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ACRONYMS

AABWA	American and African Business Women's Alliance
ABC	American Business Council
ACP	African Caribbean Pacific
AGCI	African Growth and Competitiveness Initiative
AGOA	African Growth and Opportunity Act
AFTT	Africa Fast Track Trade Program
APCI	Africa Products Capacity Initiative
BCPA	Botswana Cattle Producers' Association
BEAC	Business and Economic Advisory Council
BIDPA	Botswana Institute for Development Policy Analysis
BOCCIM	Botswana Confederation of Commerce, Industry, and Manpower
CARANA	CARANA Corporation
CBOCS	Cross Border Vehicle Overload Control System
CDE	Center for the Development of Enterprise (of the EU)
CITA	Committee for the Implementation of Textile Agreements
COMESA	Common Market for Eastern and Southern Africa
COMSEC	Commonwealth Secretariat
COSSE	Confederation of SADC Stock Exchanges
CTA	Confederation of Business Associations
DC	Dar es Salaam Corridor
DFID	Department for International Development (of the United Kingdom)
EAC	East African Community
EPA	Economic Partnership Agreement
EU	European Union
FDA	Food and Drug Administration
FSE & CC	Federation of Swaziland Employers Federation and Chamber of Commerce
GATT	General Agreement on Tariffs and Trade
HIV/AIDS	Human Immunodeficiency Virus / Acquired Immune Deficiency Syndrome
ICP	International Cooperating Partners
INSAT	Inside Southern African Trade
IPM	Industrial Participation Meeting
LNDC	Lesotho National Development Corporation
MCC	Millennium Challenge Corporation
MCLI	Maputo Corridor Logistics Initiative
MFA	Multi-Fiber Agreement
MFLF	Mpumalanga Freight Logistics Forum
MOU	Memorandum of Understanding
NATHAN	Nathan Associates Incorporated
NSA	Non-Sate Actor
NTB	Non Tariff Barriers
NTF	Namibia Trade Forum
PMAESA	Port Management Association of East and Southern Africa
RTFP	Regional Trade Facilitation Project
SACU	Southern African Customs Union
SAD	Single Administrative Document
SADC	Southern African Development Community
SAIBL	Southern African International Business Linkages Program
SARS	South African Revenue Service

SEG	Sustainable Economic Growth
SIPA	Swaziland Investment Promotion Authority
SPS	Sanitary and Phyto-sanitary
TC	Trade Competitiveness
TFCB	Trade Facilitation and Capacity Building
TIFI	Trade, Industry, Finance, and Investment (SADC)
TKC	Trans-Kalahari Corridor
TLDT	Transport Logistics Diagnostic Tool
TRADE	Trade for African Development and Enterprise
TRALAC	Trade Law Centre for Southern Africa
TRS	Time Release Study
TSG	The Services Group
UK	United Kingdom
UNDP	United Nations Development Programme
US	United States
USAID	United States Agency for International Development
USDA	United States Department of Agriculture
USTDA	United States Trade Development Agency
USTR	United States Trade Representative
WBCG	Walvis Bay Corridor Group
WB SSATP	World Bank Sub-Saharan Africa Transport Policy
WCO	World Customs Organization
WIBA	Women in Business Association
WTO	World Trade Organization

EXECUTIVE SUMMARY



In October the USAID Trade Hub hosted a very successful regional AGOA workshop, entitled “Expanding Processed Food Exports under AGOA, in Cape Town, South Africa. U.S. Consulate General to Cape Town, South Africa, Helen La Lime delivered the keynote address.

The quarterly reporting period – October to December 2006 – represented the beginning of the third year of the Trade Competitiveness (TC) and Trade Facilitation and Capacity Building (TFCB) projects of the Trade Hub. The quarter began with a transition in the leadership of the TFCB Project as Lisa Yarmoshuk left for an assignment with Nathan, Inc., in London and Maxine Kennett joined the TFCB Project as its new director. The Trade Hub’s vision to be a Center of Excellence for trade issues in the region remains a constant with both projects.

The activities undertaken in this context led to the following major accomplishments during the quarter:

- The Trade Hub completed a compendium of Trade and Commerce laws for the Chamber of Commerce in Swaziland;
- As a result of Trade Hub work on the cross border vehicle overload control system (CBOCS) to date, public and private sector stakeholders of Botswana, Namibia, South Africa and Zambia overwhelmingly supported a roll out of the CBOCS along the Trans Kalahari Corridor and at the Kazungula Ferry border post;
- At the World Bank Sub-Saharan Africa Transport Policy Program (WB SSATP) Annual General Meeting held in Maseru, Lesotho, from October 2 to 28, attendees approved a program to establish corridor observatories on the Dar es Salaam, Maputo and Trans Kalahari Corridors;
- The South Africa Revenue Service (SARS) legalized and introduced the SAD (Single Administrative Document) 500 throughout South Africa in October 2006, making the clearance of goods easier and more convenient for importers, exporters and cross-border traders;
- The Assessment of the Status of Trade Facilitation in Zambia completed by the Trade

Hub in June 2006 enabled Zambia together with a group of other countries to contribute and make its first submission to the WTO Negotiating Group on Trade Facilitation during the fourth quarter of 2006. Some of the technical assistance and capacity building needs identified by the Trade Hub Trade Facilitation work for Zambia have also formed part of activities of the Threshold Project in Zambia;

- During the fourth quarter the Trade Hub published the 7th issue of its quarterly news publication, *Inside Southern African Trade (INSAT)*. This special issue focuses on competitiveness and features 7 high-profile interviews;
- The Trade Hub-sponsored Membership Campaign for the Botswana Women in Business Association (WIBA) ended with more than a fourfold growth in WIBA membership which far exceeded the original goal for the campaign;
- The Trade Hub, with direction from the United States Trade Representative (USTR) and USAID Washington, organized the Regional AGOA Workshop for Southern Africa, entitled, “Expanding Processed Food Exports Under AGOA” in Cape Town, South Africa on October 11 and 12;
- Southern African companies continued to experience increase in exports in the fourth quarter of 2006 due to participation in the Material World Trade Show;
- The Trade Hub has undertaken a fisheries market diversification study for the Government of Namibia.

The African Global Competitiveness Initiative (AGCI), announced in June 2005 as a continued source of funding for the Trade Hubs in Africa, focuses on four components: (1) Improving the policy, regulatory and enforcement environment for private sector-led trade and investment; (2) Improving the market knowledge, skills, and abilities of workers and private sector enterprises; (3) Increasing access to financial services for trade and investment; and (4) Facilitating investment in infrastructure. These four components constitute the broad categories for the technical programs and activities of the Trade Hub. The Trade Hub also works with the cross-cutting issues of HIV/AIDS workplace interventions and gender. Furthermore, it undertakes a series of outreach activities designed to multiply the impact of Trade Hub projects.

AGCI Component 1, Improving the policy, regulatory and enforcement environment for private sector-led trade and investment

Support of SADC during the quarter included the drafting of terms of reference for future work on an assessment of the status of implementation of the SADC Protocol on Trade in preparation for the attainment of the SADC Free Trade Area; a review of the SADC-EU negotiations for Economic Partnership Agreement (EPA); and consultations with SADC Secretariat’s Trade, Industry, Finance, and Investment (TIFI) Department to work towards drafting terms of reference for future work in designing an appropriate trade compliance or monitoring mechanism for TIFI.

Trade capacity building activities for the countries in the Trade Hub’s scope of assistance included: a workshop for the Botswana Farmers Union on Liberalization of Agricultural Trade; the mobilization of a Trade Advisor for the Department of International Trade of the Botswana Ministry of Trade and Industry funded by the Botswana Trust Fund for a period of 2 years; advice to the Swaziland and Namibia on the implementation of their Investor Roadmaps; a compendium

of trade and commerce laws in Swaziland; and an assessment of the current modeling systems and human analytical capabilities within Zambia's Ministry of Finance and National Planning Unit.

The Trade Hub completed **assessments of Zambia's and Angola's trade facilitation status**, and presented the findings and recommendations of the report on Zambia to stakeholders in that country. The report on Angola is scheduled for presentation at a workshop in that country in February 2007. A similar assessment for Malawi is planned for 2007.

With respect to the Trade Hub's **private sector advocacy work**, the Trade Hub continued to provide support to WIBA for increasing its membership and implementing a savings mobilization scheme. The Trade Hub-sponsored Membership Campaign for WIBA ended in November with more than a fourfold growth in WIBA membership.

AGCI Component 2, Improving the market knowledge, skills and abilities of workers and private sector enterprises

In the area of **exportable agriculture**, the Trade Hub continues to work with the Botswana Horticulture Council and growers to develop melon production for the South African market despite administrative difficulties in making the export a reality. The Trade Hub also participated in an assessment of USAID agriculture programs in Malawi; provided technical assistance to a grower of Macadamia Nuts based in Malawi for accessing new markets; met with Namibian producers of table grapes to assess their desire to enter those wanting to enter the U.S. market as a result of USDA (United States Department of Agriculture) rule amendments; and conducted a survey on diversification in the fisheries industry sector in Namibia as part of an overall AGOA export diversification scheme. The Trade Hub team also provided assistance to a major South African fruit processor in locating growers and suppliers of avocados and litchis in Kenya and Tanzania and investigated opportunities for regional supply to South African retailers of Broccoli and Cauliflower in January, February and March.

With respect to **textiles and apparel**, the Trade Hub partnered with the West Africa Trade Hub, Africa Fast Track Trade and TradeLinks to support a delegation of four companies to the African Pavilion at the Material World Show in New York City in September 2006. As a result, two companies sponsored and assisted by the Trade Hub—Hippo Knitting from Lesotho and Label Clothing from Botswana—will export additional apparel to the United States in 2007.

Trade Hub **AGOA support** to eligible countries in the region during the fourth quarter of 2007 included preparing for and holding the Southern Africa Regional AGOA Workshop "Expanding Processed Food Exports under AGOA", with direction from the United States Trade Representative (USTR) and USAID Washington in Cape Town, South Africa, from October 11 to 12. At this workshop, more than 140 participants—mostly representatives from the region's business community with potential to export—learned about U.S. regulatory requirements and techniques to increase exports and distribution to the United States in processed foods, including specialty foods and ingredients.

