appreciation of the kwacha resulted in an increase in input costs because they did not fall in price to match the appreciation of local currency. Of particular note in this regard was the price of labour. The sudden appreciation of the kwacha meant that labour cost went up by 30-40 percent or more. The report was widely circulated and, at the request of the Acting Resident Representative, briefed at the World Bank.

In preparation for the 4th WTO Ministerial, the project assisted the MCTI in analysing issues for the Ministerial and in reaching a national position. As part of the preparation ZAMTIE participated in a COMESA Ministerial Meeting in Cairo aimed at reaching common COMESA positions on important issues. The project also worked with the Zambia National Farmers Union to develop a private sector position with respect to agricultural related issues. The project supported the President of the association to participate as a member of the national team at the Doha Ministerial. As part of the preparation, ZAMTIE assisted the MCTI to develop a number of briefing papers related to the 4th Ministerial. These included papers on implementation issues such as provision of (1) incentives to enterprises and institutions to promote and encourage technology transfer to least developed countries, (2) technical assistance in the area of processing technologies, and research and infrastructure aimed at removing supply constraints and (3) technical assistance to help with development of technical standards. There was also a concern about the inclusion of new issues such as foreign investment, competition, and transparency of government procurement. Another concern was that non-trade issues remain outside of the WTO – for example, that labour standards remain with ILO. The briefing papers on these issues were used in Cairo and Doha. Prior to the Doha meeting the issue papers were

³ *Report of a Study on the Implications of the 2001 Foreign Exchange Measures on the Agri-Business Community*, July 2001.

circulated in Lusaka, Washington and Geneva. Thus, Zambia has a coordinated position on WTO issues.

During the year, the project also assisted the MCTI in analysing its position with respect to a bilateral treaty with Malawi and a meeting of the COMESA Trade and Customs Committee – the latter covered non-tariff barriers, sectoral task forces, a common external tariff and customs union, rules of origin, harmonization of customs legislation, competition policy, a regional integration facilitation forum as well as the WTO negotiations. Also an analysis of COMESA, SADC and WTO rules with respect to export prohibitions was conducted for MCTI.

In support of the USAID sponsored Integrated Framework Stakeholders Meeting, ZAMTIE assisted the Zambian government in preparation of its “Zambia Needs Assessment within the Context of the Integrated Framework”. The project also supported the organization and conduct of this important workshop on mainstreaming trade into all areas of development. A public-private steering committee was established with the purpose of providing a platform for public/private/donor collaboration aimed at achieving Zambia’s export potential.

ZAMMTIE contributed to the Poverty Reduction Strategy Paper (PRSP) being prepared by the Ministry of Finance through (1) participating in the preparation of the tourism sector working paper and (2) preparing a trade and investment issues paper in conjunction with the Zambia Investment Centre (ZIC) and the Export Board of Zambia (EBZ), which was presented by ZAMTIE at a Strategy Team retreat and received coverage in the Zambian press,⁴ (3) providing comments on the zero drafts of the agriculture, tourism and industry chapters. In the process of providing the latter comments, ZAMTIE consulted with USAID, the USAID project Zambia Agribusiness Technical Assistance Center (ZATAC) and the Zambia National Farmers Union (ZNFU) for the agriculture paper; the ZAMTIE subcontractor International Management Consulting Services (IMCS) for the industry paper; and the Tourism Council of Zambia (TCZ), the USAID contractor International Executive Service Corps (IESC), and IMCS for the tourism paper. Subsequently ZAMTIE was asked to comment further on a second iteration of the agriculture zero draft and this was done in conjunction with ZATAC. ZAMTIE also participated in and provided additional input at a conference called to review the first draft. Particularly, the project influenced the Paper’s recognizing (1) the connection between economic growth and poverty reduction, (2) the need for private sector input and participation in the development of national plans and policies and (3) the importance of taking into account trade and investment issues in all development areas.

During the course of the year, the project conducted an investment incentives study, which demonstrated how a cascading tariff system, such as the one in

⁴ “Bureaucracy may hinder investors,” *Times of Zambia*, 26 March 2001.
“Red tape hindering investors,” *Times of Zambia*, 27 March 2001.

Zambia, encourages investment in low value added production.⁵ In addition to producing a report, a workshop was held on the subject in the ZATAC conference room.

Table 2 provides an overview of the progress toward achieving milestones related to the project component: reducing barriers to trade and investment. As may be seen, the project achieved or bettered all first year targets for this project component.⁶

Table 2. Component 1: Milestones – Reducing the Barriers to Trade and Investment

MILESTONES	ACCOMPLISHED	YEAR 1 TARGETS	COMMENTS
1. Trade and Investment barriers identified (action plans drawn up for implementation)	6	5	120%
2. Studies undertaken by ZAMTIE (whether or not business associations participated)	4	4	100%
3. Additional national business chambers and associations (NBCA) and provincial business associations (PBA) hearings held as a direct result of ZAMTIE	13	5	260%
4. Percentage of women attending hearings	21	20	105%
5. Newspaper articles written on issues outlined by ZAMTIE	5	5	100%
6. Laws, regulations, policies disseminated to large audience	2	2	100%

⁵ Marcelo T LaFleur, *The Role of Cascading Tariff Structures in Promoting Low Value Added Activities*, August 2001.

⁶ See Attachment 2 for more detailed information on milestone achievements.

CAPACITY BUILDING

The targets for ZAMTIE's capacity building activities are ministries concerned with trade and investment, trade and investment service centers, business chambers and associations and private companies involved in trade and investment. Table 3 lists capacity building support provided during the current project year.

Table 3. ZAMTIE Capacity Building Activities During the Quarter

Event	Recipient	Results
The Business Forum (BF) formation and meetings	Top officials of the country's five largest business chambers and associations – the Zambia Association of Chambers of Commerce and Industry (ZACCI), ZNFU, the Zambian Association of Manufacturers (ZAM), TCZ and the Chamber of Mines (CM)	This Forum, which was initiated during the year and held three meetings where a wide-range of policy issues affecting business in Zambia were discussed. A decision was reached on hiring another ZAMTIE staff member to coordinate Forum activities however the person chosen became ill before taking the position and currently a search is on for a new coordinator.
Development of electricity tariff proposal for ZESCO	ZNFU staff	Increased understanding of electricity tariffs and factors that influence such
Strategic plan for the Tourism Council of Zambia/Search for finance	Tourism Council of Zambia	The plan was prepared and received broad Council acceptance. ZAMTIE assisted dialogue with the World Bank revealed potential financial support for plan if bundled in a joint marketing program between TCZ and the Zambia National Tourism Board (ZNTB).
Chamber administration on-the-job training at	Administrative Secretary of the Kabwe Chamber	With the training, the Administrative Secretary

ZACCI	of Commerce and Industry	was able to set up the Kabwe Chamber's new office and to initiate a business service run by the Chamber
<ol style="list-style-type: none"> 1. Meetings with the Chamber of Mines (CM) representative to the BF and the Executive Director of the CM 2. A workshop with representatives of a number of gemstone associations with the CM Executive Director 3. A gemstone steering committee meeting 	Chamber of Mines and the various Zambian gemstone associations	A decision was taken to attempt to bring the various fragmented gemstone associations together in a section within the CM. IESC joined with ZAMTIE to bring a consultant to Zambia to assist in conducting a workshop where there was general agreement to explore the possibility and a steering committee was established to chart the way forward. At the first steering committee meeting it was decided to attempt, with ZAMTIE and IESC support, to form a Federation of Gemstone Associations which would become a member of the CM.
Demonstration of the management of the Petauke district business association (DBA) as a model	<ol style="list-style-type: none"> 1. Top officials of the Copperbelt, Kitwe, Kabwe and Chipata district business associations 2. Majority of the Kitwe Board of Directors 	Officials of the three visiting associations reported an improvement in their operations as a result of the demonstration program. The Kitwe association further requested support from ZAMTIE to take a number of its Board Members to Petauke to demonstrate possible activities that could be pursued in Kitwe.
1. Meeting with the Export Board of Zambia (EBZ) on the need for e-commerce in	EBZ, KiCCI and other trade and investment stakeholders	A scope of work has been prepared for an e-commerce consultant to assess the state of information technology

