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ACRONYMS

AAR	American Association of Railroads
AGCI	African Growth and Competitiveness Initiative
AGOA	African Growth and Opportunity Act
ASYCUDA	Customs Management information System
B2B	Business to Business
BIDPA	Botswana Institute for Investment and Policy Analysis
BNA	Angolan Central Bank
BOCCIM	Botswana Confederation of Commerce, Industry & Manpower
BURS	Botswana Unified Revenue Services
BUSA	Business Unity South Africa
CARANA	CARANA Corporation
CDC	Center for Disease Control
CENELEC	Commissioners for the Electricity Council of Mozambique
CISS	Corridor Institutional Sustainability Study
COMESA	Common Market for Eastern and Southern Africa
DCC	Dar es Salaam Corridor Committee
DFID	Department for International Development (of the United Kingdom)
DTI	Department of Trade and Industry
EPA	Economic Partnership Agreement
EMTF	Energy Ministerial Task Force
EU	European Union
FDA	Food and Drug Administration
FHI	Family Health International
FTA	Free Trade Area / Agreement
FY	Financial Year
GTZ	German Agency for Technical Cooperation
HIV/AIDS	Human Immunodeficiency Virus / Acquired Immune Deficiency Syndrome
HS	Harmonized System
ICTSD	International Centre for Trade and Sustainable Development
IEHA	Initiative to end Hunger in Africa
INSAT	Inside Southern African Trade
IPP	Independent Power Provider
ISPS	International Ship and Port Facilities
KSA	Knowledge Sharing and Skills Analysis
MATEP	Market Access, Trade and Enabling Policies
MCLI	Maputo Corridor Logistics Initiative
MNRE	Ministry of Natural Resources and Energy
MOU	Memorandum of Understanding
NATHAN	Nathan Associates Incorporated
NCTCCA	Northern Corridor Transit Traffic Coordinating Authority
NEPAD	New Partnership for Africa's Development
NPPO	National Plant Protection Organization
NTB	Non Tariff Barriers
OECD	Organization for Economic Development
ORE	Office de Regulation Electricité
PASA	Participating Agency Service Agreement

PMAESA	Port Management Association of East and Southern Africa
PSI	Population Services International
RERA	Regional Electricity Regulators Association of Southern Africa
RTFP	Regional Trade Facilitation Program
SACU	Southern African Customs Union
SAD	Single Administrative Document
SADC	Southern African Development Community
SAIBL	Southern Africa Investment & Business Linkages
SAFT	Southern Africa Forum on Trade
SAPP	Southern Africa Power Pool
SARA	South African Railways Association
SARS	South African Revenue Service
SIPA	Swaziland Investment Promotion Authority
SME	Small and Medium Enterprises
SPS	Sanitary and Phytosanitary
STTA	Short-Term Technical Assistant
SWEEP	Swaziland Enterprise and Entrepreneurship Program
TBT	Technical Barriers to Trade
TC	Trade Competitiveness
TCP	Trade Competitiveness Project
TF	Trade Facilitation
TFCB	Trade Facilitation and Capacity Building
TIFI	Trade, Industry, Finance, and Investment (SADC)
TIMS	Trade Information Management System
TKC	Trans Kalahari Corridor
TKCMC	Trans Kalahari Corridor Management Committee
TMCM	Trade Monitoring and Compliance Mechanism
TNF	Trade Negotiating Forum
TRADE	Trade for African Development and Enterprise
TRALAC	Trade Law Centre for Southern Africa
TRS	Time Release Study
TSG	The Services Group
UNCTAD	United Nations Conference on Trade & Development
US	United States
USG	United States Government
USDA	United States Department of Agriculture
USAID	United States Agency for International Development
USTR	United States Trade Representative
VAT	Value Added Tax
WCO	World Customs Organization
WTO	World Trade Organization
YD	Yamoussoukro Decision

EXECUTIVE SUMMARY

In the third quarter of Financial Year (FY) 2008 (April 2008-June 2008) the Southern Africa Global Competitiveness Hub (Trade Hub) continued its impressive track record and surpassed new African Global Competitiveness Initiative (AGCI) targets in all four areas of activity:

1. Trade: Trade and Investment Enabling Environment;
2. Private Sector: Private Sector Competitiveness;
3. Infrastructure: Modern Energy Services; and
4. Infrastructure: Transport Services.

A significant development was realized in the transport sector. The Ministry of Works and Transport in Botswana endorsed the increase in the axle load limits from 8200 Kg to 9000 Kg to align them with axle load limits in Namibia and South Africa. This endorsement is an important milestone for the Trans Kalahari Corridor Management Committee (TKCMC), and the Trade Hub, in their quest to harmonize cross-border procedures, systems and practices and to **facilitate trade along the Trans Kalahari Corridor (TKC)**.

The following events and activities were also major achievements for the Trade Hub during the third quarter of FY 2008:

- The Trade Hub reviewed the 2008 tariff phase downs made by all 12 SADC Member States participating in the **SADC Protocol on Trade** and produced a matrix of actions to be undertaken by each Member State and the SADC Secretariat before the official launch of the SADC Free Trade Area (FTA) on August 17, 2008. The findings of this work were presented to the Senior Officials Task Force on Economic Integration meeting in February and the Trade Negotiating Forum meeting in March 2008. As a result, during the third quarter, SADC Member States approved the matrix of actions as a tool to guide their implementation of outstanding actions to be taken. In addition, after the Trade Hub review, a number of the SADC Member States corrected their Schedules.
- Also, in the third quarter of FY 2008, the Trade Hub drafted concept note on the **Trade Compliance and Monitoring Mechanism** which was circulated by the SADC Secretariat for comments to SADC Member States at the 36th Trade Negotiating Forum (TNF) meeting on June 3.
- The Trade Hub **trained on trade issues** over 600 public and private sector representatives on subjects as diverse as the SADC Protocol on Trade; rules of origin; trade facilitation; trade in services; and trade negotiations.
- The Trade Hub produced nearly **20 trade-related technical reports** on a variety of issues including: Customs Procedures, Processes and Staffing Requirements for a One-Stop Juxtaposed Border Post; SADC Trade Protocol Audit Reports; a Policy Brief on Investment Agreements for EPA negotiations; a Note on Trade Policy Tools; and a Swaziland Investment Policy Roadmap.
- Several countries requested assistance from the Trade Hub, to assist them with a self assessment of their **WTO trade facilitation status**. In the third quarter of FY 2008, the

Trade Hub facilitated a comprehensive assessment of the status of trade facilitation in Swaziland and the Trade Hub is expected to assist Lesotho in the final quarter of FY 2008.

- The third and final phase of the **WCO Time Release Study** for Swaziland was completed. A revised draft Customs and Excise Act was finalized and submitted to Swazi Officials in January 2008. New Subsidiary Customs and Excise Regulations were also drafted and presented to Swazi Officials.
- The final report on work on **financial services liberalization** in Angola was presented to a workshop of stakeholders including the Governor and Senior Officials of the National Bank of Angola (BNA), the Deputy Prime Minister, Chief Executives of the banks, and a variety of other interested parties.
- In the area of **exportable agriculture**, during a trip to Mozambique, the Trade Hub identified companies that are either ready to export to South African now or could be in a position to do so with the right mixture of technical and marketing support. The Trade Hub continues to facilitate a potential business transaction between an agricultural enterprise in southern Mozambique and a large U.S.-based company. As initial discussion between the two parties revealed some capacity gaps on the part of the grower, the Trade Hub is working with another donor to organizer support to launch a large production effort. In the short term, the Trade Hub is encouraging the potential business partners to carry out a pilot production program at their own cost in order to strengthen the relationship as the larger production issues are addressed.
- The Trade Hub, in collaboration with the Trade Hubs in West and East Africa carried out the Fourth Annual Apparel **Business to Business (B2B) Event**, held in Pretoria, from May 20 to 21. The aim of the B2B event was to create business in the U.S. and EU markets, and also to promote regional buying of African garments (as opposed to Asian garments) and to strengthen integration of regional supply chains. Deals coming from the B2B event are expected to exceed US\$15 million in the coming months.
- The Trade Hub continued to provide **support on AGOA** in the third quarter of FY 2008 to Southern African companies looking for information on ways to access the U.S. market. This includes numerous responses to information regarding regulatory requirements related to Food and Drug Administration (FDA) requirements for food exports to the United States. Companies from Botswana, Mauritius, and South Africa received assistance on FDA compliance. The Trade Hub also provided AGOA eligibility and compliance assistance. In one case, the Trade Hub helped one exporter resolve an issue where an AGOA eligible product was being charged duty due to a coding mistake, saving the exporter nearly \$5000 in one shipment.
- Peter Mabeo Furniture, based in Gaborone, Botswana, produces high quality and contemporary furniture that has been featured in the *New York Times* and *O* (Oprah's Magazine). As a result of Trade Hub assistance, the company concluded its first major **trade deal**. Mr. Mabeo's products were launched in the United States in April 2008 as part of a U.S. furniture retailer's sustainability line.
- During the third quarter of FY 2008, the Trade Hub's **support to the Regional Electricity Regulators Association of Southern Africa (RERA)** continued and *The Review of the Status of Policy, Legal, Institutional and Regulatory Frameworks in the SADC Region* was concluded. This entailed a visit to all SADC Member States by the Trade Hub's energy

experts. The report is currently being compiled and it is expected to be completed in the fourth quarter of FY 2008.