Erin Pope, an accounting student from the Nebraska Wesleyan University, interned at the Trade Hub during the fourth quarter, during which she assisted two Botswana companies with high potential for success of exports to the United States. Mogomotsi Enterprises, an exporter of specialty furniture, was assisted with strategic decisions regarding the expansion of the company's U.S. market. The Trade Hub also provided technical assistance to Art Bantu in redesigning their web-based retail strategy, and the company has achieved its first export to the U.S. market.

During the fourth quarter, the Trade Hub disseminated a new AGOA resource CD available for exporters and public sector officials in Southern Africa which provides information on U.S.

import requirements. The Trade Hub also engaged with the South African Government to provide technical assistance to proceed with approval for Category 9 provisions for hand loomed, handmade, or folklore articles under AGOA.

In December 2006, the Trade Hub discussed the coordination of assistance to the textile and apparel sector in Lesotho with other donor organizations in light of the impending extension of AGOA legislation. The need for a garment dye facility and developing the Ha Tikoe Industrial Estate was identified as priority areas.

AGCI Component 3, Increasing access to financial services for trade and investment

In the area of financial services, Short-term consultant, Dr. Mensah, continued to work on the Trade Hub's Study for the Confederation of SADC Stock Exchanges (COSSE), on **harmonizing listing regulations in stock exchanges in the region**. The report will be completed in January 2007.

The Trade Hub also continued to provide **support to the Botswana Women in Business Association (WIBA) for their savings mobilization scheme** scheduled for launching in the first quarter of 2007

In relation to **financial services liberalization**, the Trade Hub is planning to provide training and technical assistance on trade in financial services and to assist Angola and Mozambique with strengthening their financial services.

AGCI Component 4, Facilitating investment in infrastructure

In collaboration with the WCO, the Trade Hub continued to facilitate implementation of **Time Release Studies (TRS)** in various countries of the region. In Malawi the prioritized Action Plan recommended in the TRS was considered by donors and arrangements made for funding. The Mozambican Customs continued to work on the first draft of the TRS Report which is scheduled for completion in January 2007. The implementation of Phase 2 of the TRS in Zambia—data collection and initial data analysis—was suspended temporarily for administrative reasons on the part of the Zambia Revenue Authority and is scheduled to begin again in January 2007.

The **SAD 500**, a multi-purpose goods declaration form covering imports, exports, cross-border and transit movements, was legalized by the South Africa Revenue Service and introduced throughout South Africa during the fourth quarter.

Activities in support of **transport corridors of the region** during the fourth quarter of 2006 included the facilitation of a meeting of the Mpumalanga Freight Logistics Forum (MFLF) in Nelspruit, South Africa, on October 9 to identify the high level constraints to the **Maputo Corridor** that will be the main agenda of the land transport modal work group meetings of the MFLF; meetings from December 3 to 6 to plan the logistics of pilot testing the FastPath Transport Logistics Diagnostic Tool (TLDT) through USAID/Washington funding; and proposals for an institutional framework for integrating the MFLF with stakeholders from Mozambique and Swaziland to establish a public private partnership to manage the activities of the Maputo Corridor.

During the fourth quarter of 2006, short-term Trade Hub consultants conducted a preliminary, fact-finding study in Botswana to assess air traffic volumes and cargo patterns. The results will be used to determine whether a formal feasibility study to create a **regional passenger and cargo air logistics hub in Botswana** should be undertaken.

Outreach Activities and Hub Management

During the fourth quarter of 2006, **important visitors to the Trade Hub** included both regional and U.S. Government policymakers as well as U.S. foreign service and USAID officials who work on the southern African region.

In the area of **publications and communications**, the films in the Trade Hub's Trade Issues Film Series have now been seen by more than 1,300 people since it was launched, and a series of high-level viewings at events in Malawi, Mozambique, Namibia, Lesotho, and Madagascar are being planned for the first and second quarters of 2007. At the end of December the Trade Hub published the seventh issue of its quarterly news publication, *Inside Southern African Trade (INSAT)* which focused on the concept of 'competitiveness' and how it has changed, indices to measure the competitiveness of countries, and initiatives and reforms to improve country and firm competitiveness throughout Southern Africa.

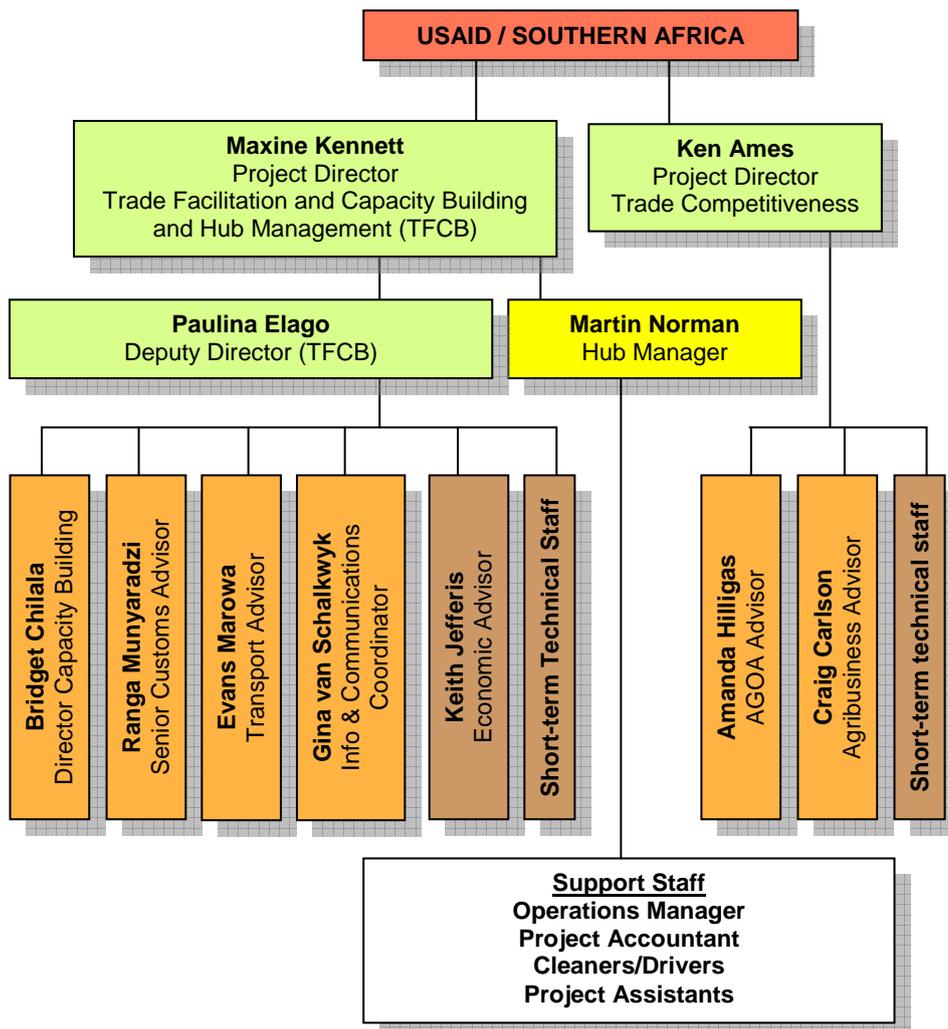
During the third quarter of 2006, the Trade Hub technical staff continued to **coordinate both formally and informally with international donors and organizations** in developing and delivering its programming throughout the region. This coordination included Bridget Chilala's participation in the Interviewing Panel for the post of Regional Trade Policy Adviser to be attached to SADC Secretariat from September 13 to 15 and Trade Hub consultations with the DFID Regional Trade Facilitation Project (RTFP) to identify areas of potential collaboration.

BACKGROUND

In June 2002, the United States Agency for International Development (USAID) / Southern Africa established the Southern African Global Competitiveness Hub, also known as the "Trade Hub", in Gaborone, Botswana. The Trade Hub was established as part of President Bush's Trade for African Development and Enterprise ("TRADE") Initiative launched at the first US/Sub-Saharan Africa AGOA Forum in Washington DC in October 2001.

The Trade Hub's primary objective is to enhance the competitiveness of Southern Africa products and services, which plays a key role in reducing poverty. It is a highly visible and ambitious effort to address critical trade and investment priorities for the region. As one of three regional trade hubs in Africa, the Southern Africa Trade Hub represents an important means for achieving long-term strategic U.S. foreign policy objectives and, as such, must ensure that its mandate and operational objectives are clearly set forth to achieve short-term objectives, as well as systematic benefits to the region over the long-term.

The Trade Hub Team consists of a dozen regional and international experts in the fields of trade, trade negotiations, customs, transport, private sector issues and business linkages, among others, as well as a group of qualified local staff members. The current Trade Hub contract which took effect at the end of 2004 is scheduled to last through the end of 2008.



In June 2005 the AGCI was announced as a continued source of funding for the Trade Hubs in Africa. The AGCI focuses on:

1. Improving the policy, regulatory and enforcement environment for private sector-led trade and investment
2. Improving the market knowledge, skills, and abilities of workers and private sector enterprises
3. Increasing access to financial services for trade and investment
4. Facilitating investment in infrastructure

These four components constitute the broad activities categories of the technical programs and activities of the Trade Hub.

AGCI COMPONENT 1: IMPROVING THE POLICY, REGULATORY, AND ENFORCEMENT ENVIRONMENT FOR PRIVATE-SECTOR LED TRADE AND INVESTMENT

This component includes activities designed to lend support to the Southern African Development Community (SADC), build trade capacity in the countries of the region, improve the trade negotiation abilities of the region, and strengthen the advocacy role of the private sector in the countries of southern Africa.

Support to the Southern African Development Community (SADC)

Activities in support of SADC during the quarter included the following:

At the request of the SADC Secretariat, on November 13 Bridget Chilala, Director of Trade Capacity Building, and Paulina Elago, TFCB Deputy Director, met with Jabulani Mthethwa, Acting Senior Manager, Multilateral Trade, for discussions on the request from SADC Secretariat that the Trade Hub conduct an audit on tariff reduction commitments by SADC Member states to assess preparedness to attaining a free trade area by 2008. Bridget Chilala worked with officials at the SADC Secretariat to draft terms of reference for future work to conduct an assessment on the status of implementation of the *SADC Protocol on Trade* in preparation for the attainment of the SADC Free Trade Area. The SADC Protocol on Trade entered into force on January 25, 2000, and its implementation is expected to usher in a Free Trade Area by January 1, 2008. The assessment is projected to start in January 2007.