Zambia and EBZ's role 2. Meeting with representative of the Kitwe Chamber of Commerce and Industry (KiCCI)		(IT) in Zambia, e-commerce related policies, the readiness of potential stakeholders, and to prepare a strategy to move forward including EBZ's role as an e-commerce "champion". A consultant has been recruited and will arrive in early 2002.
Visit with Manager of Medical Services for Konkola Copper Mines (KCM)	USAID's HIV/AIDS and Orphans Working (HOW) Group	A report was prepared for the HOW Group on KCM's programs related to HIV/AIDS and an HIV prevalence survey of its staff
Proposal for ZAMTIE to support the development of an investment tracking system and website within ZIC	ZIC and the nation's investors	A purchase order has been signed with World Bank's Multilateral Investment Guarantee Agency to develop and implement (1) an investment tracking system for Zambia within ZIC and (2) a ZIC website
Briefing and training sessions on WTO negotiations, trade remedies and particularly the safeguard remedy, trade policy and AGOA	Ministry of Commerce, Trade and Industry officials and staff, other government officials and private sector representatives	Among others benefits, these sessions assisted in the preparation for COMESA, SADC and WTO meetings and the safeguard regulations

As noted in Table 3, the project provided capacity building support to business chambers and associations and their members through a number of mechanisms. The project continued to work with the top management of the country's major chambers and associations through a forum for top business executives from various business sectors to reach common positions on important policy issues affecting business and make representations to government. A person was selected for ZAMTIE to hire to coordinate BF activities but prior to assuming his post he became ill and now a search is underway for a new coordinator.

As noted in the previous section, ZAMTIE is assisting ZNFU with the development of a proposal to ZESCO for more rational tariffs for farmers.

This process is strengthening ZNFU's understanding of electricity tariffs and factors that influence them.

For the Tourism Council, ZAMTIE consultants prepared a strategy to position the TCZ to serve as a spur for the development of the nation's tourism industry. The Council members reached broad agreement on attempting to implement the strategy, meetings were held with a representative of the World Bank on initial primer funding needed to implement the strategy, agreement was reached on the need to incorporate the TCZ strategy implementation into a joint tourism marketing project with the National Tourism Development Board, and ZAMTIE agreed to work with TCZ and the Bank to structure such a project. At this point, advice from the Bank is to coordinate with the Bank's tourism value chain marketing study, funded by the Japanese grant (PHRD) facility, which will lay the foundation for Bank's future funding of tourism marketing in Zambia.

With ZAMTIE support, the KiCCI Administrative Secretary received on-the-job training at ZACCI. As a result of the training the Secretary was able to set up the Kabwe Chamber's new office and to initiate a business service run by the Chamber.

In meetings with officials of the Chamber of Mines, ZAMTIE agreed to work with CM to broaden its membership base by drawing in the small gemstone miners through forming a "section" in the Chamber, which incorporates the various fragmented, mostly regional, gemstone associations. Jointly the International Executive Service Corps (IESC) and ZAMTIE brought a consultant to Zambia to assist in holding a workshop where participating representatives of gemstone associations formed a steering committee to explore the way forward. This committee has requested ZAMTIE and IESC to assist it in forming a Federation of Gemstone Associations, which the committee proposes to become a member of the CM and thus represent the interest of the gemstone miners and processors.

The Petauke district business association has been singled out by the Zambia Chamber of Small and Medium Business Association (ZCSMBA), the mother body of the district business associations, as the most organized and effective of the district business associations. To help strengthen the Kitwe, Kabwe and Chipata DBAs, with which ZAMTIE is working, we organized and supported participation of representatives of these three DBAs in a ZCSMBA workshop in Petauke and on an observation tour of Petauke DBA activities. Reportedly, this tour has led to improvement in the visiting associations' operations. The Kitwe representative was so impressed that she requested ZAMTIE to support a visit to the Petauke association by other of Kitwe association's board members. This was done.

Some capacity building activities are being planned which will benefit both the public and private sectors. For example, ZAMTIE has agreed to bring a consultant to Zambia to assess the prospects of accelerating the introduction of e-commerce into the country and prepare a broad plan for doing so including guidelines for the EBZ to act as a national champion for the

introduction of e-commerce. In conjunction with this planned effort, a forum on the state of the art of IT in Zambian business was held in Kitwe with representatives of the business, financial and IT communities. A scope of work for the IT consultant has been prepared and the consultant is to arrive in early 2002.

Possibly also falling into joint public-private capacity support was the preparation of a report for the USAID HOW Group on Konkola Copper Mines programs related to HIV/AIDS and an HIV prevalence survey conducted by KCM.

Many investors apply for licences with ZIC but never make their investments. Others need assistance from ZIC in overcoming hurdles such as obtaining various licences, obtaining utilities, and so forth. ZIC had no mechanism to keep track of these investors. At ZIC's and USAID's request, ZAMTIE provided the World Bank's MIGA a purchase order to development and implement an investment tracking system at ZIC. This is now in place and operational. This system will track whether investors are living up to their commitments as well help ZIC determine where their support is needed to facilitate the implementation of new ventures. The contract with MIGA also calls for developing an investment oriented website for ZIC. This should be in place in early 2002.

Other support for capacity building was provided to strengthen government agencies, primarily the Ministry of Commerce Trade and Industry but also some officials from other ministries and the private sector participated. Briefings and training programs covered WTO, COMESA and SADC issues, trade negotiations, trade remedies and AGOA opportunities. ZAMTIE provided Ministry officials with articles and papers on topics of interest.

Table 4 provides an overview of the progress toward achieving milestones related to this project component – capacity building. As may be seen the project achieved or exceeded 15 of the 19 milestones. On an average, 165% of the targets were achieved.

Table 4. Component 2: Milestones – Capacity Building

MILESTONE	ACCOMPLISHED	YEAR 1 TARGETS	COMMENTS
1. Studies/assessment that NBCAs or PBAs participated in	2	2	100%
2. Percentage of ZAMTIE's level of effort (local and expatriate) undertaken by women	33	20	165%
3. Number of workshop/briefing/training sessions held for ministries	25	20	125%
4. Number of officials at	19	10	190%

MCTI trained in regional and multilateral agreements			
5. Average number of officials from other key ministries aware and informed of the implications of regional and multilateral trade agreements (MFED)	4	20	20%
6. Average percentage of officials trained at all ministries who are women	43	25	172%
7. Number of private-sector led workshops	9	6	150%
8. Number of private-sector leaders attending private-sector led workshops	331	150	221%
9. Percentage of the private sector leaders attending workshops who are from provinces other than Lusaka	86	25	344%
10. Percentage of private sector leaders attending workshops who are women	29	15	193%
11. Percentage of private sector leaders attending workshops held outside of Lusaka who are women	28	10	280%
12. Number of NBCAs, PBAs/local chambers, and private sector support institutions benchmarked	3	3	100%
13. Number of NBCAs/PBAs/local chambers, and private sector support institutions benefiting from an institutional strengthening program	3	3	100%
14. Number of NBCAs/PBAs benefiting from computer and equipment on cost-sharing basis	0	1	0%
15. Number of NBCAs/PBAs benefiting	8	3	267%

from training exercises (aside from trade)			
16. Number of private sector leaders trained (aside from trade)	181	75	241%
17. Percentage of private sector leaders, who are trained in subjects other than trade, who are from outside of Lusaka	99	33	300%
18. Percentage of private sector leaders trained who are women	27	30	90%
19. Percentage of private leaders trained outside of Lusaka who are women	26	30	87%

FOSTERING LINKAGES

ZAMTIE's efforts to foster linkages to stimulate income-generating investment and trade opportunities between and among producers, suppliers, processors, traders, service providers, and consumers within and outside of Zambia included studies, workshops and other forums, directories, and advice to businesses. Table 5 lists the main activities that ZAMTIE has carried out under this project component during the reporting year.