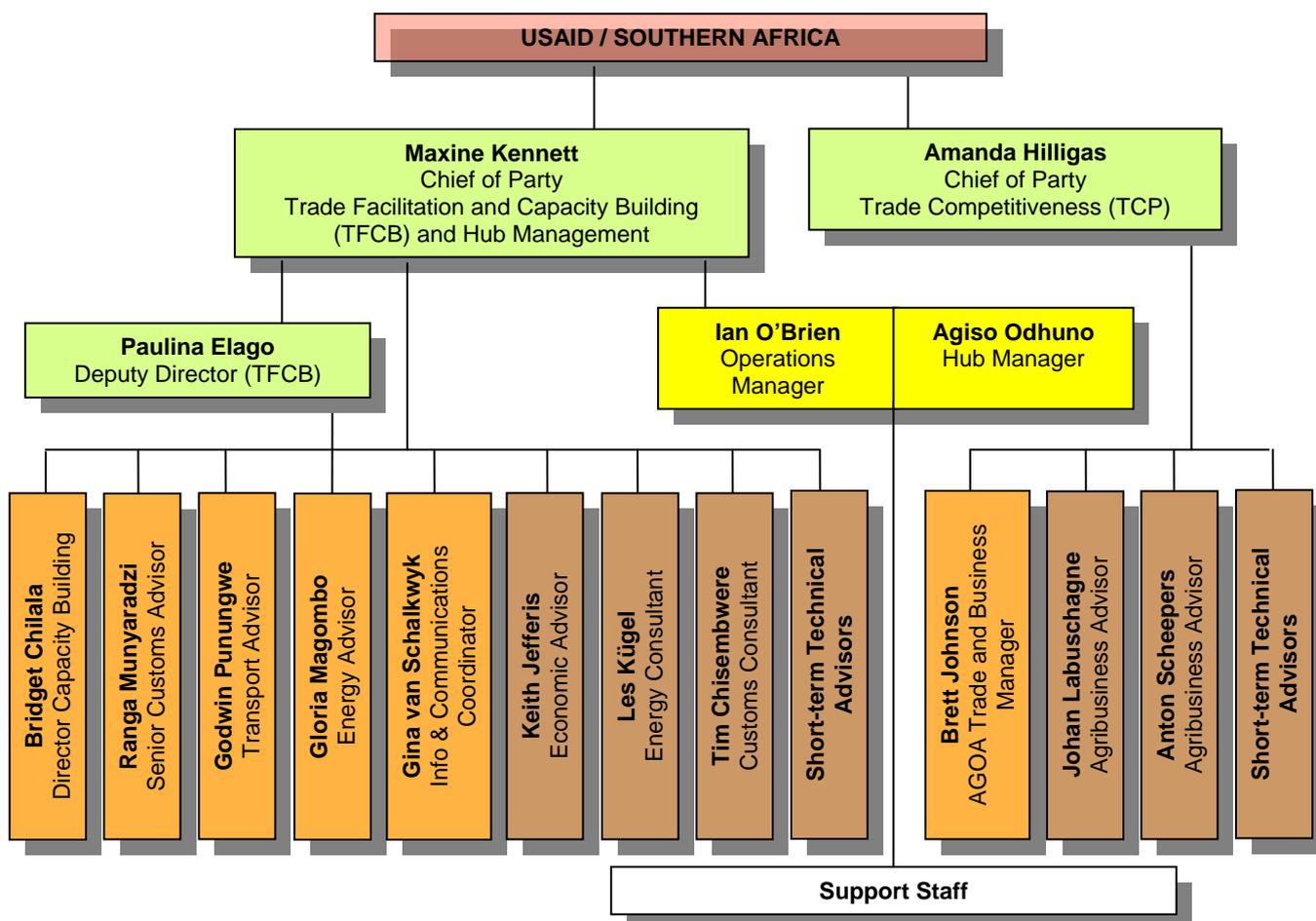
- Also in the area of energy, the Trade Hub produced a draft *Road Map for Operationalization of the Energy Regulatory Authority of Swaziland* for the Swaziland Ministry of Natural Resources and Energy (MNRE) and started working with other **new energy regulators**. In the meantime, more than 100 public and private sector representatives were trained on energy issues.
- Another highlight during the third quarter of FY 2008 was the signing of a Memorandum of Understanding between the United States Government and SADC to facilitate **transport-related technical assistance from the Trade Hub to the SADC Secretariat**. This has resulted in several activities by the Trade Hub in the area of railways and ports concessioning in order to implement the MOU.
- During the third quarter of FY 2008, the Trade Hub hosted several USG-funded organizations for meetings, including a memorial service for a Peace Corps Volunteer who was killed in a tragic road accident in June. **Important visitors to the Trade Hub** included: U.S. Ambassador to Botswana H.E. Katherine Canavan; former Botswana Minister of Health, Professor Sheila Tlou; Mr. Gary Juste, Deputy Mission Director USAID/Southern Africa; and SADC Executive Secretary, Dr. Tomaz Salamão.
- With regard to its **communications and publication** work, the Trade Hub published the 13th issue of its flagship news publication *Inside Southern African Trade (INSAT)* in June. The issue focused on Angola. While in Angola to carry out research for this issue, a workshop was held for journalists in Luanda to sensitize them about the work of the Trade Hub.



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 team consists of a dozen regional and international experts in the fields of trade policy, trade negotiations, customs, transport, energy issues and business linkages as well as a group of qualified local staff members. The current Trade Hub contract which took effect at the end of 2004 is expected to last until the end of September 2010.



In June 2005, the African Growth and Competitiveness Initiative (AGCI) was announced as a continued source of funding for the Trade Hubs in Africa. In Financial Year 2007 (October 2006-September 2007) Trade Hub activities were reorganized by USAID/Southern Africa to address four AGCI Intermediate Results (IR):

- IR1: Improving the business and regulatory environment for private sector-led trade and investment;
- IR2: Improving the market knowledge, skills, and abilities of private sector enterprises to trade;
- IR3: Increasing access to financial services for trade and investment; and
- IR4: Facilitating investment in infrastructure.

In September 2007, the Trade Hub was given a supplement to its existing statement of work for FY 2008 until the end of the project. The new statement of work reflects the priority that the United States Government (USG) has accorded to working with Regional Economic Communities such as the Southern African Development Community (SADC) and to promoting regional harmonization and integration in Africa.

In order to realize these goals, USAID/Southern Africa requested the Trade Hub project to focus on four specific elements of the AGCI in FY 2008:

1. Trade: Trade and Investment Enabling Environment;
2. Private Sector: Private Sector Competitiveness;
3. Infrastructure: Modern Energy Services; and
4. Infrastructure: Transport Services.

These four elements constitute the broad activities categories of the technical programs and activities of the Trade Hub. Annexed to this report are the Trade Hub AGCI indicators and the results for this quarter.



1. TRADE: TRADE AND INVESTMENT ENABLING ENVIRONMENT

This component includes activities designed to support the Southern African Development Community (SADC) to implement their regional integration mandate; to build trade capacity within the region; to assist stakeholders to take advantage of opportunities provided by regional and international trade agreements; to facilitate trade; to harmonize and improve Customs procedures and practices; and to liberalize financial services.

The Trade Hub tracks four indicators under the AGCI Trade and Investment Enabling Environment heading:

1. Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of Trade Hub assistance;
2. Number of legal, regulatory or institutional actions (not mentioned above) taken to improve implementation or compliance with international trade and investment agreements due to support from the Trade Hub;
3. Number of participants in trade and investment training (men/women); and
4. Number of trade and investment environment diagnostics conducted.

Support to the Southern African Development Community (SADC)

The Southern African Development Community (SADC) Protocol on Trade was signed on August 24, 1996. It entered into force on January 25, 2000 and the actual implementation of the provisions of the Protocol commenced on September 1, 2000. The governments of Angola and Madagascar acceded to the Protocol on September 26, 2003 and February 21, 2006, respectively. The Democratic Republic of Congo is yet to accede to the Protocol on Trade.

The aim of the SADC Protocol on Trade is to establish a Free Trade Area (FTA) by 2008. In 2004, the Mid-Term Review of the Protocol on Trade identified a number of implementation issues including rules of origin constraints, back-loaded tariff liberalization schedules and inconsistency in executing tariff reductions.

As per a Memorandum of Understanding of February 27, 2007, between the U.S. Embassy/Botswana, USAID/Southern Africa and the SADC Secretariat, it was agreed that the Trade Hub would undertake a number of trade-related technical assistance activities on behalf of or for the SADC Secretariat.



Having completed an audit of the status of implementation trade audit during the final quarter of FY 2007, in the third quarter of FY 2008, the Trade Hub:

1. reviewed the actions taken by countries that had been lagging behind with tariff phase downs;
2. prepared a concept note on the design of a trade monitoring and compliance mechanism;
3. circulated a Trade Hub produced business guide to the SADC Protocol on Trade to SADC Member States and the SADC Secretariat for comments;

4. finalized the SPS and TBT Annexes to the SADC Protocol on Trade; and
5. analyzed the draft Protocol on Trade in Services.

- **SADC Protocol on Trade**

The Trade Hub reviewed the 2008 tariff phase downs made by all 12 SADC Member States participating in the SADC Protocol on Trade and produced a matrix of actions to be undertaken by each Member State and the SADC Secretariat before the official launch of the SADC Free Trade Area (FTA) on August 17, 2008. The findings of this work were presented to the Senior Officials Task Force on Economic Integration meeting in February and the Trade Negotiating Forum meeting in March 2008. As a result, during the third quarter of FY 2008, SADC Member States approved the matrix of actions as a tool to guide their implementation of outstanding actions to be taken. In addition, after the Trade Hub review, a number of the SADC Member States corrected their Schedules.

In order to assess the status of implementation of the SADC Protocol on Trade in Madagascar, the Trade Hub undertook an audit mission to Madagascar from May 4 to 10, 2008 to establish its preparedness for the launch of a Free Trade Area. The team, comprising Bridget Chilala, Director Trade Capacity Building, Timothy Chisembwere, a short-term Customs Consultant, and Jephath Mujuru, the Program Officer-Customs Laws and Procedures from the SADC Secretariat, held meetings with government and private sector officials.

For additional information, see technical report “SADC Audit Report on Madagascar – May 2008” and trip report “Madagascar’s Implementation of the SADC Protocol on Trade, May 4-10, 2008,” by Mr. Chisembwere and Ms. Chilala.

As a result, the Trade Hub agreed to organize, in collaboration with the SADC Secretariat, a workshop for the private sector in Madagascar to explain the provisions of the SADC Protocol on Trade. This workshop was conducted on June 17, 2008 and was very successful. Subsequently; the Director General of Customs has requested the Trade Hub to train his customs officers on rules of origin and the implementation of the SADC Protocol on Trade.

For additional information, see technical report “Simple Import and Export Checklist for Madagascar, June 2008” and trip report “Madagascar Workshop on the STP – June 15-18, 2008” by Ms. Chilala.