At the invitation of Trade Law Center of Southern Africa, (tralac) Paulina Elago joined Tralac consultants to carry out a review of the SADC-EU negotiations for *Economic Partnership Agreement (EPA)* in accordance with Article 37(4) of the Cotonou Agreement. The team visited EPA countries to collect data and conduct interviews with relevant stakeholders involved in the negotiations. As part of that exercise, Paulina Elago together with Trudi Hartzenberg and Gerald Erasmus of Tralac visited Namibia from October 16 to 17 where they held two round table discussions with representatives of the private sector and public sector respectively. From October

24 to 26, Ms. Elago traveled to Luanda where she met the Director General of Industry, Mr. Kiala Ngone, and held a round table meeting on October 25 with senior officials from various government departments involved in EPA negotiations. (*For additional information see the trip report prepared by Paulina Elago on “Visit to Namibia in relation to the review of the SADC EPA negotiations” October 16-17, 2006 and “Visit to Angola in relation to the review of the SADC EPA negotiations” October 22-26, 2006.*)

At the request of the SADC Secretariat for assistance in designing a **monitoring mechanism for Trade, Industry, Finance, and Investment (TIFI)**, Bridget Chilala held consultations with Mr. Nokokure Murangi, Director TIFI, and other officials at the SADC Secretariat on December 8 to exchange ideas and work towards drafting terms of reference for future work in designing an appropriate trade compliance or monitoring mechanism for TIFI. This work is expected to start in early 2007.

On December 1, Bridget Chilala and Paulina Elago met informally with Paul Kalenga, Advisor, EPA Unit, to discuss issues relating to SADC EPA Negotiations and the implementation of the SADC Protocol on Trade.

Planned Activities, SADC Support:

- At the request of the SADC EPA Unit at the SADC Secretariat, the Trade Hub will undertake a **survey of Non State Actors (NSA)** in Namibia, Angola, Mozambique and Tanzania for the purpose of identifying key leaders and opinion makers in the private sector and other NSAs. The purpose of the survey is to facilitate closer consultation and coordination with the private sector on EPA negotiations in addition to designing and implementing trade and development policies under the EPA and other trade arrangements. The survey complements and builds on a similar survey done for Botswana, Lesotho and Swaziland through EU funding. Two short-term consultants—Gideon Phiri and Pascoa Themba—are scheduled to begin the survey in January 2007. Paulina Elago coordinated with Boitumelo Gofhamodimo and Mike Humphrey of the EPA Unit at SADC Secretariat to prepare for the study;
- Conduct trade audit monitoring work;
- Interact with SADC Secretariat on areas for support to the Directorate of Infrastructure and Services.

Trade Capacity Building

The following activities were carried out during the fourth quarter of 2006 in support of trade capacity building in eligible countries:

- **Botswana**

At the request of the Botswana Cattle Producers Association (BCPA), a **workshop for the Botswana Farmers Union on Liberalization of Agricultural Trade** was hosted by the Trade Hub on December 6. The topics discussed included Agricultural Agreements and their provisions, the negotiations at the multilateral level on agriculture, and the SADC trade liberalization program. Bridget Chilala made a presentation which focused on the provisions of the WTO Agreement on Agriculture and the proposals on agricultural liberalization made by the European Union and the United



States for the purpose of enhancing the understanding of the Botswana farming community of the provisions of these agreements as well as the opportunities and potential challenges that may arise from the implementation of these agreements.

The Trade Hub also assisted with the mobilization of a *Trade Advisor for the Department of International Trade of the Botswana Ministry of Trade and Industry* who will be funded by the Botswana Trust Fund¹ for a period of 2 years and is expected to assist in all work of the Department of International Trade, including all ongoing negotiations and key trade issues in which the Department is involved, specifically EPAs, WTO negotiations, and issues relating to Botswana's membership in SADC and SACU, among others.

In support of the work being carried out by the Botswana Business and Economic Advisory Council (BEAC), Dr. Keith Jefferis, Economic Advisor to the Trade Hub, provided inputs to the *BEAC report that recommends a path for economic growth* and economic and institutional reforms for Botswana. Dr. Jefferis also served as a resource person for a workshop on Developing Botswana's Trade Policy Agenda, organized by the Ministry of Trade and Industry, United Nations Development Programme (UNDP), and the Botswana Institute for Development Policy Analysis (BIDPA) on October 12.

- **Swaziland**

Paulina Elago continued with consultations and advice to the Swaziland Investment Promotion Authority (SIPA) on modalities for the effective *implementation of the Swaziland Investor Roadmap* which was completed by the Trade Hub in 2005. These discussions have resulted in one-on-one consultations by SIPA with key Ministries and agencies which in turn have facilitated better understanding of what is required of the institutions concerned to facilitate implementation of Roadmap recommendations.



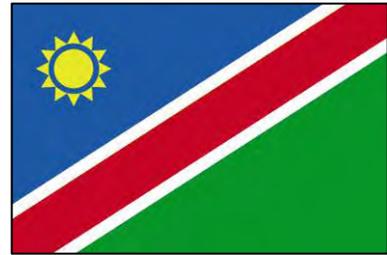
Also, Paulina Elago has continued consultations with SIPA towards planning and preparing for the process improvement workshop scheduled for the first quarter of 2007. The workshop will seek to bring together key agencies responsible for licensing regimes addressed in the Swaziland Investor Roadmap with a view to designing implementation plans and strategies to speed up implementation of specific recommendations in the Roadmap.

Trade Hub consultants continued work on compiling and producing a *compendium of trade and commerce laws in Swaziland* which will serve as guide and facilitate compliance of trade and commerce laws and regulations by members of the Federation of Swaziland Employers Federation and Chamber of Commerce (FSE & CC). The final draft is programmed for completion in January 2007 and will be used by the Chamber as a tool to promote awareness and conduct training.

¹ The Botswana Trust Fund was established by means of an MOU between the Botswana Ministry of Finance and the U.S. Government through the U.S. Embassy in Gaborone, Botswana, and USAID / Southern Africa on March 7, 2006. The MOU established that projects under the Fund would support trade development and environmental protection in Botswana and that the Trade Hub would administer the Fund.

- **Namibia**

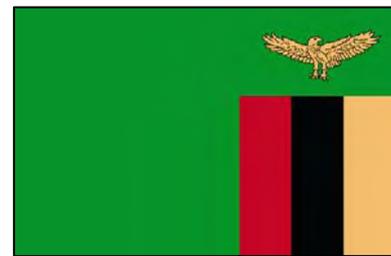
At the invitation of the Namibian Ministry of Trade and Industry, Paulina Elago attended a high level workshop in Rundu, Namibia, from November 12 to 16 to consider and deliberate on all the recommendations from the *Namibian Investor Roadmap* with a view to developing strategies and an action plan for implementing the recommendations. Ms. Elago presented the findings and recommendations of the Roadmap to the Working Group and served as a resource person for the duration of the workshop.



Implementation of the Namibia Investor Roadmap has become a priority focus for the Working Group which was established by the Cabinet which also directs the activities of the Group. The Working Group will serve as a mechanism for inter-agency coordination and will oversee, monitor and evaluate the progress in implementing the recommendations by individual agencies. *(For additional information see the trip report prepared by Paulina Elago on "Visit to Namibia to attend the national workshop on the implementation of the Investor Roadmap" November 12-17, 2006.)*

- **Zambia**

In November at the request of USAID/Zambia, USAID Trade Hub-contracted economists Dr. Neal Peter Cohen and Dr. Janusz Szyrmer traveled to Lusaka, Zambia, to undertake an *assessment of the current modeling systems and human analytical capabilities within Zambia's Ministry of Finance and National Planning Unit*.



This included an evaluation of current analytical software, hardware, and data management, an assessment of the level of expertise within the unit, and a review of assistance to this unit and related budget activities provided by other cooperating partners. A final report with findings and recommendations is due for completion in early 2007.

Planned Activities, Trade Capacity Building:

- **Angola:** At the request of the Ministry of Industry in Angola, the Trade Hub in partnership with tralac will prepare a program to conduct training on rules of origin for Angola, now scheduled for February 2007;
- **Botswana:** Continue to provide inputs to the BEAC report that recommends a path for economic growth and economic and institutional reforms for Botswana;
- **Lesotho:** At the request of the Lesotho National Development Corporation (LNDC), the Trade Hub will start preparations for and research leading to the production of a guide of preferential arrangements which provide preferential market access to Lesotho's exports. Potential short-term consultants are being considered and actual research is scheduled to start in February 2007;
- **Lesotho:** Prepare a negotiations training for the Chamber of Commerce in Lesotho as well as a guide of preferential trade arrangements for Lesotho;
- **Madagascar:** At the request of the Ministry of Industry and Trade in Madagascar, the Trade Hub will conduct a training workshop for the private sector and others to explain

the provisions in the international trade agreements to which Madagascar is party as well as conduct trade negotiations skills training for both government and private sector participation;

- **Malawi:** At the request of the Ministry of Trade and Private Sector Development in Malawi, the Trade Hub will (i) provide support to prepare responses to questions that were raised by WTO member states during their last Trade Policy Review in 2002, and (ii) conduct a trade negotiations skills training focusing on Trade in Services. These activities are designed to enhance Malawi's participation in the GATS negotiations once serious negotiations resume at the WTO and finalization of the Annex on Trade in Services, which is an integral part of the SADC Protocol on Trade. Participants will be drawn from both government and the private sector;
- **Swaziland:** Finalize the compendium of trade and commerce laws in Swaziland for the Swazi Chamber of Commerce which will serve as a tool for their outreach and capacity-building activities;
- **Swaziland:** At the Request of SIPA, the Trade Hub will conduct a process improvement workshop to facilitate implementation of the Swaziland Investor Roadmap recommendations pertaining to business and trade licensing regimes;
- **Namibia:** A variety of activities in support of the Namibia Trade Forum (NTF)—a public-private sector forum established in 2005 to facilitate dialogue and closer consultation among key stakeholders on issues related to international trade including trade negotiations—will be implemented during the first half of the year;
- **Zambia:** Conduct trade negotiation skills training focusing on Trade in Services and targeted to all relevant stakeholders including the Zambia Business Forum. The objective is to enhance Zambia's participation in the GATS negotiations and finalization of the Annex Trade in Services, to the SADC Protocol on Trade;
- **Zambia:** Provide assistance to Zambia with regard to the provisions of the WTO Safeguard Agreement. It will conduct a workshop to explain the provisions of the Agreement and the regional provisions on Safeguards (i.e., for SADC and COMESA) which will include how to conduct safeguard investigations as provided for in the WTO Agreement on Safeguards.
- Finalize a study on Non-State Actors (NSA) for the SADC EPA Unit.