Table 5. ZAMTIE's Linkage Generation Activities

Activity	Target and Links	Results
Kitwe investment identification workshop	KiCCI, KiSMBA, Kitwe City Council, ZIC, and investors	ZAMTIE conducted this workshop in conjunction with the Zambia Investment Centre to help the local business community and the City Council identify potential regional investments, barriers to these investments and to explore how the Kitwe City Council could facilitate and promote the level of investment.
AGOA – Kitwe	Kitwe and Ndola business community and US markets	Jointly organised with Kitwe Chamber of Commerce and Industry and Public Diplomacy Office (PDO) of the US

		Embassy, to familiarise the Kitwe and Ndola business communities with opportunities that have been created for African businesses as a result of the new AGOA legislation in the US.
AGOA seminar – Lusaka	Members of national business chambers and associations, exporters and potential exporters, and US markets	Jointly organised with Public Diplomacy Office (PDO) of the US Embassy, to familiarise the Lusaka business community with opportunities that have been created for African businesses as a result of the new AGOA Legislation in the US.
Workshop on agrobased business opportunities – Kabwe	KaCCI and KaSMBA members, retrenched staff of Zambia Railways Limited, other investors, ZIC, and regionally relevant USAID technical assistance programs	Kabwe is an area with large potential for agrobased investment. This is also where many retrenched staff of Zambia Railways resides and are looking for opportunities for investing their separation packages. ZAMTIE and Kabwe Chamber responded to the situation. Sixty percent of the female participants have gone into farming ventures as a result of the workshop. ZAMTIE is exploring with the Chamber several additional ventures that were spurred by the workshop.
Workshop on agrobased business opportunities -- Chipata	The Eastern Province Chamber of Commerce and Industry, the Chipata DBA and regionally relevant USAID technical assistance programs	Chipata and the Zambia, Mozambique, Malawi-Growth Triangle are other areas with large potential for agrobased investment. ZAMTIE joined with the Eastern Province

		Chamber, the local DBA, the Zambia Investment Centre and UNDP to conduct this program.
Copperbelt Mining, Agricultural and Commercial Show	Zambian business community, international traders and investors, and US technical and financial assistance programs	ZAMTIE estimates that 60 companies benefited from information ZAMTIE presented at the Show regarding sources of technical and financial assistance.
Soweto Market study in conjunction with ZATAC	Agrobased businesses	A report was prepared and works hop held on the subject.
A study of trade and investment opportunities in agriculture	Agrobased businesses, agribusiness associations, donor organizations and projects, MAFF, MCTI, EBZ, ZIC, and MFED	A report on the results of the study has been drafted.
Two editions of the <i>Directory of Financial and Technical Assistance Available in Zambia</i>	The Zambian business community	Many business people have requested copies. ZIC requested that it be allowed to place the <i>Directory</i> on its website.
Assist ZACCI in the development of a directory of Zambian businesses	Zambian and foreign businesses	Work was initiated.
Participate in ZCSMBA workshop in Mazabuka	Linking sugar mill to local suppliers	--
Visit of Nathan President to ZAMTIE	Project stakeholders	More informed headquarters' support for the project
Pro-Africa dinner	Linking foreign investors with local business people	--

One of ZAMTIE's first efforts to foster linkages was in Kitwe where the project worked with the Zambia Investment Centre to help the local business community and the City Council to identify potential regional investments, identify potential barriers to these investments and to identify potential regional investments, identify potential barriers to these investments and to explore how the Kitwe City Council could facilitate and promote the level of investment. The program will help ZIC to link the identified investment opportunities with national and international investors. Another objective of the workshop was to establish closer linkages between the City Council and

the business community as the Council is in a position to facilitate business growth as well as investment.

A second Kitwe activity was organized jointly with KiCCI and the Public Diplomacy Office (PDO) of the US Embassy. This was a workshop to familiarize the Kitwe and Ndola business communities with opportunities that have been created for African businesses as a result of the new AGOA legislation in the United States. It was an attempt to link Kitwe and Ndola exporters or potential exporters with US markets.

A similar workshop was arranged by ZAMTIE and PDO for members of business chambers and business associations in Lusaka. Similarly, the goal was to link Zambian exporters and potential exporters with US markets.

Kabwe is an area with large potential for agrobased investment. It is also an area where retrenched staff of Zambia Railways are looking for opportunities for investing their “separation packages”. To respond to the situation, ZAMTIE and the Kabwe Chamber organized an Agrobased Investment Opportunities Workshop with support from KaSMBA, ZIC and other USAID projects – ZATAC, CLUSA, Credit Management Services, and the Zambia Chamber of Small and Medium Business Associations (ZCSMBA). The purpose was to link investors with regional agrobased business investment opportunities.

ZAMTIE organized and sponsored an agrobased business investment opportunities workshop jointly with the Chipata Chamber of Commerce and Industry and the Chipata DBA, with the collaboration of the Zambia Investment Centre and with the United Nations Development Program (UNDP) as the principal initiator of the Zambia, Mozambique, Malawi Growth Triangle. The project also supported ZIC in carrying out investment identification workshops in Chadiza, Katete and Petauke.

The project rented a booth and participated in the Copperbelt Mining, Agricultural and Commercial Show. The objective of the ZAMTIE booth was to link the Zambian business community with US supported technical and financial assistance programs that are directed toward promoting business. Handed out at the booth was a directory prepared by ZAMTIE that describes US and other technical and financial assistance programs available to Zambian businesses.⁷ It is estimated that 60 companies benefited from this activity.

In conjunction with ZATAC a study was conducted of the Soweto Market. This is the single largest market for agriproduce in the country. The total market daily revenue is estimated at around \$120,000 – including some non-agrobased products. Agriproduce comes not only from all over Zambia but from as far away as Zimbabwe, South Africa and Tanzania. Major produce includes cabbage, sugarcane, irish and sweet potatoes, tomatoes, bananas,

⁷ Richard M Kapita, ZAMTIE Private Sector Development Specialist, *A Directory of Financial & Technical Assistance Available in Zambia*, April 2001.

watermelons and pumpkins. The governance structure of the market is fragmented, with the Lusaka City Council, many trader associations and a wing of the ruling party each exerting various degrees of control and influence. By contrast, the more formally structured Lusaka City Market located next door is under the control of the Ministry of Local Government and Housing. The study was discussed at a workshop held at ZATAC and is described in a ZAMTIE-ZATAC report.⁸

A major study of trade and investment opportunities in agriculture was conducted during the year. The study contends that the most rapid growth potential is in the major areas in which Zambia already has its principal agricultural exports – horticulture; cotton and cotton products; coffee; sugar; tobacco and, as a new comer, paprika. It was viewed that if opportunities that existed in these areas could be grasped and if the barriers to trade and investment in these areas could be overcome, this would be where the greatest impact could be achieved in terms of export growth, job creation, income generation – and thus poverty alleviation – and the development of new export products and markets. As a result, the project focused on horticulture, cotton and cotton products, coffee and paprika. Sugar only received minor attention because growth in this area depends more on investment decisions of one or two major investors who would undoubtedly be better able to assess the area than ZAMTIE. We did not place emphasis on tobacco as a matter of USAID policy. In a similar summary fashion, 18 other products were also examined for their trade and investment potential. South Africa is and is clearly going to remain a big player as an investor and as a market for Zambian agribusiness. Somewhat more surprising is the importance of the Democratic Republic of the Congo as a market for agricultural based products. If informal trade were captured, it may already be Zambia's largest market for these products and it has enormous growth possibilities. Another finding was the large potential that is emerging in the cotton-textile sector as a result of the relatively new American initiative called the African Growth and Opportunity Act. This results from features of the act that will stimulate more developed Southern African countries such as South Africa and Mauritius to purchase Zambian cotton, yarn and textiles and the excess processing capacity that Zambia has on hand in these areas.