- **Trade Monitoring Compliance Mechanism (TMCM)**

Also during the third quarter of FY 2008, the draft concept note on the mechanism for monitoring the implementation of the SADC Protocol on Trade was circulated for comments, by the SADC Secretariat, to SADC Member States at the 36th Trade Negotiating Forum (TNF) meeting on June 3. Ms. Chilala will present the Trade Monitoring Compliance Mechanism (TMCM) to the SADC Senior Officials at the Ministerial Task Force on Regional Economic Integration scheduled on July 9 in Lusaka, Zambia. The TMCM takes into account the already approved mechanism for monitoring non-tariff barriers (NTBs) in the SADC region as recommended by the 36th TNF meeting.

For additional information, see technical report “Monitoring and Compliance Mechanism for the SADC Trade Protocol” by Ms. Chilala.

- **Other matters**

The Trade Hub facilitated the finalization of the SADC Draft SPS and TBT Annexes to the SADC Protocol on Trade. After they were presented to the Trade Negotiating Forum, the Annexes were adopted with minor changes and Member States agreed to submit the two Annexes to the Committee of Ministers responsible for Trade who will be meeting in July 2008, for approval.

At the request of the SADC Secretariat, Ms. Chilala traveled to Mozambique from April 23 to 25, 2008, to attend the “*First International Conference on Regional Integration Issues and SADC Law*” at the Joaquim Chissano International Conference Centre in Maputo. Ms. Chilala sat on the same panel as the Executive Secretary of SADC and presented a paper on the challenges and achievements of restructuring the Southern African Development Community. The objective was to facilitate and strengthen capacity building in order to implement the SADC regional integration process thereby drawing more benefits for Mozambique.

For additional information, see trip report, “Conference on Regional Integration Issues, Maputo, April 23-25, 2008” by Ms. Chilala.

Planned Activities, SADC Support:

- The Trade Hub will present the proposed SADC Trade Monitoring and Compliance Mechanism to the SADC Senior Officials responsible for trade. Support in this area will continue until the Mechanism is approved.
- In the fourth quarter of FY 2008, the Trade Hub will continue to facilitate auditing Member State’s implementation of the tariff phase downs and other related issues as agreed with the SADC Secretariat.
- The Trade Hub will facilitate the establishment of SPS and TBT enquiry points for those SADC Member States that have not yet established them.
- The Trade Hub will follow-up on Madagascar’s requests to enhance their capacity in the implementation of the SADC Protocol on Trade.
- Also, the Trade Hub will publish the *Business Guide to the SADC Protocol on Trade*. It will serve as one of the tools that SADC will use to publicize the SADC Free Trade Area.

Trade Capacity Building

Between now and 2010, the SADC Member States will be engaging in finalizing complex trade negotiations and implementing outcomes. However, like most developing countries, they lack the institutional and technical capacity to fully and effectively implement their regional integration agenda. The multi-faceted and multi-level negotiations will therefore require SADC Member States to strengthen their analytical capacities at the national level.

During the third quarter of FY 2008, the following activities were carried out to strengthen the capacity building efforts in SADC Member States:

- **Botswana**

During the second quarter, the Trade Hub held discussions with the Ministry of Trade and Industry officials concerning possible support in the area of trade in services. As a result of these discussions, the Trade Hub sponsored a one day workshop for the Botswana private sector on trade in services, on April 22, 2008.



The workshop which was very well received was held at the Trade Hub and was attended by 40 private sector representatives from various service sectors and sub-sectors in Botswana. It was co-hosted by the Trade Hub, the Botswana Federation of Commerce, Industry and Manpower (BOCCIM), and the Ministry of Trade and Industry in Botswana. Its main objectives were to inform the private sector about trade in services in general, and to create awareness of the second phase of the Economic Partnership Agreement (EPA) negotiations which cover services and are currently underway between the SADC EPA countries who have committed to Phase II and the European Commission. Trade experts from the Trade Hub, the Ministry of Trade and Industry, Botswana Institute for Investment and Policy Analysis (BIDPA) and the SADC Secretariat served as key resources at the workshop.

For additional information, see meeting report, “Trade Hub Private Sector Workshop, Botswana” by Ms. Elago.

- **Swaziland**

During the third quarter, work on the policy briefs for Swaziland continued and the Trade Hub submitted a final report on the assessment of Common Market for Eastern and Southern Africa (COMESA) preferences for Swaziland, to the Ministry of Foreign Affairs and Trade. In addition, Paulina Elago, Deputy Director TFCB, and Nikki Duncan, a short-term consultant, traveled to Swaziland to present the findings and recommendations of the study to the Ministry of Foreign Affairs and Trade’s Permanent Secretary, Mr. Clifford Mamba on April 29 and also to key stakeholders, comprising of policy makers and private sector representatives, on April 30, 2008

For additional information, see trip report, “Swaziland Meeting on COMESA Trade Preferences Paper – April 30-May 1, 2008” by Ms. Elago and Ms. Duncan.

On May 6, 2008, Peter Carr, an investment specialist, arrived in Swaziland to work with the Swaziland Investment Promotion Authority (SIPA) and the Ministry of Enterprise and Employment. During the month of May, Mr. Carr held interviews and consulted with key stakeholders in Swaziland to gather information and data for the development of an issues paper that would guide the process of developing a policy. At the end of his assignment in early June, he submitted an issues paper that highlights elements for an investment policy for Swaziland. The

paper should serve as guide for the development of an investment policy for Swaziland.

For additional information, see technical report “Swaziland Investment Policy Roadmap” by Mr. Carr and trip report “Swaziland Investment Policy – May & June 2008” by Mr. Carr.

- **Namibia**

From April 2 to 3, 2008, Ms. Elago traveled to Namibia for discussions with the Trade and Industry Permanent Secretary, Dr. Malan Lindeque, and other government officials on the implementation of Trade Hub support to Namibia. A list of activities were identified which will form the basis for future support by the Trade Hub in Namibia.

For additional information, see trip report, “PS MTI Namibia – April 3, 2008” by Ms. Elago.

A national consultative workshop on trade in services was one of the activities requiring immediate support from the Trade Hub. As a result of this, the Trade Hub together with the Ministry of Trade and Industry in Namibia co-sponsored a national consultative workshop on trade in services held on June 18 to 19, 2008, in Windhoek, Namibia. The two day workshop was held to sensitize policy makers and stakeholders about the trade in services, including ongoing services negotiations at the multilateral, regional and bilateral level. Ms. Elago and Ms. Walker, together with Mr. Wamkele Mene, the Director for Trade in Services in South Africa’s Department of Trade and Industry, whose participation was facilitated by the Trade Hub, made presentations and participated as resource persons.

For additional information, see trip report, “Namibia Trade in Services Workshop – June 18-19, 2008” by Ms. Elago and Ms. Walker.



At the request of the Directorate of Customs in Namibia, the Trade Hub conducted training on rules of origin from June 16 to 17, in Windhoek, Namibia. Ms Elago, and Aurelie Walker, a Visiting Trade Analyst, conducted the training which was attended by 28 participants who were mostly customs officials from various border post and regional offices across the country. Other participants included officials from the Trade and Fisheries ministries as well as the private sector.

For additional information, see trip report, “Namibia Rules of Origin Training – June 16-17, 2008” by Ms. Elago and Ms. Walker.

- **Regional Trade Tools**

On June 5 and 6, the Trade Hub sponsored a training session on the International Trade Center's (ITC) online trade data tools. Eighteen participants from around Southern Africa took part in the training which was hosted by USAID at their offices in Pretoria, South Africa. Ms. Van Schalkwyk attended from the Trade Hub.

For additional information, see trip report, "Investment Map Training, Pretoria – March 31, 2008" by Ms. Van Schalkwyk.

In order to build capacity within the region, the Trade Hub has also prepared a note on trade policy analysis and trade data tools as well as a study on investment agreements for European Economic Partnership Agreements (EPA) negotiations.

For additional information, see technical reports, "Note on Trade Policy Tools" and "Policy Brief on Investment Agreements for EPA negotiations" by Ms. Elago and Ms. Walker.

Planned Activities, Trade Capacity Building:

- **Madagascar:** The Trade Hub is preparing to conduct a workshop for Malagasy Customs officers on rules of origin in Madagascar in August 2008, at the request of the Director General of Customs.
- **Swaziland:** The Trade Hub will finalize the policy brief on trade policy options for Swaziland and also conduct rules of origin training for Customs officers in Swaziland.
- The Trade Hub, together with the German Agency for Technical Cooperation (GTZ) and Business Unity South Africa (BUSA), will co-sponsor a regional workshop for the private sector on the SADC regional integration in Johannesburg, South Africa, in July 2008. The workshop specifically focused on the regional integration issues including the implementation of the SADC Protocol on Trade, the establishment of the SADC FTA and the planned SADC customs union by 2010.
- With the Commonwealth Secretariat and the International Centre for Trade and Sustainable Development (ICTSD), the Trade Hub will co-sponsor a fisheries workshop for African Caribbean and Pacific (ACP) countries in the context of EPA negotiations in Windhoek, Namibia, in August 2008.
- The Trade Hub will also continue to support SIPA on the implementation of the Investor Roadmap including: the action plan for recommendations related to company registration; trade licensing; health inspection; and entry permits.

Assessment of the Status of Trade Facilitation

In order to prepare themselves for current and future discussions on trade facilitation at the World Trade Organization (WTO) with other countries and trading blocks,

several countries have requested that the Trade Hub assist them with a self 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 would derive maximum benefits.

At the request of the WTO and the Swaziland Ministry of Finance, the Trade Hub agreed to facilitate a comprehensive assessment of the status of trade facilitation in Swaziland, from June 20 to 27, 2008. Maxine Kennett, Director Trade Facilitation and Capacity Building (TFCB), Ranga Munyaradzi, Senior Customs Advisor, Ms. Chilala, Godwin Punungwe, Transport Advisor, and Kudzai Madzivanyika, an intern, visited Swaziland to assist with the process.

For additional information, see technical report "Swaziland WTO Trade Facilitation Assessment" and trip report "Swaziland Trade Facilitation Needs Assessment".

Planned Activities, Assessment of the Status of Trade Facilitation:

- The Lesotho Ministry of Trade and Industry has requested the Trade Hub to facilitate a comprehensive assessment of the status of their trade facilitation. The Trade Hub team intends to travel to Lesotho in July, 2008, to assist with this process.
- Mozambique, Malawi, Angola and Botswana have made similar requests for the next Financial Year.