Assessment of the Status of Trade Facilitation

In order to prepare themselves for current and future discussions on trade facilitation at the WTO and with other countries and trading blocks, several countries have requested that the Trade Hub perform an assessment of their trade facilitation status. The objective of these assessments is to (a) identify trade facilitation needs and priorities of the country, (b) where feasible, determine the resource implications of implementing proposed trade facilitation measures under the WTO trade negotiations, and (c) determine the country's capacity to implement trade facilitation measures that derive maximum benefits.

- **Zambia:** The assessment in Zambia was completed and presented to the stakeholders in June 2006. At the presentation, Zambia decided that implementation of those aspects that did not require donor support should be acted upon immediately, and to date the Zambia Revenue Authority has introduced pre-clearance procedures. With respect to those aspects

that require donor assistance or support, some of the recommended activities are being implemented by the Zambia Threshold Project. As a result of the assessment, Zambia and a group of other countries made a submission to the WTO as part of the Trade Facilitation Negotiations using the findings of the assessment.

- **Angola:** Bridget Chilala met with Happias Kuzvinzwa, Advisor, Customs and Trade Facilitation in the TIFI Directorate of SADC Secretariat, to discuss the status of Trade Facilitation at the regional level and in particular in Angola. To discuss technical issues relating to trade facilitation in Angola, and especially issues particular to former Portuguese colonies, Bridget Chilala met with Nicholus Sululo, a Mozambican national working in the TIFI Directorate on November 15. The Trade Hub completed the data collection in October and finalized the technical report which will be presented to all relevant stakeholders at a workshop in February 2007. *(For additional information see the trip report prepared by Bridget Chilala, Ranga Munyaradzi, Evans Marowa and Duca Hart on "Assessment of Trade Facilitation in Angola", October 14 – 31, 2006.)*

Planned Activities, Assessment of Status of Trade Facilitation:

- **Angola:** Bridget Chilala, Ranga Munyaradzi, Senior Customs Advisor, Evans Marowa, Transport Advisor, and short-term consultant Donaldo 'Duca' Hart will present the technical report for the Trade Facilitation Assessment for Angola on the basis of the findings as analyzed for GATT Articles V, VIII and X. A two-day workshop will be organized in the last week of February 2007 in Luanda, Angola, to which both government and private sector stakeholders will be invited. The results will assist Angolan policy makers in formulating a comprehensive package of issues for WTO Trade Facilitation negotiations;
- **Malawi:** An assessment of the status of trade facilitation in Malawi is programmed for 2007.

Private Sector Advocacy

This component includes activities which build the capacity of private sector entities to represent their interests to the government, assists the private sector in advocating for needed reforms, and foster public - private sector dialogue. Activities under this heading included the following:

- **Women in Business Association (WIBA)**

The Trade Hub continued to provide support to WIBA for building its institutional structure, increase membership and enhance its advocacy role. Activities during the quarter included the following:

Continued to sponsor the Membership Campaign Coordinator, Leah Gabaeme, and coordinate her activities.

Provided continuing support to WIBA for the implementation of their savings mobilization scheme and hosted a series of presentations to the WIBA Board of Directors on the microfinance services of various banks on November 28-29 and December 5.



MILESTONES

Membership in the Botswana Women in Business Association (WIBA) increased more than fourfold from 15 to 70 between July and December 2006 as a result of the Trade Hub-sponsored membership campaign.

Planned Activities, Private Sector Advocacy:

- **Malawi:** Organize a Private Sector Advocacy Roundtable in Malawi to provide an opportunity to the private and public sectors for discussing the obstacles to a more competitive business environment in that country, learn about international and regional best practices in advocating for change, and view the films from the Trade Issues Film Series;
- Approach key businesswomen's associations in the region to discuss possible Trade Hub interventions for building the institutional aspects of their organizations and increase the advocacy capacity of those associations;
- Coordinate with and assist the Women in Business Association (WIBA) of Botswana in implementing a savings mobilization scheme for its members;
- Administer assistance to Administer assistance to the Botswana Confederation of Commerce, Industry and Manpower (BOCCIM) under the Botswana Trust Fund, and coordinate with them on the development of their capacity-building programs.

Participation in Events Outside the Trade Hub

In addition to the above-mentioned activities, Trade Hub technical staff was invited to participate in and contribute to a number of events organized and held outside the Trade Hub during the fourth quarter of 2006 which were related to Trade Capacity Building activities:

- Maxine Kennett, TFCB Director, and Paulina Elago attended tralac's Annual Conference "Negotiating EPAs for Development" from October 5 to 7 in Cape Town, South Africa. Discussions also focused on competition policy and intellectual property rights. *(For additional information see the trip report prepared by Maxine Kennett and Paulina Elago on "Tralac Annual Conference", October 4-6, 2006.)*
- On October 19, Maxine Kennett and Paulina Elago attended the SADC Energy Sector Thematic Group Meeting in Gaborone, Botswana, and Ms. Kennett also attended the SADC Transport Sector Thematic Group Meeting on the same day.
- Paulina Elago, Martin Norman, Hub Manager, and Gina van Schalkwyk, Information and Communications Coordinator, attended a workshop for journalists from the region entitled "Covering Trade and Globalization" in Johannesburg, South Africa, from November 1 to 4. Ms. Elago and Mr. Norman served as panelists, and the USAID Trade Hub screened some of its educational films. The Trade Hub sponsored the participation of a journalist from Zambia and one from Malawi to the workshop, which was organized by the Graduate Journalism Programme of the Witwatersrand University and the Initiative for Policy Dialogue, Columbia University, with the support of the Open Society Institute. The sponsored journalists will become regular contributors to the Trade Hub's flagship newsletter, *Inside Southern African Trade (INSAT)*. *(For additional information see the trip report prepared by Paulina Elago, Martin Norman, and Gina van Schalkwyk on "COVERING Trade and Globalization" Seminar for Journalists in Johannesburg, South Africa", November 1-4, 2006.)*



- At the invitation of the SADC Secretariat, Lawrence Johnson of USAID/Southern Africa, Maxine Kennett, Paulina Elago and Amanda Hilligas attended the SADC Africa Products Capacity Initiative (APCI) Expert Group meeting on improving industrial performance and promoting employment from December 5 to 8 in Midrand, South Africa. (*For additional information see the trip report prepared by Maxine Kennett, Paulina Elago and Amanda Hilligas on “SADC African Productive Capacity Initiative (APCI) Expert Group Meeting”, December 6-8, 2006.*)

AGCI COMPONENT 2: IMPROVING THE MARKET KNOWLEDGE, SKILLS, AND ABILITIES OF WORKERS AND PRIVATE SECTOR ENTERPRISES

This component seeks to improve the capacity of regional businesses and clusters to produce and market competitive goods and services. Activities endeavor to develop value-adding export relationships within the region and internationally by providing access to technical assistance. Much of the work planned assists producers, exporters, and countries to maximize benefit from AGOA opportunities. Target sectors under this component are: exportable agriculture and textiles and apparel.

Exportable Agriculture

The following activities were carried out during the fourth quarter of 2006 in support of exportable agriculture in eligible countries:

- **Botswana**

Work continues with the Botswana Horticulture Council and growers to *develop melon production for the South African market*. After initial trials, four varieties of melons – two sweet melons and two watermelons – were selected based on the interest of South African buyers. During this quarter six farmers planted melons as part of a small-scale commercial production run.

Despite adverse weather conditions production went well. Agents in South Africa were particularly interested in the Fashion variety of watermelon and the Magritte sweet melon. A wholesaler with an exclusive agreement with all Gauteng area Woolworth stores requested the entire production of the Fashion melons. Unfortunately, due to bureaucratic and administrative changes, on the part of the Governments both in South Africa and Botswana, the Trade Hub has been unable, to date, to obtain the necessary permits to export these products.



- **Malawi**

Craig Carlson, Agribusiness Advisor, participated in an *assessment of USAID agriculture programs in Malawi* at the invitation of the USAID/Malawi Sustainable Economic Growth (SEG) Team. Mr. Carlson was responsible for addressing supply chain management issues, market development components, and regional trade for the assessment.

The Trade Hub also provided *assistance to a grower of Macadamia Nuts*, based in Malawi, concerning providing technical assistance in accessing new markets. After

receiving specifications from the grower, additional contacts and potential opportunities will be established.

- **Namibia**

Table grape production. Mr. Carlson traveled to Namibia in collaboration with U.S. Government officials to interview table grape producers based in the south of the country. This activity was undertaken in response to rule amendments by the USDA which allows for the importation of table grapes from Namibia to the United States. Meetings were held with producers to identify those wanting to enter the market and assessing their capacities for instituting the Sanitary and Phyto-sanitary (SPS) mitigation protocols called for in the rule change.



Due to the timing of the rule change, which coincided with the beginning of harvest, producers were unable to take advantage of the change and export this season. After harvest is completed the Trade Hub will again be in contact with the growers to ascertain assistance that might be required by the growers to meet the mitigation requirements and gain access to the U.S. market next season (*For additional information see trip report by Craig Carlson on “Potential for exporting Namibian Grapes to the US”, Namibia Oct-Nov 2006*).

In response to a request by the Government of Namibia, Mr. Carlson traveled to Namibia to undertake a survey focused on ***diversification in the fishery sector***. The desire to diversify is, in part, an effort to address an overall AGOA export diversification scheme. Mr. Carlson was joined on this trip by Government of Namibia Ministry officials and a consultant. All members of the team focused on reviewing current value addition activities and market requirements and examined the market potential and viable options for improving the fishing industry.



- **South Africa**

Regional supply of fresh fruit and vegetables. Mr. Carlson provided assistance to a major South African fruit processor in locating growers and suppliers of avocados and litchis in Kenya and Tanzania. The processor is trying to diversify their suppliers, allowing them to meet a year-round demand for these two particular products.