The *Directory of Financial and Technical Assistance Available in Zambia* has proven to be popular. The project is consistently obtaining communications from donor projects suggesting additions and improvements for the *Directory* and requests for copies have been continuous from the private sector. The Zambia Investment Centre requested that it be allowed to put the *Directory* on its website. A second edition of the *Directory* was prepared during the year.

During the latter part of the year, ZACCI, ZAMTIE initiated work on a directory of Zambian businesses.

⁸ Wiggan Kanchela and Marcelo LaFleur, *Soweto Market Study*, August 2001.

ZAMTIE supported ZCSMBA in conducting a workshop in Mazabuka aimed at linking the large Mazabuka mill and sugar estate to local suppliers.⁹

The Nathan Associates President visited the project in late June to better enable headquarters to assist the project and its clients and other stakeholders. While in Zambia he visited USAID management; the American Ambassador and head of the Embassy's Economic and Commercial Section; the Deputy Resident Representative of the World Bank; the Minister for Agriculture, Food and Fisheries and his Permanent Secretary (PS); the Minister and Deputy Minister for Commerce, Trade and Industry as well as the PS for that ministry; the Secretary General of COMESA; the Executive Director of the Zambia Investment Centre; the Executive Director of the Zambia Export Growers Association; the President of the Zambia National Farmers Union; the Chairman of the Tourism Council of Zambia; the Kabwe Chamber of Commerce and Industry; the Kabwe district business association and a local agrobased business concern in Kabwe.

The project helped make a success of a dinner to link investors and Zambian business people. It aided an American investor who is bidding on the rail privatisation option. It linked potential strategic partners in the gemstone and paprika processing areas. Many Zambian businesses were provided information on AGOA.

Table 6 provides an overview of the progress toward achieving milestones related to the project component: fostering linkages. While only half of the milestone targets were fully achieved, if one takes an average, 95 percent of the component's target objectives were met.

Table 6. COMPONENT 3: MILESTONES – FOSTERING LINKAGES

MILESTONE	ACCOMPLISHED	YEAR 1 TARGETS	COMMENTS
1. Percentage in number of visitors to EBZ reference centre (library), from base year (2001)		-	
2. Percentage growth in number of active members above base year (2001) in targeted PBA/local chambers		-	
3. Percentage growth in active members in targeted DBA/local chambers who are women		-	
4. Number of policy issues originating from districts outside of Lusaka	1	1	100%
5. Number of reference	0	1	0%

⁹ For a description of ZAMTIE activities which supported or involved other USAID projects, see Attachment 3.

libraries in PBAs receiving assistance			
6. Percentage growth in number of visitors to targeted district reference libraries		-	
7. Number of hits to the ZAMTIE we site		-	
8. Number of in-country fairs in which ZAMTIE participates	1	2	50%
9. Number of companies benefited by ZAMTIE participation in in-country fairs	60	25	240%
10. Percentage of beneficiaries of in-country fairs who are women	20	25	80%
11. Number of trade missions to third countries	2	2	100%
12. Number of third-country observation tours	3	2	150%
13. Number of participants in third-country observation tours	6	8	75%
14. Percentage of participants in third-country observation tours who are women	17	30	57%
15. Inter-country visits by regional investors, traders, or business people	5	5	100%
16. Number of strategic partnerships developed directly as a result of in-country, and third-country observation tours facilitated		-	

FINANCIAL REPORT (through October 2001)

Contract Cost

The Contract has an estimated cost of US\$ 4,795,761 broken down as Follows:

Contract Line item Number (CLIN)	Total Estimated Cost
0001 - Services	US\$4,567,391
0001 - Fees	US\$ 228,370

Total Contract Cost	US\$4,795,761
	=====

As can be seen below, the main activities were centred on acquiring office equipment, furniture and computers and purchasing motor vehicle.

Obligated Amount

From the estimated cost above, the amount obligated from the beginning of the Project has been \$ 1,600,000, as can be seen below:

Contract Line Item Number (CLIN)	Obligated Amount
0001 - Services	US\$1,520,000
0002 - Fees	US\$ 80,000

Total	US\$1,600,000
	=====

Obligated Amount Balance

Funded Amount (Obligated)	US\$1,600,000
Cumulated Expenditure through October 2001	US\$1,015,741

Available Funding	US\$ 584,259
	=====

Below is the amount spent through October 2001

Total Estimated Cost	US\$ 4,795,761
Cumulative Expenditure (through October 2001)	US\$1,015,741

Remaining Unexpended Balance	US\$3,780,020
	=====

ATTACHMENT 1

List of ZAMTIE Reports

	Document Name	Author	Month/Year
1	Policy Note No. 1 – Sustained Poverty Reduction Requiring Trade Liberalisation	CS Callison	January 2001
2	Policy Note No. 2 – The Foreign Exchange Rate & Poverty Reduction Economic Growth	CS Callison	January 2001
3	Policy Note No. 3 – Key Issues that Relate to Trade and Investment	Richard M Kapita	March 2001
4	ZAMTIE Inception Report	ZAMTIE	March 2001
5	ZAMTIE Quarterly Report	ZAMTIE	March-May 2001
6	Directory of Financial & Technical Assistance Available in Zambia	Richard M Kapita	April 2001
7	ZAMTIE Support for ZNFU Electricity Tariff Request	Dr Robert Batt	April 2001
8	Kabwe Agrobased Business Opportunities Workshop (held on 19 April 2001)	Beatrice C Mwanamuchende	Edited & Compiled April 2001
9	Draft Strategic Development Plan – Creating a Strong Organisation Capable of Driving the Growth of Tourism	Bernard Chidzero and Juliet Munro	June 2001
10	Policy Note No. 4 – Trade Briefing Note: Zambia Trade Remedies	Dr Blarcom	June 2001
11	Policy Note No. 5 – Summary of the Main Provision Export Processing Zones Bill, 2001, 13 June Version	Dr Blarcom	June 2001
12	A Study on the Implications of the 2001 Foreign Exchange Measures on the Agri-business Community	IMCS	July 2001
13	ZAMTIE Quarterly Report	ZAMTIE	June – August 2001
14	Soweto Market Study – The Role of Tariff Structures in Promoting Low Value Added Activities	Wiggan Kanchela and Marcelo LaFleur	August 2001
15	Directory of Financial & Technical Assistance Available in Zambia – Revised Version	Richard M Kapita	September 2001
16	Trade and Investment Opportunities in Agriculture (Draft)	John Keyser, Terry Heslop and James Able	October 2001
17	Maximizing Potential for the Gemstone and Small Scale Mining Industry in Zambia	Richard M Kapita and Dr Raymond Genick	October 2001