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.

- **Swaziland:** Using the WCO Software, Mr. Munyaradzi and Robert Struthers, a Technical Officer at the World Customs Organization, together with the Swaziland TRS Working Group, analyzed the findings of the Time Release Study as collected and recorded on the TRS questionnaire. The Swaziland Time Release Study Report was finalized with findings, conclusions and recommendations. An Action Plan to remove the identified bottlenecks was drafted. According to the findings, more than 90% of imports into Swaziland pass through or are from South Africa, and as a result, they are dealt with in terms of the Southern Africa Customs Union Agreement (SACU), which means that all Customs duties are collected by South African Revenue Authority (SARS). Swaziland officials only collect Sales Tax at their entry points at these SACU border posts. There are only two border posts with Mozambique which deal directly with non-SACU imports and exports, but the volume of trade in these two is less than 5%.

The Study found that there are inadequate parking facilities at almost all border posts in Swaziland which results in commercial trucks being parked in South

Africa while import documents are processed by Swaziland Customs Authorities across the border. As there is little or no physical examination of merchandise because of lack of parking facilities and inspection/examination bays, the average time taken by Swaziland Customs to process import documents is about thirty minutes.

The Swaziland Department of Customs and Excise has just embarked on the automation of Customs procedures and processes through the United Nations Conference on Trade and Development's (UNCTAD) ASYCUDA ++ software, and so far only one border post with South Africa, at Ngwenya/Oshoek, has been automated. The full benefits of ASYCUDA ++ will, however, only be fully realized once the ASYCUDA inbuilt modules are all utilized.

The Study recommended the following:

1. Infrastructural Development – create more parking space and inspection/examination facilities.
2. Development of an integrity plan based on WCO Arusha Declaration and capacity building.
3. Accession to and implementation of the provisions of the Revised Kyoto Convention.
4. Development of one-stop joint border control at major border post with South Africa.
5. Roll-out of ASYCUDA++ to other ports of entry and introduction of Direct Trader Input (DTI), where traders can key in data directly to Customs computers.

The draft TRS Report was presented to the Commissioner of Customs and Excise, Mr. Mjuta Vilakazi and his Senior Management Team on June 20, 2008. The Commissioner welcomed the completion of the Time Release Study and assured all present that his Department of Customs and Excise would implement all the recommendations in the Report.

For additional information, see technical report “Swaziland Time Release Study Report, June 2008” and trip report “Swaziland Time Release Study Final Phase – June 16-20, 2008” by Mr. Munyaradzi and Mr. Struthers.

Planned Activities, Time Release Studies:

- **Malawi:** Having completed a TRS Action Plan, the Trade Hub will give further technical assistance to the Malawi Revenue Authority and will review Malawi's Risk Management and Post Clearance Audit Policy.
- **Zambia:** Zambia Revenue Authority has requested technical assistance in the implementation of TRS Action Plan, and work on this should commence in the fourth quarter of FY 2008.

Modernization of Customs Laws, Regulations, Procedures and Processes

This component involves reviewing and updating Customs laws, regulations, manuals, procedures and processes using international best practices based on the WCO Revised Kyoto Convention on Simplification and Harmonization of Customs Procedures as well as training for both Customs officials and the business community to ensure uniform interpretation of laws and regulations.



- **Swaziland:**

Following the preparation and presentation of the Draft Customs and Excise Act to Swaziland Customs and to the Principal Secretary for Finance in January 2008, the Trade Hub team prepared the Draft Swaziland Customs and Excise Regulations. The team took into account Swaziland's traditional drafting style, organization of laws and choice of legal instruments to facilitate understanding and interpretation of the Draft law by stakeholders.

The Draft Revised Customs and Excise Regulations were based on the following legal instruments:

1. Draft Swaziland Customs and Excise Act; 2008;
2. Current Swaziland Customs and Excise Regulations, 1976;
3. Current Botswana Customs and Excise Regulations; and
4. The Model 2008 SACU Customs Act.

The Trade Hub team first met separately with the Customs legal officer and members of the Working Group and discussed the Draft Regulations. The team gave an outline of the new regulations and highlighted the new provisions and their importance, taking note of the issues raised by the legal officer and members of the Working Group. Appropriate amendments to the Draft Regulations were made and finally, the team presented the amended Draft to the Commissioner of Customs on May 23, 2008.

For further information, see trip report, "Technical Assistance to Swaziland Phase Three, May 15-24, 2008," by Ranga Munyaradzi and Timothy Chisembwere.

- **Botswana:** On June 10 and 12, the Trade Hub sponsored half-day Customs to Business workshops in Gaborone and Francistown in collaboration with the Customs and Excise Division of the Botswana Unified Revenue Services (BURS). The purpose of the workshops was to



enhance cooperation between BURS and its key stakeholders in the private sector. Mr. Freddy Modise, Commissioner-General of the BURS, opened the workshop in Gaborone, which was hosted by the Trade Hub. In his opening remarks, he noted that the World Customs Organization (WCO) has adopted the SAFE Framework of Standards Program which requires Customs administrations to take measures to establish efficient and safer world trading arrangements, by adopting new approaches to their working methods in partnership with other Customs administrations and the business sector. The workshops in Botswana were held as part of Botswana's commitment to the SAFE Program.

Among the key issues raised by participants was the fear that the forum would be unable to meet its targeted objectives due to the lack of legislation. There was concern about progress with the establishment of a one stop border post; the protection of goods entering Botswana; and the harmonization and computerization of customs transactions.

For additional information, see meeting report "Customs to Business Botswana – June 10 and 12, 2008" by Diana Phillimon.

- **Regional:** On From June 11 to 13, Mr. Munyaradzi participated in the Organization for Economic Development (OECD) Regional Forum on Trade Facilitation in Eastern and Southern Africa, which was hosted in Cape Town jointly by the South African Revenue Service (SARS) and the OECD. The participants came from the World Customs Organization, World Bank, European Union, UK-based SITPRO, and officials from Eastern and Southern African public and private sectors. The Trade Hub held discussions with SITPRO which is closely connected to the BOKSBURG GROUP. The Trade Hub has been participating in their meetings for the last three years.

With regard to Regional Transportation and Trade Corridors, the Forum was informed that a big impediment to integration in Africa is its inadequate physical infrastructure. There is also the challenge for regional policy makers and all regional economic communities to establish an efficient, integrated transport system which will facilitate national and international traffic, foster trade and factor mobility. Improving the transport infrastructure will therefore significantly lower transaction costs and provide an impetus for regional integration.

For additional information, see trip report, "OECD Regional Forum on Trade Facilitation, June 11-13, 2008," by Ranga Munyaradzi.

Planned Activities, Modernization of Customs Laws, Regulations, Procedures and Processes:

- Mr. Munyaradzi, will facilitate the Trans Kalahari Corridor Management Committee (TKCMC) Customs Transit Facilitation Working Group Task Team on the Client Service Charter meeting which will be hosted by the Trade Hub in Gaborone.
- Mr. Munyaradzi, Mr. Punungwe, Lynn Harmon (STTA), and Adriaan van der Merwe (STTA), will launch the Trans Kalahari Corridor feasibility study on the

establishment of a one-stop border post at the Botswana/Namibian border (Mamuno/Trans Kalahari).

- Mr. Munyaradzi will facilitate the Tanzania and Malawi Revenue Authorities Customs Systems interface and connectivity at their common border posts of Kasumulu/Songwe.

Financial Services Liberalization

Following an agreement between the National Bank of Angola (BNA) and USAID/Angola, the Trade Hub agreed to produce three reports for the BNA.

During the second quarter of FY 2008, a draft report on *"Developing the Supply of Financial Services and Improving the Efficiency of the Financial Sector in Angola"* was presented to the National Bank of Angola (BNA) and USAID/Angola. Following the receipt of comments from both organizations, the report was finalized in February 2008. This included a Portuguese translation of the Executive Summary. During the third quarter of FY 2008, Keith Jefferis, Economic Advisor, and Bruce Bolnick, a short-term consultant, visited Luanda, Angola from April 22 to 26, to present the final report. It was presented to a workshop of stakeholders including the Governor and Senior Officials of the National Bank of Angola (BNA), the Deputy Prime Minister, Chief Executives of the banks, and a variety of other interested parties. The report was well received, and it included a detailed set of recommendations regarding the reform of the financial sector, some of which are already being implemented.

For additional information, see technical report "Developing the Supply of Financial Services and Improving the Efficiency of the Financial Sector in Angola" by Mr. Bolnick and trip report, "Developing Financial Services, Angola, April 22-27, 2008," by Dr. Jefferis.

Also during the third quarter of FY 2008, Dr. Jefferis attended a meeting of the *"Making Finance Work for Africa"* (MFW4A) Partnership Forum in Accra, Ghana from June 17 to 18. MFW4A is a joint initiative of the World Bank, the African Development Bank and donors such as GTZ and USAID in support of financial sector development in the continent. During the Forum, he gave a presentation on the *"Regional Financial Sector in Southern Africa."* The Forum discussed a range of constraints to financial sector development in Africa and prioritised issues for further research and policy development. Prior to the Forum, on June 16, Dr. Jefferis also attended a meeting on *"Making Finance Work for Ghana"* which brought together a range of international experts reviewing financial sector issues and reforms in Ghana.

For additional information, see trip report, "Making Finance Work, Ghana – June 14-20, 2008," by Dr. Jefferis.

Planned Activities, Financial Services Liberalization:

- Dr Jefferis has been working on other tasks related to financial sector reform in Angola, specifically the Liberalization of Exchange Controls and Improving the Monetary Policy Framework. Draft reports have been submitted to the BNA and it is anticipated that, once comments are received from the BNA, they will be finalized during the fourth quarter of FY 2008.

2. PRIVATE SECTOR: PRIVATE SECTOR COMPETITIVENESS

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

The Trade Hub tracks a number of (AGCI and IEHA) indicators under the Private Sector Competitiveness heading. These indicators and the results are annexed to the end of this report. Further information will be available in an annual report, which will be released in conjunction with the fourth quarterly report.