Mr. Carlson is investigating an opportunity for regional supply to South African retailers of Broccoli and Cauliflower in January, February and March. Traditionally during this period the supply volumes into the local market of these crops are low due to unfavorable growing conditions in South Africa as a result of high temperatures. The Trade Hub has located a buyer with one of the retail chains in Botswana who expressed interested in speaking to suppliers for these products closer to harvest time. Another dialogue was established with a buyer in South Africa in an effort to develop a regional growing program for these crops to meet local demand.

Planned Activities, Exportable Agriculture:

- **Botswana:** Continue to provide support to the BCPA for the establishment of parity pricing and undertaking other changes within the industry;
- **Botswana:** Assist melon producers to gain access to the fresh cut and/or fresh market in South Africa. It will document the experience with the recently concluded trial which resulted in the inability of producers to gain access to the RSA market due to permitting issues;
- **Malawi:** Assist in identifying markets for macadamia nuts;
- **Mozambique:** Provide assistance to South African firms to identify potential supply sources in the country;
- **Namibia:** Follow-up with Table Grape Producers to ascertain assistance required to meet mitigation requirements in order to access the US market in 2007;
- **Namibia:** Complete the Fisheries Market Diversification Study and share results with stakeholders in Namibia;
- **South Africa:** Continue to work with producers to identify and prioritize cross border investment or sourcing opportunities into Swaziland and/or Mozambique;
- **South Africa:** Undertake a comprehensive study of the windows of opportunity for fresh produce in the South African market and develop an action plan given the findings;
- **Zambia:** Contact vegetable producers to gauge their interest in accessing the U.S. market for recently approved baby vegetables and assist in the development of an action plan;
- **Zambia:** Provide technical assistance for organic certification to the Zambian pepper producer.

Textiles and Apparel

- **Southern African Companies Continue to Experience Increase in Exports due to participation in Material World**

The AGOA and Apparel Program at the Trade Hub partnered with the West Africa Trade Hub, Africa Fast Track Trade and TradeLinks counterparts on capacity building to support a delegation of four companies to the African Pavilion at the Material World Show in New York City in September 2006.

After participating in the Material World Show in September 2006, two companies sponsored and assisted by the Trade Hub will export additional apparel to the United States in 2007.

Hippo Knitting – Lesotho



The Southern Africa Trade Hub sponsored Maseru-based Hippo Knitting to participate in the Material World Trade Show in New York. Hippo Knitting capitalized on the opportunity to showcase and network and realized success. A New York retailer has placed an order for 2007 valuing \$1.9 million, and three additional North American companies have visited Hippo Knitting facilities since the trade show.

This new business is a welcome upswing. Since the expiration of global apparel quotas under the Multi-Fiber Agreement (MFA) on January 1, 2005, African producers have struggled to maintain U.S. market share in garments. The United States Trade Representative reported that overall AGOA textile and apparel imports dropped quickly, by as much as 12 percent, in 2005. The decline was a combined effect of increased global competition in a post-MFA environment and the anticipated end of AGOA third country fabric provisions. This changing landscape is particularly significant for Lesotho, where in just five years AGOA preferences have spurred industry growth and rendered apparel and textile manufacturing the country's largest formal sector employer.

Hippo Knitting, a 2000 upstart employing nearly 800 workers, is among those affected. Since early 2005, the facility has been forced to reduce its production capacity by 45 percent. The \$1.9 million order will help to mitigate the impact, as the company will revive capacity by 10 percent to meet the demand, creating 160 jobs in the process. The Material World Trade Show played a key role in this renewal of confidence, providing the company with a face-to-face opportunity to prove its business savvy and product quality.

Label Clothing - Botswana

Label Clothing is a new arrival to Botswana and, pending orders received via Material World contacts, will be a new entrant to the United States market. The facility, located in Selebi Phikwe, employs 490 workers and has concentrated to date on casual wear, specifically men's basics and safari clothing.



While in New York, Label Clothing's Bernice Rensberg met with Dr. Bill Releford, Chairman of Butta, the California-based company commanding the "Made in Africa" brand. Label's samples met Butta's quality test, and Butta has since placed an order valuing \$519,000 for 350,000 units of men's shirts, tracksuits, boxers, and boxer briefs.

Material World New York also served as a catalyst to deepen Label's relationship with another South African partner. The two companies are negotiating to collaborate on orders for two large markets in South Africa: hospital scrubs and prison uniforms.

Since returning to Botswana, Rensburg has followed up with and sent samples to other promising American buyers who expressed interest in Label's product lines during private meetings in New York. An unnamed buyer took special interest in Bernice's personal account of her business' resolve in a hurdle-ridden environment. Bernice writes, "The buyer was very impressed with our range and was convinced that we were not of African origin. After hours of talking when I gave him the whole history of Label Clothing from start-up, to the setting-up in Botswana, he decided that Label Clothing was definitely a company he wanted to do business with. He found it so amazing that an entire family could all work together for so long and admired our tenacity to persevere through the very difficult times we are facing."

Planned Activities, Textiles and Apparel:

- **Trade Hub to Host Apparel Business to Business meeting in 2007**

Over the last several years the European Union's (EU) Center for the Development of Enterprise (CDE) has developed a clear strategic approach for supporting the development of the textile and clothing sector in Southern Africa, based on the needs expressed by the local companies in the region. Based on findings of sectoral studies, the first in a series of Industrial Participation Meetings (IPM) was held in Maputo in November 2002. With the end of the Multi-Fiber Agreement at the end 2004 and continued rise of the Chinese textile sector on the world scene, another workshop was organized in Johannesburg in November 2004. The business round table in Mauritius in October 2005 followed, while at the same time bringing new capable SADC companies to the table. A July 2006 meeting in Johannesburg was a continuation of this program and has resulted in significant business deals to the European and American markets.

This business to business program created by the CDE was highly useful to companies attending from the SADC region, and resulted in significant trade deals for participating firms. The Southern Africa Trade Hub will host the next event, at a date to be determined early in 2007. The event will include U.S. retailers and buyers of apparel from Southern Africa to maximize AGOA exports.

AGOA Support

- **Southern Africa Regional AGOA Workshop "Expanding Processed Food Exports under AGOA"**



The Trade Hub, with direction from the United States Trade Representative (USTR) and USAID Washington, organized the Regional AGOA Workshop for Southern Africa, entitled, "Expanding Processed Food Exports under AGOA" at Le Vendome Hotel in Cape Town, South Africa, from October 11 to 12.

The purpose of the workshop was to focus special attention on African Growth and Opportunity export opportunities in the processed and specialty food and ingredient sectors in order to promote and expand exports of these products to the U.S. market.

A delegation of eight experts from the United States including American food distributors, brokers, and marketing experts traveled to the workshop in Cape Town to share their expertise with participants from more than 14 Southern African countries. More than 140 participants learned about U.S. regulatory requirements and techniques to increase exports and distribution to the United States in processed foods, including specialty foods and ingredients.

The conference was successful in part due to the high caliber U.S. – based speakers that traveled to Cape Town to share their expertise with participating companies as well as the wide range of companies participating in the program. USTR, USAID Washington and the Trade Hub developed a strategy of selecting companies that included more advanced companies, and companies just beginning to export to the United States. A number of the companies networked with representatives from the U.S. and exports are currently pending for three different participating companies.



A group of companies displayed their products during a reception at the conference. The companies participating represented a cross section of the client base the Trade Hub is working with, including those that have participated in other Trade Hub sponsored activities. Also present were wine producers which have been supported by the SAIBL project. The reception was attended by approximately 75 of the participants, members of the local community and press. The reception provided an opportunity to sample product, engage in discussion and meet other delegates to the conference. *(For additional information see the trip report prepared by Ken Ames, Amanda Hilligas, Craig Carlson, Veronica Malama, Lisa Yarmoshuk Martin Norman and Gina van Schalkwyk on “Southern Africa Regional AGOA Workshop “Expanding Processed Food Exports Under AGOA” October 11-12, 2006.)*



- **Trade Hub Provides Outreach to Companies in Durban and Pietermaritzburg**

At the request of the United States Consul General, Eugene Young, Political and Economic Officer Amy Patel, and the Durban Chamber of Commerce, Lisa Yarmoshuk, former Director of TFCB, and Amanda Hilligas, AGOA Advisor, traveled to Durban to present the programs of the Trade Hub and conduct AGOA outreach for processed food companies from October 25 to 27.

Briefings were held for Chambers of Commerce in Durban and Pietermaritzburg Chambers of Commerce, and companies were identified for further AGOA assistance during the trip. A number of the companies from the Kwa-Zulu-Natal province will now benefit from the AGOA Program, including technical assistance, in 2007. *(For additional information see the trip report prepared by Lisa Yarmoshuk and Amanda Hilligas on “Durban and Pietermaritzberg Chamber of Commerce Business to Business Meeting 2006” October 25-27, 2006.)*

- **Botswana Companies Benefit from AGOA Assistance**

Erin Pope, an accounting student from the Nebraska Wesleyan University, interned at the Trade Hub after finishing studies at the University of Stellenbosch in South Africa during the fourth quarter of 2006. During her internship with the AGOA Program, she assisted two Botswana companies. Both companies have a high potential for success for exports to the United States and will be assisted by the Trade Hub in 2007.

Mogomotsi Enterprises

Mogomotsi Enterprises, based in Gaborone, Botswana, produces high quality and contemporary furniture that has been featured in the *New York Times* and *O* (Oprah’s Magazine). Mogomotsi Enterprises is part of the North South Project (see www.northsouthproject.com), a new model of viable design and craft collaborations. Canadian designer Patty Johnson has collaborated with partners in Botswana and Guyana to bring new product collections, including furniture and basketry to the North American market. Johnson creates designs allowing the companies, including Mogomotsi, to make the most of the techniques and materials unique to each culture, developing products that are desirable in the U.S. marketplace.

Mogomotsi Enterprises, run by Peter Mabeo, has won awards at the International Contemporary Furniture Fair and “Design Dozen 2006” in Newsweek, as one of the product lines represented for new direction and achievement in design.

During the first quarter of 2007, the AGOA Program and Africa Fast Track Trade (AFTT) will partner to bring an expert in contemporary furniture distribution to assist Mr. Mabeo and his successful company, to facilitate exports to the United States.

Art Bantu (www.artbantu.com)

Art Bantu, a company based in Gabane, Botswana benefited from technical assistance from the AGOA Program in the fourth quarter of 2006 and has achieved its first exports to the U.S. market.