18	Safeguard Measures	Dr Blarcom	
19	Export Prohibitions	Dr Blarcom	
20	Ability to Apply Export Restrictions: Provisions Under WTO, COMESA and SADC	Dr Blarcom	
21	Briefing Book – AGOA	Dr Blarcom	
22	Briefing Book – Zambia Delegation to Doha, WTO Negotiations	Dr Blarcom	November 2001
23	Briefing Book – Zambian Delegation to Doha, WTO Negotiations on Agriculture	Dr Blarcom	November 2001
24	Chipata General and Agrobased Opportunities Identification Workshop (Held 18 & 19 September 2001)	Beatrice C Mwanamuchende	Edited & Compiled November 2001
25	An Overview of the International Situation of Paprika Industry	Felix Chizhuka	November 2001

ATTACHMENT 2

ZAMTIE PROJECT MILESTONES

REDUCING THE BARRIERS TO TRADE AND INVESTMENT

COMPONENT 1: MILESTONE 1 - Trade and Investment Barriers Identified (Action plans drawn up for implementation)

Trade and Investment Barriers Identified (Describe)	Action Plan – (Description and reference if plan prepared)	Results
AGOA visa system	Demand driven plan	Documentation unofficially approved by USTR
APHIS PRA requirement	Demand driven plan	Draft PRA for asparagus prepared and preliminary draft for baby carrots prepared
Need for safeguard protection	Demand driven plan	Safeguard regulations drafted
Cost of electricity	Proposed plan to rationalize the ZESCO tariff based on conservation principals was presented to ZESCO	ZESCO considering pilot project based on the plan and future negotiations

Overvalued kwacha	<p>After a steep depreciation of the Kwacha against major international currencies, particularly the US dollar, in the last quarter of 2000, the government initiated a number of administrative steps in January 2001 that resulted in a dramatic appreciation of the Zambian currency. This was in the face of continued inflation. To better understand the implications of the government actions, a study of the implications of the 2001 foreign exchange measures on the agri-business community was completed. The resultant report provides suggestions regarding the administrative measures to control the value of the kwacha.</p>	Briefed World Bank
Cascading tariff system	<p>An analysis of a cascading tariff system such as that in place in Zambia provides guidance toward a more rational tariff structure.</p>	Briefed World Bank

COMPONENT 1: MILESTONE 2 - Studies Undertaken by ZAMTIE (whether or not business associations participated)

List Studies Undertaken	Name of Associations or Chambers which Participated if Any	Form of Participation by Associations or Chambers	Results
ZAMTIE Support for ZNFU Electricity Tariff Request	ZNFU	Actively participated in study	See previous table
The Role of Cascading Tariff Structures in Promoting Low Value Added Activities			
A Study on the Implications of the 2001 Foreign Exchange Measures on the Agri-Business Community	ZNFU and ZEGA	Provided information	
Strategic Development Plan: Creating a Strong Organisation Capable of	TCZ	Actively participated in plan development	Funding of plan implementation being considered by World Bank

Driving the Growth of Tourism			
-------------------------------	--	--	--

COMPONENT 1: MILESTONE 3 - Additional Chamber or Association Hearings as Result of ZAMTIE

Name of Chamber or Association	Nature of Hearing	Result	Number of Men Attending	Number of Women Attending
ZNFU, 5 April	To get Board Members to agree to a proposed electricity tariff proposal to be presented to ZESCO	Board Members agreed	10	0
ZNFU/ZESCO, 17 April	To introduce ZESCO to the nature of the ZNFU tariff proposal	ZESCO agreed to study proposal and have another meeting	9	0
ZNFU/ZESCO, 9 May	To discuss the ZNFU proposal and provide ZESCO's reaction	The ZESCO representatives agreed to present the ZNFU proposal to ZESCO management proposing to its management that a pilot project be initiated to test the ZNFU proposal	7	0
TCZ/Member associations, 15 May	To get member associations' agreement for developing a	Member agree	22	5

	new strategy for the Tourism Council			
TCZ/Member associations, 1 June	To brief members on first phase of the study and get their feedback	Feedback obtained	8	4
TCZ/Member associations, 15 June	To brief members on interim phase of the study and get their feedback	Feedback obtained	5	2
TCZ/Member associations, 6 September	To brief members on final strategy and get members concurrence to proceed with selling the study to donor organization for funding	Concurrence obtained	8	2
TCZ/Member association members, 17 October	To brief South Luangwa Tourist Association members on strategy and obtain their support	Support given		
TCZ/Member association members, 22 October	To brief Livingstone Tourist Association members on strategy and obtain their support	Support given		
TCZ/Member association members, 7 November	To brief Lusaka tourist associations members on strategy and obtain their support	Support given	7	5

TCZ/ZNTB/Ministry of Tourism/World Bank, 27 November	To explore potential for Bank funding of strategy implementation	Suggested that attempt be made to have strategy included in report resulting from the Japanese grant (PHRD) facility for a value chain study which will lay the foundation for Bank's future funding of tourism marketing in Zambia	4	2
Kitwe Chamber of Commerce and Industry	To explore the Chambers interest in ZAMTIE assessing the status of e-commerce in Zambia and structuring a way forward, and the willingness of the Kitwe Chamber to participate	A positive response was obtained to both questions	7	0
Council of Mines/Gemstone associations	To explore potential of disparate gemstone associations forming a section within the Chamber of Mines	A steering committee was established to examine the way forward	46	8

COMPONENT 1: MILESTONE 4 - Percentage of Women Attending Hearings

Name of Chamber or Association	Nature of Hearing	Result	Number of Men Attending	Number of Women Attending
Information for Milestone 4 is included in information				

provided in Milestone 3 above				
-------------------------------	--	--	--	--

COMPONENT 1: MILESTONE 5 – Newspaper Articles Written on Issues Outlined by ZAMTIE

Title of Article	Name and Date of Newspaper in which It Appeared	Summary of ZAMTIE Issue Reported
Red-tape hindering Investors	Times of Zambia on March 27, 2001	“The bureaucracy investors go through when they want to obtain investment licences is not in the best interest of the nation which is in dire need of foreign direct investment.”
Bureaucracy may hinder investors	Times of Zambia, 26 March 2001	“There are several formalities and institutions that an investor has to go through before obtaining a licence. With several investment destinations available within the region, Zambia stands to lose on investment opportunities.”
Invest in Kabwe – Zambia Investment Centre (ZIC)	Times of Zambia April 21, 2001	“Speaking at the Agro-based Opportunities one day Workshop organised by ZAMTIE, ZIC Director Dr Lewanika said that the town of Kabwe has massive opportunities in agriculture given the good soil abundant surface and underground water and transport infrastructure.”
Kabwe still has economic potential	Times Business May 14 – 27, 2001	“Speaking at the ZAMTIE arranged Agro-based Opportunities Workshop, Dr Lewanika, ZIC, said

		Kabwe town has potential investment opportunities for both local and foreign entrepreneurs that would want to make good returns from their money.”
More Tourist Centres needed, says ZAMTIE	National Mirror, June 30 to July 6, 2001	“ZAMTIE says there is need for Government to put up new infrastructures in all tourist centres if the country is to woo more tourists.”