Exportable Agriculture

The Trade Hub conducted its quarterly agriculture strategy meeting in early April 2008. This meeting set the agenda for agriculture work through August 2008.

For additional information, see trip report, "Quarterly Ag Meetings" by Amanda Hilligas, April 8 to 10.

The following activities were carried out during the third quarter of FY 2008, in support of exportable agriculture in eligible countries.

Market Linkages

- **Fresh produce for South Africa**

Following meetings in South Africa with major food retailers, fresh produce distributors, and food companies to identify gaps in local supplies of fresh fruit, vegetables and other agricultural products, the Trade Hub has determined that Zambia and Mozambique have potential to export agricultural products into South Africa. During the third quarter, Mr. Anton Scheepers, Agribusiness Advisor, conducted an audit of the Beira Corridor, and determined that melons and mangoes have potential for export to the South African market. Mr. Scheepers also identified problems and constraints on the Beira Corridor for producers.



For additional information see trip report, "Agricultural Audit of Beira Corridor" by Anton Scheepers, April 8 to 10, 2008.

- **Zambia**

During the first quarter of FY 2008 Mr. Scheepers accompanied buyers from a major supermarket in South Africa to Zambia to visit producers. The trip was

closely coordinated with the Market Access, Trade and Enabling Policies (MATEP) project. The Trade Hub is currently tracking deals that were facilitated between producers and buyers. Details of deals between Zambian producers and South Africa buyers will be available in the fourth quarter of FY 2008.

- **Mozambique**

The Trade Hub continues to explore opportunities for facilitating agricultural marketing linkages between South Africa and Mozambique, and Mozambique and the United States. As part of this activity, the Trade Hub continues to facilitate a potential business relationship between an agricultural enterprise in southern Mozambique and a large U.S.-based company. The Trade Hub is working with another donor to organize support for a large production effort. In the short term, the Trade Hub is encouraging the potential business partners to carry out a pilot production program at their own cost to strengthen the relationship as the larger production issues are addressed.

- **Africa's Big Seven Event**

The Trade Hub will participate in Africa's Big Seven (AB7) at Gallagher Estate Midrand, South Africa, from July 20 to 22. AB7 has evolved into one of Africa's premier agricultural business to business events. In 2007, this event attracted thousands of delegates representing African markets, producers and trading stakeholders. Many millions of dollars' worth of trade took place at Africa's Big Seven in 2007. The Trade Hub sees this event as an exciting opportunity to build capacity for producers, and to bring together producers and buyers to facilitate trade in agribusiness. The Trade Hub will participate in Africa's Big Seven in 2008 by collaborating with partners, participating in a Business to Business agricultural conference and organizing "business-to-business" meetings between agriculture stakeholders.

During the third quarter of 2008, Amanda Hilligas, Director, Trade Competitiveness, traveled to South Africa to meet with ComMark Trust to discuss collaboration on the AB7 event.

For additional information, see trip report, "AB7 Meetings with ComMark" by Ms. Hilligas, South Africa, May 5 to 6, 2008.

Capacity Building and Market Access

- **Swaziland**

The Trade Hub continues to work on capacity building for Swazi honey producers and on market access for honey into the United States. Johan Labuschagne, Agriculture Advisor, traveled to Swaziland from May 26 to 30 with the USDA PASA team for a discussion with the Honey Council on the way forward with establishing a non-irradiation protocol for honey and honey products into South Africa.



Mr. Labuschagne also visited Eswatini Swazi Kitchen during his trip there to further his work on apiary management, and the sourcing of agricultural inputs for Eswatini Swazi Kitchen products. In addition, Mr. Labuschagne facilitated a new deal between a kumquat producer and Eswatini Swazi Kitchen.

For additional information see trip report, "Swaziland Honey Trip" by Mr. Labuschagne, May 26 to 30, 2008.

- **SPS and market access for agricultural products**

As part of the agriculture strategy, Mr. Labuschagne continues to work with the South African Department of Agriculture on a priority list for imported produce from Southern African countries. This work is intended to facilitate market access for intra-SADC trade. The list and requirements will assist in the timing of export promotion and forge trade deals between producers in Southern African countries and South African buyers.

Priority areas will be addressed in conjunction with the USAID-funded SPS PASA (Participating Agencies Service Agreement) with the United States Department of Agriculture and will include honey (SADC countries); rice (Mozambique); mangoes and bananas (Mozambique and Zambia); melons (Botswana and Mozambique); chilies (Mozambique); and flowers (Zambia).

Planned Activities, Exportable Agriculture:

- **SADC countries:** Participate in Africa's Big Seven event, which will be held in Johannesburg, South Africa from June 20 to 22. AB7 has evolved into one of Africa's premier agricultural business to business events.
- **Mozambique:** Follow up on chili grower work with collaborating donor. Follow up on agricultural referrals from audit trip to the Beira Corridor.
- **Zambia/Malawi/Swaziland/Mozambique:** Continue to work with MATEP, ComMark and the South African Department of Agriculture to determine next steps on SPS issues surrounding the export of honey to South Africa.
- **Swaziland:** Coordinate with the Technoserve Swaziland Enterprise and Entrepreneurship Program (SWEET) project on honey production and with the Government of Swaziland (in conjunction with the USDA PASA team) on next steps for market access of honey into South Africa.
- **South Africa:** Collaborate on an SPS priority list and areas of action with regional National Plant Protection Organizations (NPPO) to move forward facilitation of market access for targeted horticultural products.

Textiles and Apparel

The following activities were carried out during the third quarter of FY 2008, in support of textiles and apparel in eligible countries:

- **Trade Hub holds 2008 Business to Business meeting**

The Trade Hub, in collaboration with the Trade Hubs in West and East Africa carried out the Fourth Annual Apparel Business to Business Event, held in Pretoria, South Africa from May 20 to 21. The aim of the event was to create business in the U.S. and EU markets, to promote greater regional sourcing of African garments (as opposed to Asian ones) and to strengthen integration of regional supply chains.



The event involved over 440 focused pre-arranged buyer-seller meetings between approximately 60 companies (many with multiple representatives), including U.S. and EU buyers, South African retailers, regional manufacturers and regional fabric and trim suppliers. The 30-minute “speed-dating” sessions provided a cost-effective and efficient means for buyers, manufacturers and suppliers to engage each other and

initiate possible business discussions. With so many companies present in one place, it is easier to facilitate linkages between companies that would have otherwise not occurred due to time differences, the costs of travel and an overall lack of business linkages within the textile and apparel industry.

The event was a resounding success, with participants already declaring their intention to attend next year. For many, even within Africa, it was an eye-opening event, revealing the capacities and opportunities that exist in Africa, not only in finished garments, but also in the development of regional supply networks. It is expected that the event will generate millions of dollars in trade within Africa, and between Africa and the United States and Europe.

The Trade Hub expects to use further buyer linkages generated from its presence at the August 2008 and February 2008 MAGIC Apparel Sourcing and Fashion shows to expand the network of U.S. and EU buyers invited to the B2B event in 2009.

For additional information, see trip reports, “Business-to-Business Apparel Event” by Amanda Hilligas and Brett Johnson and “Mauritius B2B Trip Report” by Joop de Voest.

- **Planning for August 2008 MAGIC Show**

As part of the Trade Hub’s ongoing support to increase the value and volume of apparel trade with the United States under AGOA, the Trade Hub is organizing

the SOURCE AFRICA Pavilion for the MAGIC Fashion and Apparel Sourcing Event in Las Vegas, Nevada from August 24 to 27. The SOURCE AFRICA Pavilion won “Best of Show” at the February Sourcing at MAGIC segment of the event and the Trade Hub is looking for a repeat success.

This August, the Trade Hub is working with the West Africa Hub, the East Africa Hub, the AGOA + Project in Ethiopia and Enterprise Mauritius to organize a SOURCE AFRICA Pavilion with over 24 African companies present. Through cost-sharing with Enterprise Mauritius and possibly other donor partners, it is expected that 12 to 14 Southern African companies will take part in the Pavilion. In addition to the standard pavilion and delegation coordination, this August’s Trade Hub efforts will focus on strengthening matchmaking efforts and the wider promotion of Africa as a viable sourcing location.

- **Participation in Organic Exchange Meeting in Uganda**

The Trade Hub’s Value Chain Leader for Apparel, Mr. de Voest, participated in the Organic Exchange 2008 African Regional Conference held from June 24 to 27 in Kampala, Uganda. The event included a series of meetings focused on expanding the production and use of organic fiber and food crops in the region.

For additional information see trip report, “Organic Exchange Conference”, by Joop de Voest, June 23 to 27, 2008, Uganda.

Planned Activities, Textiles and Apparel:

- Continue collecting information on deals resulting from the 2008 Business-to-Business event.
- The Trade Hub will participate in the SOURCE AFRICA Pavilion at the MAGIC Fashion and Apparel Sourcing Event in Las Vegas from August 24 to 27.
- Respond to reports that apparel companies are having problems with production verification documentation and other documentation compliance issues for AGOA exports to the United States.
- Amanda Hilligas will speak at the private sector AGOA Action Committee meetings in Washington, DC during the AGOA Forum 2008 in July 2008.
- Continue to facilitate trade deals between Southern African apparel and textile firms and interested buyers/investors. The Trade Hub provides, on an ongoing basis, a range of information support to Southern African manufacturers and buyers/investors from the United States interested in doing business with the African apparel industry.

AGOA Support

The AGOA Support Component is designed to provide complementary capacity building and technical assistance at both the firm level and national level to increase the value and volume of exports to the United States from eligible countries in the Southern Africa region. In 2007, the Trade Hub made significant progress in supporting the AGOA Mission of promoting partnerships that increase trade in goods to the United States. Many firms are in the process of solidifying export partnerships with U.S. firms, due to assistance from the AGOA Program.

- **Botswana company benefits from AGOA assistance**

Peter Mabeo Furniture, based in Gaborone, Botswana, produces high quality, contemporary furniture that has been featured in the *New York Times* and *O* (Oprah's Magazine). Canadian designer Ms. Patty Johnson has collaborated with Mr. Mabeo to bring new product collections, including furniture and basketry, to the North American market. Mr. 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 2007, Peter Mabeo Furniture followed up on leads from the International Contemporary Furniture Fair (ICFF), which was held in New York City in 2007.