During Ms. Pope’s internship at the Trade Hub, she assisted Art Bantu with a website revision and marketing products to the United States.

- **New AGOA Tool Launches**

The Trade Hub has a new AGOA resource CD available for exporters and public sector officials in Southern Africa. The CD includes information about U.S. import requirements for the Food and Drug Administration (FDA), United States Customs, the U.S. Department of Agriculture and others. The CD will be distributed to USAID Missions and U.S. Embassies in Southern Africa in the first quarter of 2007.



- **South Africa: Category 9 Eligibility under AGOA**

AGOA provides duty and quota free benefits for hand loomed, handmade, or folklore articles made in beneficiary sub-Saharan African countries. This provision is known as "Category 9".



In Executive Order 13191, the President authorized Committee for the Implementation of Textile Agreements (CITA), after consultation with the Commissioner of Customs and Border Protection, to consult with beneficiary sub-Saharan African countries and to determine which, if any, particular textile and apparel goods shall be treated as being hand loomed, handmade, or folklore articles.

Each AGOA-eligible country in Southern Africa has submitted and qualified for Category 9 provisions with the exception of South Africa. During the third quarter of 2006, the Trade Hub engaged with the South African Government to provide technical assistance to proceed with approval for Category 9 provisions under AGOA.

Category 9 products from South Africa will be submitted in the first quarter of 2007 for approval by the United States.

- **Support for the Apparel Sector in Lesotho**

In December 2006, the AGOA Advisor and Lawrence Johnson of USAID / Southern Africa visited Maseru, Lesotho, and discussed Trade Hub coordination with other donors to assist the textile and apparel sector in light of the impending extension of AGOA legislation.

Two needs were identified after meeting with ComMark, the Lesotho Textile and Apparel Industry Association, and additional stakeholder companies:

AGOA is Extended. The President Signs the "Africa Investment Incentive Act of 2006" As Part of the Omnibus Health, Tax and Trade Bill

On December 20, 2006, President Bush signed the "Africa Investment Incentive Act of 2006" as part of the omnibus health, tax and trade bill. Two provisions in this bill will benefit Southern Africa companies exporting or intending to export to the United States.

The effective date for AGOA has been extended until 2015.

The third country fabric provision, a benefit which allows lesser developed beneficiary countries the ability to source fabric from sources outside of Africa for the manufacture of apparel, has been extended until September 30, 2012.

The text of the legislation and the White House press release can be found at www.agoa.gov

- A garment dye facility
- Developing the Ha Tikoe Industrial Estate

The Trade Hub and USAID Southern Africa will coordinate with United States Foreign Commercial Service (USTDA), the Millennium Challenge Corporation (MCC) and the U.S. Embassy in Maseru to determine further assistance with either project.

Planned Activities, AGOA Support:

- Select firms to participate in the New York Fancy Food Show, held in July 2007;
- Conclude client agreements on technical assistance for specialty food client companies;
- Travel to Swaziland for the Apparel Sector Seminar;
- Elephant Pepper will visit Swaziland to explore potential investment in the chili sector;
- Sun Rich International, a company sourcing specialty foods will visit Southern Africa;
- The Trade Hub will follow up with the U.S. Department of Commerce on South Africa's Category 9 submission;
- A furniture consultant will visit Mogomotsi Enterprises in Gaborone;
- The Trade Hub will schedule a visit of specialty food consultant Derryck Cox, in preparation for the July Fancy Food Show;
- Hold interviews with the South African Press regarding AGOA;
- Prepare for the apparel sector business-to-business meetings;
- Follow up with Lesotho for sector work in apparel and related infrastructure concerns;
- Visit Mauritius to select and provide technical assistance to companies participating in the Fancy Food Show in New York City in July 2007;
- Provide post trade show support for companies that attended Material World Show in September 2006;
- Distribute the AGOA Resource CD to U.S. Government stakeholders.

AGCI COMPONENT 3: INCREASING ACCESS TO FINANCIAL SERVICES FOR TRADE AND INVESTMENT

Access to Financial Services for Trade and Investment has taken on increasing importance to the Trade Hub. In 2005 the Trade Hub conducted a study that analyzed critical issues related to obtaining trade-related finance in Mozambique in 2005 which resulted in the Confederation of Business Associations (CTA), Mozambique's private sector association forming a working group to address some of the issues raised in the study with the goal of improving access to financing in Mozambique. With the announcing of the AGCI, access to financial services took on a greater importance, and the Trade Hub has been involved in the following activities:

Harmonization of Regional Stock Exchanges

Keith Jefferis, Economic Advisor to the USAID Trade Hub, is working together with consultant Sam Mensah on a study for the Confederation of SADC Stock Exchanges (COSSE), on harmonizing listing regulations in stock exchanges in the region. The study is aimed at facilitating investment in the region by supporting SADC's efforts to make the process of listing shares and raising finance in different countries easier, as well as enhancing the attractiveness of the SADC region as a destination for international portfolio investments. The harmonization initiative is part of the policy framework agreed to under the SADC Finance and Investment Protocol. Dr. Mensah is a short-term consultant based in Accra, Ghana, with extensive experience in the development of African Stock Exchanges. Dr. Jefferis and Dr. Mensah have held meetings with the Botswana and Johannesburg stock exchanges, and are expected to have a draft report completed in January 2007.

Increasing Access to Microfinance for Businesswomen

The Trade Hub continued to provide support to the Botswana Women in Business Association (WIBA) for their savings mobilization scheme scheduled for launching in the first quarter of 2007 (*see AGCI Component 1 under "Private Sector Advocacy" for additional information*).

The Trade Hub is in the process of conducting a survey of both businesswomen's organizations and microfinance options in the rest of the Southern African region to explore the possibility of providing similar assistance in additional countries of the region.

Financial Services Liberalization

In relation to financial services liberalization, the Trade Hub is planning to provide training and technical assistance on trade in financial services and to assist Angola and Mozambique with strengthening their financial services.

Planned Activities, Financial Services for Trade:

- Complete of SADC Stock Exchanges Listings Harmonization Study and submission to COSSE by the end of January 2007;
- Work with USAID Angola on a broad agenda for improving the efficiency of the banking sector, enhancing access to credit and reforming the monetary policy framework, through direct advisory input and supervising short-term consultants.

AGCI COMPONENT 4: FACILITATING INVESTMENT IN INFRASTRUCTURE

This component seeks to support the creation, improvement and sustainability of physical infrastructure, and related services, in both urban and rural areas, to enhance the economic environment and improve economic productivity, including for women. Thus, this component includes activities to improve transport (including roads, airports, railways, and ports), Customs, and the supply of energy.

World Customs Organization (WCO) Time Release Studies (TRS)



In collaboration with the WCO, the Trade Hub continued to facilitate implementation of Time Release Studies (TRS) in various countries of the region. The TRS is the first step in identifying the bottlenecks, strengths and weaknesses, and regulatory areas needing reform of the Customs regime of a country. Ultimately, the goal is improved efficiency and effectiveness of the Customs regime.

- **Malawi:** The prioritized Action Plan recommended in the TRS was considered by donors (USAID, World Bank, EU and IMF) in Malawi and funding arrangements in various areas have been agreed to. The donors are now waiting for terms of reference from the Malawi Revenue Authority before implementing the plan. The Trade Hub will review the areas to be funded by the Trade Hub, and this will be finalized as soon as an agreement has been reached between the Malawi Revenue Authority and the donors.
- **Mozambique:** Mozambican Customs continued to work on the first draft of the TRS Report. It will be sent to the WCO and to the Trade Hub in January 2007 for comment before the final report with findings, recommendations, conclusions and an action plan for removing the identified bottlenecks is handed over to the Director-General of *Alfandegas de Mozambique* (Mozambican Customs).
- **Zambia:** The implementation of Phase 2 of the TRS in Zambia—data collection and initial data analysis—could not be initiated for administrative reasons on the part of the Zambia Revenue Authority. The program will re-commence in January 2007 and will be finalized in March 2007 when the WCO / Trade Hub Team will go to Zambia to prepare the final report to be handed over to the Commissioner-General of the Zambia Revenue Authority.

Planned Activities, Time Release Studies:

- **Zambia:** Phase 2 of the TRS will be completed in February 2007 and Phase 3—full data analysis and preparation of the TRS Final Report—will be completed in March 2007;
- Work with the Customs Administrations of Malawi, Mozambique and Zambia on the implementation of TRS Action Plans for those countries.

Roll-out of the SAD 500 / Single Administrative Document

The SAD 500 is a multi-purpose goods declaration form covering imports, exports, cross-border and transit movements, and it incorporates all the information necessary for advanced Customs Clearance and Customs risk management purposes. It reduces paperwork and allows for quicker turnaround times with fewer errors, less confusion, lower costs, and improved trade efficiencies.

The SAD 500 complies with international best practices and Customs standards, with similar documents having been introduced throughout the world. It was successfully piloted in the Trans Kalahari Corridor (TKC) between South Africa, Botswana and Namibia over the past two years with technical assistance from the Trade Hub. It is now the only Customs declaration document in Botswana and Namibia, and the Trade Hub is assisting in its roll-out to non-SACU countries.

In October 2006, the South Africa Revenue Service legalized and introduced the SAD 500 throughout South Africa, making the clearance of goods easier and more convenient for importers, exporters and cross-border traders.

Planned Activities, SAD 500:

- Assist with the implementation of the SAD 500 in Zambia and Mozambique, a process which is already in advanced stages.