COMPONENT 1: MILESTONE 6 – Laws, Regulations, Policies Disseminated to Large Audience

Laws, Regulations, Policies Disseminated	How Dissemination Took Place	Estimate of Size of Audience Reached	Results
Zambia-US AGOA visa arrangement	Circulated for comment within both public and private sectors	Hundreds	Strong private sector interests and efforts to export cotton, yarn, textiles and garments
A presentation of trade and investment issues paper in conjunction with Zambia Investment Centre and Export Board of Zambia	Presentation done by Private Sector Development Specialist at a PRSP team retreat in Siavonga	Thousands as ZAMTIE presentation received extensive coverage in the Zambian Press	ZAMTIE presentation received extensive coverage in the Zambian Press

CAPACITY BUILDING

COMPONENT 2: MILESTONE 1 – Studies/Assessment that NBCA’s or PBA’s participated in

Name of Study/Assessment	Name of Participating Chambers and Associations	Summary of Study/Assessment Conducted	Results
ZAMTIE Support for ZNFU Electricity Tariff Request	ZNFU	Examined potential mechanisms for rationalizing and reducing electricity tariffs for farmers	ZESCO has agreed to consider a pilot project based on the ZNFU/ZAMTIE analysis
Strategic Development Plan: Creating a Strong Organisation Capable of Driving the Growth of Tourism	TCZ, Luangwa Safari Association, Wildlife Producers Association, Travel Agents Association of Zambia, Livingstone Tourism Association, Tour Operators Association of Zambia, Africa Travel Association, and Professional Hunters Association of Zambia	Prepared strategic development plan for TCZ	Discussions being held with World Bank about possibility of providing primer funds for implementing the strategy

COMPONENT 2: MILESTONE 2 – Percentage of ZAMTIE’s Level of Effort (local and expatriate) Undertaken by Women

Staff Name	Period Worked	Gender
Ronald P Black	12.5 months	Male

Dr Blarcom	12.5 months	Female
Richard Kapita	12.5 months	Male
Robert Batt	0.75	Male
Raymond Genick	0.5	Male
Bernard Chidzero	0.5	Male
Juliet Munro	0.75	Female
Adam Pope	0.5	Male
Musapenda Phiri	1	Male
Bwalya Penza	1	Female
Marcelo LaFleur	1	Male
Chishimba Soko	1	Female

COMPONENT 2: MILESTONE 3 – Number of Workshops/Briefings/Training Sessions Held for Ministries

Names of Workshops/Briefings /Training Sessions	Did Session Cover Regional or Multilateral Agreements	Name of Participating Ministries	Number of Participants by Ministry and, Number of Participants by Gender	Summary of Workshop/Briefing/Training Sessions	Results
Zambian Trade Remedies – Antidumping, February 2001	Yes	MCTI	13 – gender unknown	Antidumping treated in context of WTO protocol	
Zambian Trade Remedies –	Yes	MCTI	13 – gender unknown	Countervailing duties treated in context of WTO protocol	

Countervailing Duties					
Zambian Trade Remedies -- Safeguards	Yes	MCTI	13 – gender unknown	Safeguards treated in context of WTO protocol	
Briefings on Zambian Trade Policy – 16 briefings and training sessions	Yes	MCTI	7 Female 9 Male	Briefings and training sessions dealt with a proposed Zambian trade policy handbook, a seminar in Uganda, and a WTO trade policy review of four countries.	
WTO Negotiations	Yes	MCTI	2 Male	Briefed Minister and Deputy Minister for Commerce, Trade and Industry	
AGOA Presentation	Yes	MCTI	1 – Male	The MCTI Desk Officer of AGOA was assisted in development of a presentation for a meeting in Ndola, accompanying the Minister for Commerce, Trade and Industry meeting with the Ndola business community and press	
AGOA Preparation	Yes	ZRA	2 Female 1 Unreported	Three ZRA staff were assisted in preparation for, and discussion with, a	

				representative from the US Department of Customs on AGOA issues	
AGOA Presentation	Yes	MCTI	1 Male	Staff were assisted in development of an issue paper for discussion at a public forum held at the US Information Center in Lusaka	
Integrated Framework Presentation	Yes	MCTI; Ministry of Finance and Economic Development; Ministry of Agriculture, Forestry and Fisheries; Ministry of Home Affairs; Ministry of Mines and Minerals Development; Ministry of Tourism; Ministry of Foreign Affairs; Export Board of Zambia; Zambia Investment Centre; Bureau of Standards;	Approximately 30 from government and 20 from private sector – gender unreported	Integrated Framework meeting to discuss the coordination of donor technical assistance, approaches to increase Zambia's export orientation, and mainstream trade issues. The ZAMTIE presentation was the results of a Zambia Needs Assessment in the Context of the Integrated Framework.	

		Competition Commission; and Zambia Revenue Authority			
The Role of Cascading Tariff Structures in Promoting Low Value Added Activities	No		17 Male 9 Female	This study demonstrated that cascading tariffs such as exist in Zambia encourage investment in low value added production	
Trade and Investment Opportunities in Agriculture Workshop	Yes		28 Male 3 Female	This presented the results of a major study conducted by ZAMTIE on the subject.	

COMPONENT 2: MILESTONE 4 – Number of Officials at MCTI Trained in Regional and Multilateral Agreements

Names of Workshops/Briefings /Training Sessions	Did Session Cover Regional or Multilateral Agreements	Name of Participating Ministries	Number of Participants by Ministry and, Number of Participants by Gender	Summary of Workshop/Briefing/Training Sessions	Results
Information is same as that of Milestone 3 table					

COMPONENT 2: MILESTONE 5 – Average Number of Officials from Other Key Ministries Aware and Informed of the Implications of Regional and Multilateral Trade Agreements

Names of Workshops/Briefings /Training Sessions	Did Session Cover Regional or Multilateral Agreements	Name of Participating Ministries	Number of Participants by Ministry and, Number of Participants by Gender	Summary of Workshop/Briefing/Training Sessions	Results
Information is same as that in Milestone 3 table					

COMPONENT 2: MILESTONE 6 –Average Percentage of Officials Trained at All Ministries Who Are Women

Names of Workshops/Briefings /Training Sessions	Did Session Cover Regional or Multilateral Agreements	Name of Participating Ministries	Number of Participants by Ministry and, Number of Participants by Gender	Summary of Workshop/Briefing/Training Sessions	Results
Information is same as that in Milestone 3 table					

COMPONENT 2: MILESTONE 7 – Number of Private-Sector Led Workshops

Name and Location of Workshop	Number of Participants by Gender	Summary of Workshop Conducted	Results
Kitwe Investment Identification Workshop	40 Male 20 Female	ZAMTIE conducted this workshop in conjunction with the Zambia Investment Centre to help the local business community and the City Council identify potential regional investments, barriers to these investments and to explore how the Kitwe City Council could facilitate and promote the level of investment.	A total of 37 investment opportunities were identified.
AGOA Awareness Workshop	30 Male 15 Female	Jointly organised with Kitwe Chamber of Commerce and Industry and Public Diplomacy Office (PDO) of the US Embassy, to familiarise the Kitwe and Ndola business communities with opportunities that have been created for African businesses as a result of the new AGOA Legislation in the US.	The Business community are now aware of a new and big US market.
A similar workshop was	13 Male	As above	The business community

arranged by ZAMTIE and PDO for Lusaka	7 Female		was made aware of a new large market in the US.
Agro-based Investment Opportunities Workshop in Kabwe	44 Male 22 Female	Kabwe is an area with large potential for agro-based investment. This is also where many retrenched staff of Zambia Railways resides and are looking for opportunities for investing their separation packages. ZAMTIE and Kabwe Chamber responded to the situation.	60% of the female participants have gone into farming ventures as a result of the highly successful workshop. ZAMTIE is exploring with the Chamber several additional ventures that were spurred by the workshop.
Agro-based Investment Opportunities/ZMM Growth Triangle Workshop in conjunction with Zambia Investment Centre, UNDP, Chipata Chamber and Chipata District Business Association	48 Male 12 Female	Agrobased Opportunities ZMM-Growth Triangle workshop	Identified a number of investment opportunities
Investment Identification Workshop in Chadiza	20 Male 4 Female	ZAMTIE supported ZIC to conduct this workshop to formulate a district investment profile, which will enable Zambia Investment Centre to develop a National Investment Plan (NIP) with such a national document	At the workshop 28 investment opportunities were identified