The Trade Hub supported Peter Mabeo Furniture's participation in the May 2008 Contemporary Furniture Fair in New York. In the third quarter of 2008, a major U.S. contemporary furniture retailer launched Mr. Mabeo's Maun Windsor Chair as part of their sustainability line.

- **Trade Hub collaborating with Talier Trading Group to identify specialty food companies for export**

The Trade Hub continues to work with the Talier Trading Group, a marketing and brokering company which is launching a line of African specialty food brands, to identify new companies with interesting and competitive products likely to be marketable in the United States. Already, the Talier Trading Group has signed deals with a number of Southern African companies, providing them with the opportunity to sell their products in places like Whole Foods, Safeway, Albertsons and other stores.

Mr. Talier aims to begin ordering from South Africa in 2008. Prior to making orders, a number of labeling, pricing, and distribution/importation issues need to be addressed. Mr. Talier has launched a set of African brands which are expected to be sold in more than 5000 stores in the United States by late-2008.

- **54th Summer Fancy Food Show**



From June 29 to July 1, 2008, a delegation of Southern African companies participated in the 54th Annual Summer Fancy Food Show in New York. The Trade Hub supported a delegation of export-ready firms from Malawi, Mauritius, Mozambique, South Africa, Swaziland, and Zambia, covering a range of products, including dairy-free chocolate, jams and jellies, chutneys, chili sauces, specialty salts, nuts (shelled and oil), specialty teas and coffees and organic honey products. The Trade Hub collaborated with the West African Trade Hub and Enterprise Mauritius in the African Pavilion, and worked with the South African Pavilion, funded by the Department of Trade and Industry (DTI) and organized by the South African Counsel General in New York, to carry out joint promotional efforts. This included a Buyer's Breakfast highlighting food products that Africa has to offer.

As part of the preparations and capacity building for the Fancy Food Show, Brett Johnson, AGOA Trade and Business Manager, and Ms. Hilligas attended FDA Labeling Workshops in Johannesburg and Cape Town, South Africa, from April 14 to 18. The events, which were co-sponsored/organized by the U.S. Department of Agriculture and the Food and Drug Administration, provided approximately 70 companies with information on import and labeling requirements for exporting food and cosmetic products to the United States. Ms. Hilligas spoke about participating in the Fancy Food Show at the Cape Town event. Ms. Hilligas also participated in the AGOA Transportation and Trade Forum while in Cape Town.

For additional information, see trip report, "FDA Labeling Workshops and AGOA Transportation and Trade Forum", by Brett Johnson and Amanda Hilligas, April 14 to 21, 2008.

- **AGOA market access and information support**

The Trade Hub continues to provide support to Southern African companies looking for information on ways to access the U.S. market through AGOA. Specialty food, natural products and garment companies have received assistance in the form of market and/or regulatory information, and on occasion market linkages have been facilitated.

- **Collaboration with the U.S. Government and the private sector to improve competitiveness**

During the third quarter of 2008, Ms. Hilligas met with the U.S. Department of Commerce to discuss sourcing opportunities for specialty food equipment for South African companies. Many companies that the Trade Hub is working with are seeking equipment upgrades, and Ms. Hilligas is exploring the possibility of U.S. sourcing. In addition, Ms. Hilligas met with Intel Corporation on collaboration in the agribusiness sector.

For further information, see trip report, "South Africa Stakeholder Meetings," by Ms. Hilligas, June 16 to 17, 2008.

- **Countries Eligible for AGOA Benefits**

COUNTRY	DATE DECLARED AGOA ELIGIBLE	DATE DECLARED ELIGIBLE FOR APPAREL PROVISION	SPECIAL RULE FOR APPAREL
Republic of) Angola	December 30, 2003		
(Republic of) Botswana	October 2, 2000	August 27, 2001	Yes
(Democratic Republic of) Congo *	December 31, 2002		
(Kingdom of) Lesotho	October 2, 2000	April 23, 2001	Yes
(Republic of) Madagascar	October 2, 2000	March 6, 2001	Yes
(Republic of) Malawi	October 2, 2000	August 15, 2001	Yes
(Republic of) Mauritius	October 2, 2000	January 18, 2001	No
(Republic of) Mozambique	October 2, 2000	February 8, 2002	Yes
(Republic of) Namibia	October 2, 2000	December 3, 2001	Yes
Republic of) South Africa	October 2, 2000	March 7, 2001	No
(Kingdom of) Swaziland	October 2, 2000	July 26, 2001	Yes
(United Republic of) Tanzania	October 2, 2000	February 4, 2002	Yes
(Republic of) Zambia	October 2, 2000	December 17, 2001	Yes

* AGOA trade preferences granted on October 31, 2003.

Planned Activities, AGOA Support:

- Participate in the 2008 New York Fancy Food Show. Currently, the Trade Hub is collaborating with USAID's Southern Africa Investments and Business linkages (SAIBL) project, South Africa's Consul General in New York and the DTI as they plan to hold a South African Pavilion at the show. Resource sharing with DTI in booth and travel support will allow the Trade Hub to dedicate more resources to company preparation, which is critical for trade show success.
- The Trade Hub will participate in the 2008 AGOA Forum which will be held at the State Department in Washington, DC on July 15, 2008.
- The Trade Hub will continue to follow up on requests for information and sourcing in the specialty food sector.

3. INFRASTRUCTURE: MODERN ENERGY SERVICES

Since 2006, the Trade Hub has carefully positioned itself as a centre of excellence for energy trade and regulatory issues and has received a number of requests for regulatory technical assistance and training from the Regional Electricity Regulators Association of Southern Africa (RERA) as well as individual national regulators in the SADC region.

The Trade Hub tracks two indicators under the AGCI Modern Energy heading:

1. The number of people receiving training in energy related policy and regulatory practices; and
2. Total public and private dollars leveraged by the Trade Hub for energy infrastructure projects.

Support to RERA

The Regional Energy Regulators Association (RERA), a SADC subsidiary body, aims to facilitate the harmonization of regulatory policies, legislation, standards and practices and to be a platform for effective cooperation among energy regulators within the SADC region.



The establishment of RERA was approved by SADC Energy Ministers in Maseru on July 12, 2002, and RERA was formally launched on September 27, 2002 in Windhoek, Namibia.

During the third quarter of FY 2008, the Trade Hub facilitated the survey on *The Review of the Status of Policy, Legal, Institutional and Regulatory Frameworks in the SADC Region*. All the SADC Member States were visited during the review and a report, now being prepared, will be ready during the fourth quarter of FY 2008. The main objective of this review is to make recommendations to the SADC Energy Ministers on policy, legal, institutional and regulatory frameworks that are responsive to the challenges in the electricity supply industry (ESI), and to improve the governance as well as performance of the ESI. A progress report was presented by Mr. Elijah Sichone, the RERA Executive Secretary, and Ms. Gloria Magombo, the Energy Advisor from the Trade Hub, at the SADC Energy Ministers meeting held from April 28 to 30, 2008. The progress report included recommendations on the implementation of some critical policy decisions which SADC has adopted but has not fully implemented.

For additional information, see trip reports, “RSA meeting in preparation for DRC meeting – April 23-25, 200” and “SADC Energy Ministers Meeting, DRC – April 26-May 1, 2008” by Ms. Magombo.

Support for New Regulators

In the fourth quarter of FY 2008, the Trade Hub continued to implement other RERA initiatives including:

- **Madagascar:** Ms. Magombo continued to liaise with RERA and other institutions including the World Bank to identify:
 1. Well established regulators in francophone countries which could be considered for study tours/visits and staff attachments for the Madagascar regulator;
 2. Reputable bilingual experts who could assist in delivering regulatory training courses and workshops in French and English; and
 3. Available and ongoing courses on regulation for the Office of the Electricity Regulator (ORE).

A list of three consultants, selected on the criteria of their research activity, was provided to the ORE and the consultants will be contacted once the training program is finalized with RERA. RERA also forwarded information about a short course at the University of Cape Town's Graduate School of Business on "*Frontiers in Managing Reform and Regulation of Infrastructure Utilities*" from October 6-10, 2008 in Cape Town, South Africa.

- **Swaziland:** The draft road map for the *Operationalization of the Energy Regulatory Authority of Swaziland* was presented to the Energy Department of the Ministry of Natural Resources and Energy (MNRE) on June 23 and 24, 2008, by Energy Advisors Les Kügel and Gloria Magombo. The road map was adopted in principle and the MNRE is confident that it will be able to have the institution operational by December 2008. Furthermore, the Energy Department requested comments on the perceived conflict between section 253 of the Swaziland Constitution 2005 and Section 5 (f) of the Energy Regulatory Act, which concerns the approval and regulation of tariffs, prices and charges by licensees without the approval of Parliament.

For additional information, see trip report "Visit to Swaziland, June 23 to 24, 2008" by Ms. Magombo and technical report on "The Road Map for the Operationalization of the Energy Regulatory Authority of Swaziland" by Ms. Magombo.

- **Mozambique:** Commissioners for the Electricity Council of Mozambique (CNELEC) were appointed in May 2008. Ms. Magombo has been liaising with the Ministry of Energy, the World Bank and CNELEC to arrange a meeting with the Commissioners to discuss technical assistance requirements for the institution.

Support to the Southern African Development Community

- **SADC meetings**

Ms. Magombo was invited to attend the SADC Energy Ministers meeting in Kinshasa, Democratic Republic of Congo (DRC), to present a progress report on

The Review of the Status of Policy, Legal, Institutional and Regulatory Frameworks in the SADC Region. The review had been adopted as a critical input to improving the regulatory environment in the region as recommended by the SADC Energy Ministerial Task Force (EMTF) on Implementation of the Power Sector Program. The presentation updated the ministers on the current status of policy and regulatory frameworks in the region and also highlighted some of the critical policies which need to be implemented to attract private sector participation in the sector.

For additional information, see trip report, “SADC Energy Ministers Meeting, DRC – April 26-May 1, 2008” by Ms. Magombo.

- **The SADC Energy Activities Plan**

The Trade Hub has continued to support various energy-related initiatives of SADC and has received additional requests to support regional integration activities. As a result, the Trade Hub will assist in reviewing the regional energy planning network and production of the annual energy statistics for SADC countries. Further meetings were held with the SADC Secretariat to review an cooperative work plan which is scheduled to be implemented during the fourth quarter of FY 2008.