Transport Corridor Support Work

Activities in support of Transport Corridors of the region during the fourth quarter of 2006 included the following:

- **Trans-Kalahari Corridor (TKC):** The Government of Namibia approved a draft hosting agreement to facilitate the recruitment of a Program Coordinator of the TKC Secretariat to be based at the Walvis Bay Corridor Group (WBCG). Some proposed amendments by the Namibian Government were submitted for review by the Botswana and South African Co-chairpersons of the TKC Management Committee.
- **Maputo Corridor:** On October 9 Evans Marowa facilitated a meeting of the Mpumalanga Freight Logistics Forum (MFLF) in Nelspruit, South Africa, to identify the high level constraints that will be the main agenda of the land transport modal work group meetings of the MFLF. *(For additional information see the trip report prepared by Evans Marowa “Official Launch of the Mpumalanga Freight Logistics Forum & Establishment of Transport Modal Working Groups - Nelspruit, South Africa”, October 9-10, 2006.)*



From December 3 to 6, Evans Marowa traveled to Nelspruit to meet with Brenda Horne of the Maputo Corridor Logistics Initiative (MCLI) and Mauricio Posada and Julian Barona of Nathan Associates / Washington to plan the logistics of pilot testing the FastPath Transport Logistics Diagnostic Tool (TLDT) through USAID/Washington funding. *(For additional information see the trip report prepared by Evans Marowa “Nelspruit, South Africa”, December 4-6, 2006.)*

On December 5, Evans Marowa presented institutional framework proposals for integrating the MFLF with stakeholders from Mozambique and Swaziland to establish a public-private partnership to manage the activities of the Maputo Corridor. *(For additional information see the trip report prepared by Evans Marowa “Nelspruit, South Africa”, December 4-6, 2006.)*

- **North-South Corridor:** The roll-out of the SAD 500 to Zambia is in progress and the Zambia Revenue Authority is working on amendments to the Customs legislation in order to accommodate the SAD 500 and the harmonized Customs Transit procedures *(see the Section on the “Roll-out of the SAD 500 / Single Administrative Document” above for more details).*

Planned Activities, Transport Corridors Support Work:

- **Maputo Corridor:** Present the proposed institutional framework for the Maputo Corridor to stakeholders in South Africa, Mozambique, and Swaziland with a view to securing support and approval for necessary adjustments;
- **Maputo Corridor:** Work toward roll-out of the SAD 500 and Customs transit procedures along the Corridor;
- **Dar es Salaam Corridor:** Follow up on the approval of the constitution of the Dar es Salaam Corridor (DC) by the Attorney General's Chambers in Zambia. This will be followed up with DC Coordinating Committee meeting to review progress of implementation of the corridor action plan;
- **Dar es Salaam Corridor:** Work toward roll-out of SAD 500 and Customs transit procedures along the Corridor;
- **Trans Cunene Corridor:** Follow up on feedback from the Government of Angola on the request by the Government of Namibia and the WBCG to implement a corridor trade facilitation program;
- **Trans Cunene Corridor:** Prepare for the modification of TKC transit procedures and SAD 500 roll-out along this Corridor once it has been formally approached by the Namibian and Angolan Governments;
- **Beira Corridor:** Work toward roll-out of the SAD 500 and Customs transit procedures along this Corridor, and will consult relevant stakeholders on the development of a one-stop joint border control at the Mozambique / Malawi border (Zobwe / Mwanza);
- **North-South Corridor:** Complete the roll-out of SAD 500 and Customs transit procedures to Zambia;
- **North-South Corridor:** Follow up on the implementation of the cross border vehicle overload control system (see details below);
- Interact with the World Bank Sub-Saharan Africa Transport Policy Program (SSATP) Regional Coordinator to facilitate programming of SSATP support for corridor observatories along the Dar es Salaam, Maputo and Trans Kalahari Corridors.

Cross-Border Vehicle Overload Control Initiative

Overloaded trucks on the road networks of the region is a major cause of damage to roads, and damaged roads mean slower transportation routes and higher costs of transportation. In November 2004, the Trade Hub introduced the Cross Border Overload Control System (CBOCS) for the Martin's Drift/Grobler's Bridge border crossing between Botswana and South Africa as a pilot program designed to reduce truck overloading.

During the fourth quarter of 2006, Evans Marowa facilitated field visits to Windhoek, Namibia, Lusaka, Zambia and Zeerust, South Africa, for Mike Pinard to conduct preliminary planning meetings for rolling out the CBOCS to the Trans Kalahari Corridor and the Kazungula Ferry Border post. *(For additional information see the trip report prepared by Mike Pinard "Review of Cross Border Overload Control Pilot Project at Martins Drift/Grobler's Bridge", October 16-17, 2006.)*

The finalization of the roll out plan for the CBOCS is pending confirmation of the legal provisions empowering the Customs Administration of Botswana, Namibia, South Africa and Zambia to demand weighbridge clearance certificates before clearing heavy good vehicles.

Planned Activities, Cross-Border Vehicle Overload Control Initiative:

- Follow up on the confirmation of legal provisions to facilitate implementation of the CBOCS from the Customs Administrations of Botswana, Namibia, South Africa and Zambia. This will facilitate finalization of the roll out plan for the CBOCS followed by implementation activities.

Air Passenger / Cargo Hub in Botswana, Preliminary Study

General economic growth within the SADC region coupled with commercial developments has given rise to an opportunity to create a regional passenger and cargo air logistics hub within the region. Botswana is one alternative location for such a hub.

During the fourth quarter of 2006, short-term Trade Hub consultants Ian Hunt and Philip Gordon Openshaw conducted a preliminary, fact-finding study in Botswana to assess air traffic volumes and to statistically enumerate the patterns of both cargo and passenger flows from and to the region between major origins and destinations as well as within the region. A draft report of the findings was completed and is currently under review. Depending on the results of this preliminary study, a more detailed feasibility analysis may subsequently be undertaken.

Port Management Association of East and Southern Africa (PMAESA) Support

The Trade Hub received a request from PMAESA for the following activities:

- Conduct a study and facilitate a roundtable to identify investment opportunities in the PMAESA Ports.
- Conduct a study to propose mechanisms for the establishment of a permanent Regional Corridor Working Group to promote corridor development initiatives in the East and Southern Africa Region.

Planned Activities, PMAESA:

- Review a request for support received from PMAESA and agree with PMAESA on how best to proceed.

Planned Activities, General Trade Facilitation:

- Organize the Trade Hub-facilitated Regional Workshop on “The Role of Customs in Management and Control of Chemical Products”, to be held in Maputo, Mozambique, during the first quarter of 2007;
- Prepare a schedule of trade facilitation workshops in Swaziland;
- Conduct a series of trade facilitation workshops in Beira and Nampula, Mozambique;
- The Trade Hub will conduct a risk management and post clearance audit in eligible countries;

- The Trade Hub will develop an electronic certificate of origin, to be piloted between Malawi and South Africa.

Participation in Events Outside the Trade Hub

In addition to the above-mentioned activities, Trade Hub technical staff in the customs and transport areas contributed to events organized and held outside the Trade Hub during the fourth quarter of 2006:

- From November 12 to 16, Evans Marowa attended a conference entitled “Bridges Across Borders” organized by the International Trade Centre in Pretoria, South Africa, with support from the Department of Trade and Industry of South Africa. This event focused on creating networking opportunities for promotion of Trade in Services (*For additional information see the trip report prepared by Evans Marowa “Bridges Across Borders: Regional Networking Event - Pretoria, South Africa” November 13-15, 2006*).
- From November 19 to 23, Evans Marowa attended a joint meeting of senior government officials and Ministers responsible for transport in the COMESA, EAC and SADC regions, held in Harare, Zimbabwe. This meeting reviewed the status of air transport services liberalization and how the three regions can prioritize implementation of the Yamoussoukro Decision as well as the status of road transport programs, especially the transport corridor initiatives and how emerging best practices from the corridors can be replicated (*For additional information see the trip report prepared by Evans Marowa “COMESA/EAC/SADC Joint Ministers for Transport Meeting: Harare, Zimbabwe” November 20-22, 2006*).

OUTREACH ACTIVITIES AND HUB MANAGEMENT

Events and High Level Visits

The following events and high-level visits to the Trade Hub took place during the fourth quarter of 2006:

On October 17 Bruno Cornelio, Senior Economics Officer, African Global Competitiveness Initiative from USAID / Washington, visited the Trade Hub for a briefing.

The Trade Hub held an introductory meeting between Michael Roberts, the incoming Political/Economic Officer at the U.S. Embassy in Gaborone, Botswana, and the Trade Hub technical team on October 24.



On October 27, Walter North, Senior Deputy Assistant Administrator for the Africa Bureau from USAID / Washington, visited the Trade Hub for a briefing.

Mark Pearson, Program Director of DFID’s (Department for International Development) Regional Trade Facilitation Program (RTFP), and Stella Mushiri, RTFP Program Manager, visited the USAID Trade Hub on November 9 for a meeting to discuss the work plans for RTFP and the Trade Hub and identify potential areas of collaboration.

On November 14, John Seong, USAID Desk Officer, received a briefing on Trade Hub activities at the Trade Hub.



On December 4, the USAID Trade Hub hosted a Strategic Planning Workshop of the American and African Business Women's Alliance (AABWA) with the attendance of more than 45 stakeholders, primarily businesswomen. Martin Norman spoke at the event on the Trade Hub's approach to competitiveness issues.

On December 4, Kara Laney, Policy Associate from the International Food & Agricultural Trade Policy Council in Washington, DC, visited the Trade Hub to discuss Trade Hub activities and areas for possible collaboration.

Alexious Butler, Democracy and Governance Specialist with USAID / Washington, visited the Trade Hub on December 11 for a briefing and discussion of Trade Hub activities, especially with respect to corruption issues.

In its private sector support role, the Trade Hub continued to serve as a venue for strategic planning meetings of the Botswana Cattle Producers' Association (BCPA) which met at the Trade Hub on October 16, November 8, and November 13.

Publications and Communications

- **Trade Issues Film Series**

The five films in the Trade Issues Film Series continued to be shown throughout the region. To date nearly 1300 people have viewed the films in 22 events.

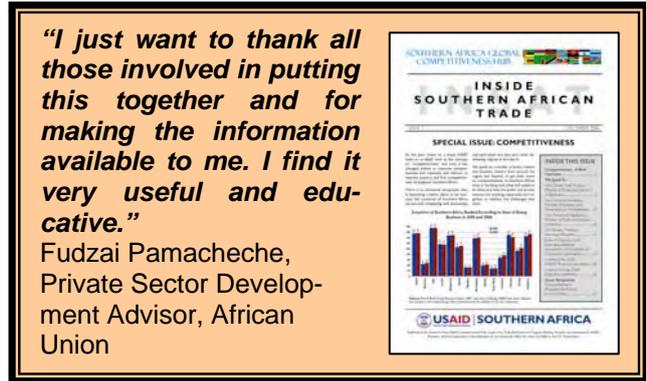
Also, planning for events centered around film showings in Malawi, Mozambique, Namibia, Lesotho, and possibly Madagascar was included in the Work Plan for Year 3 of the project. Many of these events will take place during the first quarter of 2007.