		ZIC will prioritise and put in place targeted and product-specific investment promotion activities.	
Investment Identification Workshop in Katete	8 Male only 2 Female	As above	At the workshop, 48 investment opportunities were identified
Investment Identification Workshop in Petauke	16 Male 4 Female	As above	At the workshop, 38 investment opportunities were identified
Soweto Market Study Workshop	17 Male 9 Female	Presented the results of a survey of agricultural produce in the Soweto Market	

COMPONENT 2: MILESTONE 8 – Number of Private-Sector Leaders Attending Private-Sector Led Workshops

Name and Location of Workshop	Number of Participants by Gender	Summary of Workshop Conducted	Results
Information for this table is same as that for Component 2: Milestone 7 table			

COMPONENT 2: MILESTONE 9 – Percentage of the Private-Sector Leaders Attending Workshops Who Are from Provinces Other than Lusaka

Name and Location of Workshop	Number of Participants by Gender	Summary of Workshop Conducted	Results
Information for this table is the same as for Component 2: Milestone 7 table			

COMPONENT 2: MILESTONE 10 -- Percentage of Private-Sector Leaders Attending Workshops Who Are Women

Name and Location of Workshop	Number of Participants by Gender	Summary of Workshop Conducted	Results
Information for this table is the same as for Component 2: Milestone 7 table			

COMPONENT 2: MILESTONE 11 – Percentage of Private-Sector Leaders Attending Workshops Held Outside of Lusaka Who Are Women

Name and Location of Workshop	Number of Participants by Gender	Summary of Workshop Conducted	Results
Information for this table is the same as for Component 2: Milestone 7 table			

COMPONENT 2: MILESTONE 12 -- Number of NBCAs, PBAs/Local Chambers, and Private Sector Support Institutions Benchmarked

Name of Organisation Benchmarked	Results
Tourism Council of Zambia	A strategic plan has been prepared for TCZ
Kabwe Chamber of Commerce Trade and Industry	The Chamber's Administrative Secretary received on-the-job training
Kitwe Small and Medium Business Association	The President was sponsored for two tours and three of the

	Association's Board Members for one tour at the Petauke District Business Association
--	---

COMPONENT 2: MILESTONE 13 – Number of NBCAs/PBAs/Local Chambers, and Private Sector Support Institutions Benefiting from an Institutional Strengthening Program

Name of Organisation Strengthened	Description of Institution Strengthening Program	Results
Kabwe Chamber of Commerce and Industry	ZAMTIE supported and paid for training the Chamber Administrative Secretary	Kabwe Chamber now run on professional basis
Kitwe District Business Association	ZAMTIE facilitated the Petauke DBA tour by the Kitwe DBA President twice and three additional Board Members once as part of capacity/institutional strengthening.	As a result, Kitwe DBA now is embarking on a recruitment drive and attempting to improve its services to its members
Tourism Council of Zambia	Assisted the Chamber in developing a strategic plan	The World Bank is working with the Chamber and ZAMTIE to structure a proposal to implement the strategic plan

COMPONENT 2: MILESTONE 14: Number of NBCAs/PBAs Benefiting from Computer and Equipment on Cost-Sharing Basis

Name of Chamber or Association	Description of Computer or Equipment Provided	Nature of Cost-Sharing
None. Expect to provide such support in conjunction with an e-commerce task to be conducted in early 2001		

COMPONENT 2: MILESTONE 15: Number of NBCAs/PBAs Benefiting from Training Exercises (aside from trade)

Name of and Location of Chamber or Association Benefiting from Training Exercise (aside from trade)	Description of Training	Number Trained		From Lusaka	From outside Lusaka	Total
		Women	Men			
Kabwe Chamber of Commerce and Industry	Attachment of the Chamber Administrative Secretary to ZACCI on how to run Chamber affairs	1			1	1
Kitwe District Business	ZAMTIE supported study	3	1		4	4

Association	tours by the President and three Board Members of the Petauke DBA					
Tourism Council of Zambia	On-the-job training in developing a Council plan	2			2	2
KiCCI, Kitwe DBA	Investment identification – Investment Workshop	20	40	60		60
Chipata Chamber of Commerce and Industry and Chipata DBA	Investment identification – Investment Workshop	12	48	60		60
Chadiza Chamber of Commerce and Industry	Investment identification – Investment Workshop	4	20	24		24
Katete Chamber of Commerce and Industry	Investment identification – Investment Workshop	2	8	10		10
Petauke Chamber of Commerce and Industry and Petauke DBA	Investment identification – Investment Workshop	4	16	20		20

COMPONENT 2: MILESTONE 16: Give Number of Private Sector Leaders Trained (aside from trade)

Name of and Location of Chamber or Association Benefiting from Training Exercise (aside from trade)	Description of Training	Number Trained		From Lusaka	From outside Lusaka	Total
		Women	Men			
Information for table same as for Component 2: Milestone 15 table						

COMPONENT 2: MILESTONE 17: Percentage of Private Sector Leaders, Who Are Trained in Subjects Other than Trade, Who Are from outside of Lusaka

Name of and Location of Chamber or Association Benefiting from Training Exercise (aside from trade)	Description of Training	Number Trained		From Lusaka	From outside Lusaka	Total
		Women	Men			
Information for table is same as for Component 2: Milestone 15 table						

--	--	--	--	--	--

COMPONENT 2: MILESTONE 18: Percentage of Private Sector Leaders Trained Who Are Women

Name of and Location of Chamber or Association Benefiting from Training Exercise (aside from trade)	Description of Training	Number Trained		From Lusaka	From outside Lusaka	Total
		Women	Men			
Information for table same as for Component 2: Milestone 15 table						

COMPONENT 2: MILESTONE 19: Percentage of Private Leaders Trained outside of Lusaka Who Are Women

Name of and Location of Chamber or Association Benefiting from Training Exercise (aside from trade)	Description of Training	Number Trained		From Lusaka	From outside Lusaka	Total
		Women	Men			
Information for table same as for Component 2: Milestone 15 table						

--	--	--	--	--	--

FOSTERING LINKAGES

COMPONENT 3: MILESTONE 1: Percentage in Number of Visitors to EBZ Reference Centre (library), from Base Year (2001)

Number of Visitors to EBZ Reference Centre in 2001	Comments
No target for year one	

COMPONENT 3: MILESTONE 2: Percentage Growth in Number of Active Members above Base Year (2001) in Targeted PBA/Local Chambers

Name of Association	Number of Members		Total	Visitors to Associations Reference Library in 2001
	Female	Male		
Kabwe No target for year one				

Kitwe No target for year one			
Chipata No target for year one			

COMPONENT 3: MILESTONE 3: Percentage Growth in Active Members in Targeted DBA/Local Chambers Who Are Women

Name of Association	Number of Members		Total	Visitors to Associations Reference Library in 2001
	Female	Male		
Kabwe No target for year one				

Kitwe			
No target for year one			

COMPONENT 3: MILESTONE 4: Number of Policy Issues Originating from Districts outside of Lusaka

Description of Policy Issue	Origination of Policy issue	Comments
	Organization and Location	
After a steep depreciation of the kwacha against major international currencies particularly the US dollar, in the last quarter of 2000, the government initiated a number of administrative steps in January 2001 that resulted in a dramatic appreciation of the Zambian currency. One of the procedures was to require that supplier bids by Zambian companies in Zambia be made in Kwacha. This led to local companies inflating their bids when imported content was	This was originally pointed out to ZAMTIE by the Kitwe Chamber of Commerce and Industry	This spurred ZAMTIE to conduct a study of the implications of the government actions

contained in the bid in order to guard against currency fluctuations. This tended to make Zambian companies less competitive.		
---	--	--

COMPONENT 3: MILESTONE 5: Number of reference libraries in PBAs receiving assistance

Name of Association Business Library Receiving Assistance	Description of Assistance	Comments
None. This support is being tied to the e-commerce task to be initiated in early 2001.		