- **Other SADC Initiatives**

In preparation for the Southern Africa Power Pool (SAPP) investor’s roundtable to be held in September 2008, during the third quarter of FY 2008, the Trade Hub helped to review the draft terms of reference for a consultant to identify and select a small number of power projects from the priority list that can be updated and packaged in a manner appealing to investors and that can be easily developed and implemented in the short term.



In the meantime, the SAPP is conducting various studies that will contribute towards the implementation of projects identified as priorities. One of the studies – the *SAPP Pool Plan*, which updates the priority list and identifies the least-cost projects ready for implementation – is expected to be completed in August 2008. The preliminary results will be used to provide a guide for projects to be considered under this assignment.

The Review of the Status of Policy, Legal, Institutional and Regulatory Frameworks in the SADC Region will also be presented at the Roundtable and is expected to guide the development of critical policy and regulatory frameworks

necessary to create a suitable environment for private sector participation in the power sector.

Planned Activities, Modern Energy Services

- The Trade Hub will continue to provide technical assistance to RERA and finalize the report on *The Review of the Status of Policy, Legal, Institutional and Regulatory Frameworks in the SADC Region*.
- The Trade Hub will assist RERA to development an Independent Power Providers (IPP) framework.
- The Trade Hub will assist RERA with the production of the regional annual tariff publication.
- The Trade Hub plans to organize a training course on the principles of regulation for the new energy regulators in Swaziland and Madagascar.
- The Trade Hub will distribute brochures on Energy Regulatory Services in the SADC region that were prepared by earlier in the year.
- In July 2008, Ms. Magombo will visit Mozambique to meet with the Ministry of Energy, CNELEC and the Word Bank to discuss the technical assistance requirements for the Commissioners and CNELEC.
- The Trade Hub will provide technical assistance to the Energy Affairs Division in Botswana to develop their Energy Policy.



4. INFRASTRUCTURE: TRANSPORT SERVICES

This component seeks to support the creation, improvement and sustainability of physical infrastructure, and related services, in the transport industry (including roads, airports, railways, and ports). The private sector is expected to play a significant role in investing in infrastructure if demand is to be met. However, regulatory frameworks are often burdensome, and development is often hampered by a lack of clear government policy.



The focus of the Trade Hub, therefore, is to increase regional co-operation on legal and regulatory issues, to help facilitate new investment initiatives and to support those initiatives that are likely to result in increased private sector participation in the transport industry.

The Trade Hub tracks three indicators under the AGCI Transport Services heading:

1. Total public and private dollars leveraged by the Trade Hub for transportation infrastructure projects;
2. Has the government adopted improved transportation related policies or plans this year as a result of Trade Hub assistance?
3. Number of people receiving training in transportation related policy and regulatory practices.

Support to the Southern African Development Community

Trade competitiveness for goods and services within the SADC region is adversely affected by high transit and transport costs. The region has six landlocked countries, and requires a well-functioning, integrated transport network to facilitate trade flows between the ports and the interior. The Trade Hub has been working closely with the SADC Secretariat and SADC Member States to significantly facilitate trade and to reduce the cost of transport within the region.

At the SADC Transport Ministers in Gaborone in the first quarter of FY 2008, SADC Ministers requested that the Trade Hub support SADC with the following activities:

1. Review of regional experience in concessioning of ports and assist the Port Management Association of East and Southern Africa (PMAESA) to identify investment opportunities;
2. Review of regional experience in concessioning of railways;
3. Assess the potential impact of the implementation of the Yamoussoukro Decision on open skies policy in the SADC region;
4. Support harmonization of vehicle equipment standards, dimensions and loads on vehicles;

5. In collaboration with the International Maritime Organization (IMO), assist those Member States which have had difficulty with implementation of maritime security in terms of the International Ship and Port Facilities Security (ISPS) Code; and
6. Capacity building for the Southern Africa Railways Association (SARA) through exchange programs with the American Association of Railroads (AAR).



On Thursday May 22, 2008, the United States Government and the Southern Africa Development Community (SADC) signed a Memorandum of Understanding (MOU) to facilitate transport-related technical assistance from the Trade Hub to the SADC Secretariat. The U.S. Government was represented by H.E. Katherine Canavan, U.S. Ambassador to Botswana and the Secretary of State's Special Representative to SADC, and Mr. Gary Juste, Deputy Mission Director, U.S. Agency for

International Development (USAID) Office for Southern Africa in Pretoria, South Africa. SADC was represented by the Executive Secretary, Dr. Tomaz Salamão. The signing ceremony took place at the Trade Hub.

For additional information, see "SADC USG Transport MOU" and "SADC USG Transport MOU Press Release".

As a result of the MOU, the Trade Hub reviewed the scopes of work for the Railway Concessions Review; the Ports and Terminal Concessions Review; and the Assessment of the Implementation of the Yamoussoukro Decision on the SADC Open Skies Policy. The Railway Concessions Review is currently underway and recruitment of consultants for the Open Skies Assessment is in process. The Ports Study has been postponed until the next financial quarter.

The Trade Hub Transport Advisor, Godwin Punungwe, participated in the SADC Implementation of the Yamoussoukro Implementation Steering Committee meeting on May 31, 2008, held in Lusaka, Zambia and briefed the meeting on the SADC Open Skies Policy Study and the latest in the recruitment process of consultants for this study.

For additional information, see trip report, "YD SADC Meeting Lusaka – May 30-June 2, 2008" by Mr. Punungwe.

In addition, Mr. Punungwe participated in and gave presentations at the High Level SADC Ministerial Corridor Review Meeting and the Corridor Investment Program and Launch of the SADC Corridor Strategy.

For additional information, see trip report, "SADC Meeting Namibia – June 1-6, 2008" by Mr. Punungwe.

Planned Activities, SADC Transport Facilitation:

- From July 8 to 10, Mr. Punungwe will make a presentation on the Trade Hub's transport sector activities to the meeting of Ministers of Transport in Maseru, Lesotho.
- As part of the implementation of the MOU between USG and SADC, Mr. Punungwe will continue to oversee the Railway Concessions Review with the aim of establishing lessons learnt and best practices in the SADC region. A report is due out in the fourth quarter of FY 2008.
- Also as part of the implementation of the MOU, Mr. Punungwe will continued to recruit consultants for the study and oversee the study on the Assessment of the Impact of the Yamoussoukro Decision Implementation on the SADC Open Skies Policy. Work is expected to begin in the fourth quarter of FY 2008.
- Mr. Punungwe will participate in the NEPAD review meeting of the Africa Infrastructure Country Diagnostic (AICD) Study and the Africa Infrastructure Medium to Long Term Strategic Framework Study in Addis Ababa, Ethiopia from July 17 to 18, 2008.

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.



The SAD 500 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.

After the Trade Hub-facilitated review meetings of the TKC/Dar Corridor Customs Working Groups in Lusaka on the roll-out of the SAD 500 in Zambia from February 20 to 21, Zambia has now legalized the use of SAD 500. The next move is to make it a through Customs declaration across international frontiers, on the Botswana and Namibian border and then along the Dar Corridor (with Malawi and Tanzania). Implementation of the SAD 500 in Mozambique has been hampered by the inability of the current Trade Information Management System (TIMS) computer program to accommodate the SAD 500.

Planned Activities, SAD 500:

- Cross-border roll-out of SAD 500 outside SACU countries will continue between Zambia/Botswana/Namibia. The workshop to discuss modalities on cross-border roll-out of SAD 500 and use of SAD 500 as a through Customs Transit Declaration is expected to be held in the fourth quarter of FY 2008.

Transport Corridors Support Work

Activities in support of transport corridors of the region during the third quarter of FY 2008 and planned for the next quarter were as follows:

- **Maputo Corridor:** Ms. Kennett, Mr. Munyaradzi, and Mr. Punungwe, participated in the Maputo Corridor Logistics Initiative (MCLI) fourth Annual General Meeting in Maputo, Mozambique, which took place at the Polana Hotel on Thursday May 29, 2008. The event was attended by over 350 stakeholders from Mozambique, Swaziland and South Africa, and provided an update of transport infrastructure on the corridor. The Trade Hub co-sponsored the event with the container terminal at the port (MIPS).

In his opening remarks, Deputy Director of USAID Southern Africa, Mr. Gary Juste, reaffirmed the commitment of USAID through the Trade Hub to support the MCLI on its essential work on the Corridor. He noted that the Maputo Development Corridor was a shining example of how the cooperation of government and the private sector could promote regional integration and cooperation and also pointed out that over US \$5 billion had been invested in the Corridor since 1996. He emphasized the fact that safe, reliable transport systems were essential for Africa's economic development and pledged continued support of the Initiative in its efforts to bring stability and economic growth to the region.

For additional information, see trip report, "MCLI AGM, Maputo – May 29, 2008" by Ms. Kennett, Mr. Munyaradzi and Mr. Punungwe.

- **Northern Corridor:** Mr. Punungwe visited the Northern Corridor (NCTTCA) from June 11 to 18, 2008, as part of the Corridor Institutional Sustainability Study (CISS) which he is currently he is undertaking. Although this study was requested by the Maputo Corridor/MCLI, the findings of the study will be applied, with adoption, to the TKC and the Dar es Salaam Corridors. This study aims at finding a mechanism for sustainable funding of corridor management institutions. The initial findings of CISS will be discussed with key stakeholders of the Maputo Development Corridor from July 28 to August 1, 2008.

For additional information, see trip report, "NCTTCA Kenya – June 11-18, 2008" by Mr. Punungwe.

- **Trans Kalahari Corridor:** The highlight for the quarter in the transport sector was the harmonization of the axle loads limits on this corridor making it the first SADC corridor with harmonized axle load limits throughout the corridor. Many years of efforts culminated in the Botswana Government Gazette Extraordinary of June 19 mandating the same axle load limits as Namibia and South Africa thereby

harmonizing axle load limits in this corridor. It is expected that this action will enhance the facilitation of trade in this corridor.

For additional information see article, “Load Limit”.