- **Publications**

At the end of December the Trade Hub published the seventh issue of its quarterly news publication, *Inside Southern African Trade (INSAT)*. This special issue focuses on the concept of 'competitiveness' and how it has changed, indices to measure competitiveness of countries, and initiatives and reforms to improve country and firm competitiveness throughout Southern Africa.

In addition to an Overview on Competitiveness and a Guest Perspective by Michael Fairbanks and Eric Kacou of the OTF Group, the issue features seven interviews with policy makers and business leaders from around the region and beyond. It is distributed in electronic format and hard copy to nearly 6,000 recipients in the SADC region and beyond.



Hub Happenings continues to be published every month and is distributed to an increasing number of stakeholders. The number of electronic contact addresses on the distribution list has grown to 2,930.

- **Website**

During the fourth quarter the AGOA website was transformed into a post-workshop site where the presentations delivered during the workshop, as well as photographs and other materials are made available.

Participation in Events Outside the Trade Hub

- On November 6, Evans Marowa and Martin Norman attended a reception organized by the Botswana American Business Council (ABC) in Gaborone.
- The Trade Hub sponsored a table at the annual dinner of the Botswana Confederation of Chambers of Commerce and Industry and Manpower (BOCCIM) on November 11 where Ambassador Huggins, former U.S. Ambassador to Botswana, was a guest speaker. This year's theme was, "Productivity and Innovation: New Challenges for Driving African Competitiveness".

Planned Activities, Outreach Activities

- **Films:** Organize events in Malawi, Namibia, Mozambique and possibly Madagascar to show the films in the Trade Issues Film Series to stakeholders in those countries;
- **Films:** Organize a national showing of some of the films in the Trade Issues Film Series in Lesotho, particularly the trade preferences, business environment and transport corridors and HIV/AIDS films during the first quarter of 2007;
- **INSAT:** Publish the eighth issue of *Inside Southern African Trade (INSAT)* which will take a closer look at Economic Partnership Agreements between Southern African countries and the European Union;
- **Success Stories:** Continue to develop a series of success stories and case studies which highlight the work of the Trade Hub;
- **Website:** Embark on a major overhaul of the Trade Hub website to make it a more powerful and relevant tool for accessing information on the region's trade issues.

Coordination and Interface with other Donor Organizations

During the fourth quarter of 2006, the Trade Hub technical staff continued to coordinate both formally and informally with international donors and organizations in developing and delivering its programming throughout the region. In addition to the activities discussed in the previous sections, the following meetings and/or activities were undertaken in coordination with other donor organizations during the second quarter of 2006:

- **SADC International Cooperating Partners**

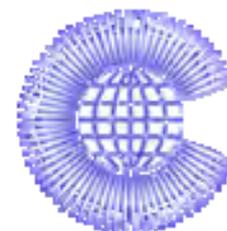
Maxine Kennett, Paulina Elago and Bridget Chilala attended the launch by the SADC Secretariat of the SADC-International Cooperating Partners (ICP) thematic coordination group on Trade, Industry, Finance and Investment (TIFI) at the SADC-Secretariat in Gaborone on December 11. The concept of the thematic group emerged from the Windhoek Declaration to Improve Aid Effectiveness in support of SADC regional integration of April 2006.

- **EU Delegation**

Maxine Kennett and Paulina Elago met with Thomas Feige, Regional Economic Adviser at the EU Delegation in Gaborone, on December 14 to share information on ongoing activities under the respective programs.

- **Commonwealth Secretariat: Hub and Spokes Project**

In line with the Trade Hub's continued collaboration with the Commonwealth Secretariat Capacity Building "Hub and Spokes" Project for building the capacity of African Caribbean Pacific (ACP) Countries in Trade Policy Formulation, Negotiations and Implementation, Bridget Chilala served on the Interviewing Panel from September 13 to 15 for the post of Regional Trade Policy Adviser to be attached to SADC Secretariat.



- **Department for International Development (DFID—UK): One-Stop Border Post at Lebombo-Ressano Garcia**

During the fourth quarter, the Trade Hub held consultations with the DFID Regional Trade Facilitation Project (RTFP) to identify areas of potential collaboration and also avoid duplicated efforts in both 2007 work programmes. The two projects will continue in close consultations to coordinate work activities.

Planned Activities, Other Donor Organizations:

- Jointly with the Commonwealth Economic Affairs Division, the Trade Hub will fund and organize a trade negotiation skills workshop for a group of countries in the SADC region during the second quarter of 2007;
- Work closely with the RTFP of DFID in designing a trade compliance mechanism for SADC Secretariat given the work that RTFP has done on Non Tariff Barriers (NTBs) and monitoring and surveillance of NTBs in the region;
- Evans Marowa will interact with the World Bank Sub-Saharan Africa Transport Policy Program (SSATP) Regional Coordinator to facilitate programming of SSATP support for corridor observatories along the Dar es Salaam, Maputo and Trans Kalahari Corridors.

FINANCIALS

TRADE FACILITATION AND CAPACITY BUILDING

a.	Overall contract budget	\$24,711,932
b.	Cumulative expenditures before Quarter 3 of 2006	\$ 7,525,293
c.	Expenditures during Quarter 3 of 2006	\$ 1,119,497
d.	Cumulative expenditures through Quarter 3 (b+c)	\$ 8,644,790
e.	Remaining budget (a-d)	\$16,067,142
f.	Obligated amount	\$13,484,438
g.	Remaining obligated amount (f-d)	\$ 4,839,648

TRADE COMPETITIVENESS

a.	Overall contract budget	\$6,911,503
b.	Cumulative expenditures before Quarter 3 of 2006	\$3,411,687
c.	Expenditures during Quarter 3 of 2006	\$ 388,440
d.	Cumulative expenditures through Quarter 3 (b+c)	\$3,800,127
e.	Remaining budget (a-d)	\$3,111,376
f.	Obligated amount	\$5,483,010
g.	Remaining obligated amount (f-d)	\$1,682,883

ANNEXES

Annex 1: AGOA Support Program Indicators

INDICATOR	Q1	Q2	Q3	Q4
Demand Driven				
Companies assisted in export logistics requests	10	4	6	143
Companies requesting AGOA resource tools	65	6	214	143
Calls received on AGOA inquiries from regional companies	26	8	25	14
Emails received on AGOA inquiries from regional companies	34	17	70	85
U.S. government stakeholders requesting information or program assistance	14	22	32	45
African government stakeholders requesting information or program assistance	3	4	2	3
Market Driven				
Companies assisted for Trade Show support	10	4	6	15
Number of people trained on exporting to the United States or product entry into the United States	73	32	214	143
Number of U.S. buyers or retailers requesting information on Southern African products	3	9	8	14
Number of business linkages/networking established with U.S. buyers	6	5	8	53

Annex 2: Important Outreach and Communications Indicators, Q3, 2006

INDICATOR	Definition/Unit Measure	Data Source	Results
Outreach through the Media			
Number of radio and television spots	Interviews and news broadcasts dedicated to Trade Hub activities	TV and radio stations	2
Quantity of newspaper coverage	Individual newspaper and magazine articles, press releases printed in publications, and news articles appearing in major internet sites.	Regional press	2 ²
Trade Hub Publications			
<i>Inside Southern African Trade (INSAT)</i> quarterly newsletter	Number of people receiving <i>INSAT</i> electronically	TFCB Dialogue Unit	2,747
<i>Inside Southern African Trade (INSAT)</i> quarterly newsletter	Number of people receiving <i>INSAT</i> in hard copy	TFCB Dialogue Unit	2,500
<i>Inside Southern African Trade (INSAT)</i> quarterly newsletter	Number of people receiving <i>INSAT</i> through secondary e-mail distribution	TFCB Dialogue Unit	3,246
<i>Hub Happenings</i> monthly calendar of events and projects	Number of people receiving <i>Hub Happenings</i> electronically	TFCB Dialogue Unit	1,624
Website Statistics (Date range – October 1 – December 31, 2006)			
Total sessions	A series of hits to the site over a specific period by one visitor	website	19,500
Total page views	A request to the web server by a visitor's browser for any web page = excludes images, javascript, and other embedded file types	website	126,229
Total hits	Any successful request to the server from a visitor's browser	website	250,687
Average sessions per day		website	211.96
Average page views per day		website	1,372.05
Average hits per day		website	2,724.86

² This includes an interview of Maxine Kennett and Amanda Hilligas by *US News*, a US magazine drafting an in-depth report on Botswana for that magazine

Annex 3: AGCI Component 1 Indicators

Capacity Building and Policy Reform for Trade Competitiveness Indicators

INDICATORS	Q1	Q2	Q3	Total/Avg 2006 to date
# of Research & Analytic Documents Prepared by Hub Team Members and Consultants (including Trip Reports)	25	32	27	108
# of Trade Policy Conferences, Seminars, Workshops completed (not training programs)	2	6	5	15
11a: # of Individuals Attending Project Sponsored Trade Policy Conferences, Seminars, Workshops	129	184	218	559
11b: % of Individuals Attending who were women?	31%	27%	38%	29%
% of these Conference, Seminar, etc. meetings which included representatives of both public-private sectors working together	0%	83%	80%	53%

Effective Private Sector Advocacy and Procedural Reforms that Address Impediments to Competition and Free Trade

INDICATORS	Oct 2005- March 2006	April – September 2006	Total to date
# of Private-Public Sector Workshops on Topics of Specific Concern to Private Sector Trade Issues Completed (Reported Annually)			10
# of Requests from the Private Sector for Support and Training, and Advocacy Assistance	7	45	52
# of Individuals from Private Sector Benefiting from Trade Advocacy Seminars, Consultations, Workshops, and Training Programs	21	188	209

Annex 4: Trade Hub Staffing Arrangements

INDICATORS	Q1	Q2	Q3	Total/Avg 2006 to date
Person months of Long Term Technical Assistance Provided	22.4	23.3	23.5	86
Person Days of Short-Term Technical Assistance Provided	300	252	131	954
# of Trips Taken by Hub Professional Personnel outside Botswana	32	30	44	130

Annex 5: Training Indicators

INDICATORS	Q1	Q2	Q3	Total/ Avg To date
# of Training Programs Completed	2	1	4	8
# of People Trained	21	3	124	160
# of Person-months of Training Completed	2.64	0.68	2.14	5.91
% of Trained who were Women	33%	67%	44%	49%
% of Trainees who rated training as extremely helpful/informative	100%	100%	100%	100%