COMPONENT 3: MILESTONE 6: Percentage Growth in Number of Active Members above Base Year (2001) in Targeted PBA/Local Chambers

Name of Association	Number of Members		Total	Visitors to Association's Reference Library in 2001
	Female	Male		
Kabwe No target for year one				

Kitwe No target for year one			
Chipata No target for year one			

COMPONENT 3: MILESTONE 7: Give Number of Hits to the ZAMTIE Website

Number of Hits to ZAMTIE Website
No target for year one

COMPONENT 3: MILESTONE 8: Number of in-country fairs in which ZAMTIE participates

Name of fair	Number of companies benefiting from ZAMTIE participation	Number of women who visited ZAMTIE site
2001 Copperbelt Agriculture, Mining and Commercial Show, Kitwe	60	20

COMPONENT 3: MILESTONE 9 – Number of Companies Benefited by ZAMTIE Participation in In-Country Fairs

Name of fair	Number of companies benefiting from ZAMTIE participation	Number of women who visited ZAMTIE site	
Information for table same as information in Component 3: Milestone 8 table			

COMPONENT 3: MILESTONE 10 –Percentage of Beneficiaries of In-country Fairs Who Are Women

Name of Fair	Number of Companies Benefiting from ZAMTIE Participation	Number of Women Who Visited ZAMTIE
Information for table same as information in Component Milestone 8 table		

COMPONENT 3: MILESTONE 11: Number of Trade Missions to Third Countries

Name of Trade Mission	Description	Number of Participants		Total
		Women	Men	
Paprika marketing mission	A Zambia Association of High Value Crops representative visited New York on a marketing mission for oleoresin and other paprika products. Tentatively, a strategic relationship has been established with Accurate Ingredients of New York		1	1
Organic products marketing mission	Mike Brook of The Organic Herb Trading Company of the UK, with ZAMTIE support, participated in the OPPAZ Organic Seminar at Lilayi Lodge	1		1

COMPONENT 3: MILESTONE 12: Number of Third-Country Observation Tours

Name of Third – Country Observation Tour	Description of Tour Including Any Strategic Partnerships Developed	Number of Participants		Total
		Women	Men	
South Africa tour of South Africa’s markets for Zambian agricultural products	Meetings were held with traders and investors in major commodity areas, which could be of interest to Zambia. These included grains, cotton and textiles, coffee, paprika, and horticulture	3		3
Tour of South Africa paprika company – Company-X	Visited company and meeting held with Mr Alex Bronkhurst	1		1
Pest risk assessment/South Africa Wine Industry Trust/Stellenbosch Fruit and Fruit Technology Research Institute	In conjunction with attending a pest risk assessment training program, two private sector participants sponsored by ZAMTIE, visited facilities associated with South Africa’s horticulture export sector.	1	1	2

COMPONENT 3: MILESTONE 13: Number of Participants in Third-Country Observation Tours

Name of third – country observation tour	Description of tour including any strategic partnerships developed	Number of participants		Total
		Women	Men	
Information same as for Component 3: Milestone 12 table				

COMPONENT 3: MILESTONE 14: Percentage of Participants in Third-Country Observation Tours Who Are Women

Name of third – country observation tour	Description of tour including any strategic partnerships developed	Number of participants		Total
		Women	Men	
Information same as for Component 3: Milestone 12 table				

COMPONENT 3: MILESTONE 15: Inter-Country Visits by Regional Investors, Traders or Business People

Name of In – country tour	Description of tour including any strategic partnerships developed	Number of participants		Total
		Women	Men	
Presidents of Chipata, Kabwe and Kitwe DBAs and Copperbelt Provincial DBA visit with Petauke DBA members and businesses		3	1	4
Kitwe DBA members visit to Petauke businesses	Visited the PASME Business Complex; the Petauke Market; the PAMO Development Trust; the New Market; a fish farm; a welding shop; a grinding mill; a motel; a maize milling and storage operation; a sewing and knitting business; a farmer outgrower scheme for sunflower, groundnuts, beans and rice; and a grinding mill and cooking oil press.	3	1	4
Gemstone mining	Participants in the program – mostly owners of small mining operations – were taken on a tour gemstone	12	44	54

	mining operations in the Copperbelt.			
Gem processing	Tour of Pemba Lapidaries Ltd for potential partners/investors	0	2	2
Vegetable packing and airport cold chain facilities	As part of a pest risk assessment workshop, arrangements were made for a tour of the Agriflora pack house and the ZEGA cold storage facilities at the airport. Four of the participants were involved with vegetable exports and imports.	0	4	4

COMPONENT 3: MILESTONE 16: Give Number of Strategic Partnerships Developed Directly As a Result of In-Country, and Third-Country Observation Tours Facilitated

Name of third – country observation tour	Description of tour including any strategic partnerships developed	Number of participants		Total
		Women	Men	
No target set for year one				

ATTACHMENT 3

ZAMTIE's Cooperation with Other USAID Projects

During the course of the year, ZAMTIE has had the opportunity to work with or otherwise involve other USAID projects in ZAMTIE activities. The following table lists many of these.

ZAMTIE Activity	Other USAID Project Involved
ZAMTIE's <i>Directory of Financial and Technical assistance Available in Zambia</i> provided information on a number of USAID contractor projects	ZCSMBA, IESC, ZATAC, CLUSA, CARE and Grant Thornton Associates Ltd
Facilitating agri-produce through the USDA entry procedures	ZATAC and RAPID
Support for organizing and conducting the Government of Zambia-USAID Integrated Framework national stakeholders meeting	Grant Thornton Associates Ltd
Providing input for Zambia's <i>Poverty Reduction Strategy Paper</i>	ZATAC, IESC
Hosting the ZAMTIE seminar on <i>The Role of Cascading Tariff Structures in Promoting Low Value Added Activities</i>	ZATAC
Strategic Plan for the Tourism Council of Zambia	IESC
Workshop focused on relating the countries many gemstone associations with the Chamber of Mines	IESC
Supporting the Steering Committee evolved at the preceding workshop in efforts to form a Federation of Gemstone Associations	IESC
Demonstration of the management of the Petauke DBA as a model for the Kitwe, Kabwe and Chipata DBAs	ZCSMBA
Kabwe workshop on agrobased business opportunities	Credit Management Services, ZATAC, ZCSMBA and CLUSA (RGB)
Chipata workshop on agrobased business opportunities	CLUSA (NRM) and ZCSMBA
Participation in Copperbelt Mining, Agricultural and Commercial Show	IESC, ZATAC and CLUSA
Soweto Market Study and Seminar	ZATAC
Study of trade and investment opportunities in agriculture and associated seminars in Lusaka and Chipata	ZATAC, CLUSA (RGB), CLUSA (NRM), IESC-Global Technology Network, Agricultural Consultative Forum, OPPAZ and ZCSMBA

Mazabuka workshop aimed at linking
the Zambia Sugar Company with
local suppliers

ZCSMBA