On May 26 and 27 Mr. Munyaradzi and Mr. Punungwe facilitated the Trans Kalahari Corridor Management Committee (TKCMC) Co-Chairs meeting in Gaborone. The purpose of this meeting was to (a) approve an annex to the TKC Memorandum of Understanding to formally establish the Permanent Secretariat and host it in Namibia; (b) approve the TKCMC budget; and (c) plan for a meeting of the Ministers responsible for transport in the corridor countries.

- **Dar es Salaam Corridor:** From April 3 to 4, 2008, Mr. Munyaradzi facilitated a meeting of the Dar Corridor Sub-Committee Meeting which was convened in accordance with the agreement of the Dar es Salaam Corridor Committee (DCC) meeting in Lusaka with the aim of (a) establishing the Interim Dar Corridor Secretariat Steering Sub-Committee (ISSC); (b) establishing the Permanent Dar Corridor Secretariat; and (c) appointing a Dar Corridor Manager.

Again from April 28 to 30, 2008, Mr. Munyaradzi and Mr. Punungwe facilitated a meeting of the DCC and its Customs and Transport Working Groups, which: (a) reviewed the implementation of previous commitments and Action Plans for trade facilitation initiatives along the Dar es Salaam Corridor (DC); (b) established a permanent Dar Corridor Secretariat; and (c) discussed options for sustainable financing of a permanent secretariat for the DCC.

For additional information, see trip reports, “Dar es Salaam Corridor Sub-Committee Meeting, April 3 to 5, 2008” and “Dar es Salaam Corridor Committee Meeting, April 27-30, 2008,” by Mr. Munyaradzi and Mr. Punungwe.

Planned Activities, Transport Corridor Support Work:

- Mr. Munyaradzi will facilitate a TKCMC Customs Working Group meeting to be held at the Trade Hub offices on June 30 to July 2, 2008.
- Mr. Punungwe will facilitate a meeting of the TKCMC Transport Working Group at the Trade Hub from July 3 to 4, 2008.
- Mr. Punungwe will finalize the Corridor Institutional Sustainability Study (CISS) in the fourth quarter of FY 2008.

5. OUTREACH ACTIVITIES AND TRADE HUB MANAGEMENT

Staffing

Aurelie Walker worked at the Trade Hub from March 3 to June 30, 2008, as a visiting Trade Analyst. She worked closely with Ms. Elago on trade capacity building activities in the areas of trade in services, new generation issues and private sector dialogue.

Godwin Punungwe joined the Trade Hub on April 14, 2008, as the new Transport Advisor. Mr. Punungwe has 27 years of experience in transport infrastructure and trade facilitation, project development and management. Mr. Punungwe has a deep technical understanding of regional economic cooperation and integration issues and over 15 years of experience at regional and continental levels in Africa.



On April 25, 2008, the Trade Hub said farewell to Rekha Lal who served as the Trade Hub's Operations Manager for over four years. Ms. Lal moved on to a new position with Development Alternatives, Inc. (DAI) and will be based in Jakarta, Indonesia. Meg Karchner was Acting Operations Manager from April 25 to May 8, 2008.

Lance Graef, a short-term consultant, arrived at the Trade Hub on April 28, 2008, to work with Ms. Elago to undertake specific technical activities identified in the TFCB Work Plan. He also assisted with strategic decision making and management of the TFCB project whilst Ms. Kennett was on maternity leave.



Ian O'Brien joined the Trade Hub as Operations Manager on May 9, 2008. Mr. O'Brien has over eight years experience in international development, specializing in program implementation, reporting and administrative procedures. He served as a Program Manager for a USAID private sector development project in Zambia and a trade liberalization project in Central Asia. He also worked as a Manager of Business Advisory Services in Almaty, Kazakhstan, on the USAID-funded Enterprise Development Program.

On June 9, 2008, Ms. Kudzai Madzivanyika and Ms. Ekaterina Demchishina started three-month internships at the Trade Hub. Ms. Madzivanyika will be working on trade facilitation issues and Ms. Demchishina on communications/translation issues.

On June 13, 2008, David Fowkes joined the Trade Hub as the Trade Competitiveness intern. David will assist with market linkages work, drafting and PMP activities during the fourth quarter of FY 2008.

Trade Hub Events and High Level Visits

- The Trade Hub provided facilities to the Academy for Educational Development (AED), an organization sponsored by the Center for Disease Control (CDC), from April 7 to 11, for a conference on human resources training.

- From April 8 to 10, the Trade Hub held quarterly agriculture meetings with Mr. Scheepers and Mr. Labuschagne to prioritize work for the upcoming months in agriculture.
- On April 22, the Trade Hub hosted a national private sector workshop on Trade in Services in the Botswana EPA negotiations.

For additional information, see meeting report “Trade Hub Private Sector Workshop, Botswana, April 22, 2008” by Ms. Elago.

- On May 16, Ms. Makila James, Deputy Director Office of Southern Africa at the U.S. Department of State, visited the Trade Hub and was briefed on its activities within the SADC region.
 - On May 16, Mr. Tom Pengelly, a Managing Partner of SAANA Consulting, visited the Trade Hub. He was carrying out a review of the Department of International Development (DFID)-funded Regional Trade Facilitation Program (RTFP) and met with Ms. Elago and Ms. Chilala to discuss the review and possible future activities.
 - On Thursday May 22, the Trade Hub hosted the ceremony for the signing of a Memorandum of Understanding (MOU) between the United States Government (USG) and the Southern Africa Development Community (SADC) to facilitate transport-related technical assistance from the Trade Hub to the SADC Secretariat.
 - The Trade Hub hosted a brown bag lunch on May 23, where Mr. Graef spoke on rules for negotiation, based on his own experience as a former USTR trade negotiator during both the Tokyo and Uruguay rounds of trade negotiations.
 - From May 28 to 30, the Trade Hub hosted a meeting of the Trans Kalahari Corridor Management Committee (TKCMC) Working Group on Accreditation.
 - Knowledge and Skills Analysis (KSA) contractor, Ms. Margaret Bishop, visited the Trade Hub from May 28 to 29 to conduct a study of best practices on trade shows and market linkages.
 - On June 4, the Trade Hub hosted a memorial service for Catherine Elise Saltwick, a US Peace Corps Volunteer, who died in a road accident in Gaborone.
 - On June 10, the Botswana Revenue Service (BURS) Customs to Business Forum was launched at the Trade Hub in Gaborone. The meeting was repeated in Francistown on June 12.
- For additional information, see meeting report “Customs to Business Botswana, June 10 and 12, 2008” by Ms. Phillimon.*
- On June 17, the Trade Hub hosted a meeting of the Academy for Educational Development (AED).

- On June 25, the Trade Hub hosted a stakeholders' meeting for the Johns Hopkins University Gender Initiative Project.
- On June 30, Ms. Kennett, Mr. Punungwe, Mr. Munyaradzi and Ms. Madzivanyika met with Mr. Gerry Thipe and Mr. Tyrrell Duncan of the Botswana Ministry of Works and Transport to discuss Trade Hub technical assistance activities.

For additional information, see meeting report "Botswana Transport Hub – June 30, 2008" by Ms. Kennett, Mr. Punungwe, Ms. Madzivanyika and Mr. Munyaradzi.

- On June 30, Mr. Munyaradzi facilitated at the Trans Kalahari Corridor Management Committee (TKCMC) Working Group Task Team on Client Service Charter meeting which was hosted by the Trade Hub.

Participation in Events Outside the Trade Hub

- From April 2 to 4, Ms. Elago traveled to Namibia for discussions with the Trade and Industry Permanent Secretary, Dr. Malan Lindeque, and other government officials on the implementation of Trade Hub support to Namibia.

For additional information, see trip report "PS MTI Namibia – April 3, 2008" by Ms. Elago.

- From April 3 to 4, Mr. Munyaradzi facilitated a meeting of the Dar Corridor Subcommittee Meeting which was convened in accordance with the agreement of the Dar es Salaam Corridor Committee (DCC) meeting in Lusaka.

For additional information, see trip report "Dar es Salaam Corridor Subcommittee Meeting – April 3-5, 2008" by Mr. Munyaradzi.

- From April 3 to 11, Mr. Kügel continued to survey the Electricity Supply Industry (ESI) policy in the SADC region and he focused on Zambia.

For additional information, see trip report "Zambia Energy Survey – April 8-9, 2008" by Mr. Kügel.

- From April 9 to 11, Mr. de Voost traveled to Mauritius to attend the Fourth Annual Apparel Business to Business Event.

For additional information, see trip report "Mauritius B2B Trip Report" by Mr. de Voest.

- From April 13 to 16, the United States Department of Transportation hosted the U.S.-African Growth and Opportunity Act (AGOA) Transportation and Trade Forum in Cape Town, South Africa. The Trade Hub made a presentation at the Forum.

For additional information, see trip report, "US-AGOA Forum, Cape Town, April 13-16, 2008" by Mr. Munyaradzi and Mr. Punungwe.

- From April 14 to 16, Mr. Johnson and Ms. Hilligas attended Food and Drug Administration (FDA) Labeling Workshops in Johannesburg and Cape Town, South Africa. The events, which were co-sponsored by the U.S. Department of Agriculture and the FDA, provided approximately 70 companies with information on import and labeling requirements for exporting food and cosmetic products to the United States. The Trade Hub made a presentation on how to participate in the Fancy Food Show at the Cape Town workshop.

For additional information, see trip report, “FDA Labeling Workshops and AGOA Transportation and Trade Forum” by Mr. Johnson and Ms. Hilligas.

- On April 18, Ms. Hilligas participated in a meeting with the new United States Department of Agriculture – Participating Agency Service Agreement (USDA-PASA) team, which will be collaborating with the Trade Hub on SPS work. The new team consists of Dr. Solomon Gebeyehu and Mr. Dermot Cassidy.

For additional information, see trip report, “FDA Labeling Workshops and AGOA Transportation and Trade Forum” by Mr. Johnson and Ms. Hilligas.

- From April 21 to 23, the regional survey team from Trade Hub and Elijah Sichone, of the Regional Electricity Regulators Association (RERA), met in Pretoria to review progress and preliminary findings of the regional survey on the status of energy regulation in Southern Africa.

For additional information, see trip report, “RSA meeting in preparation for DRC meeting - April 23-25, 2008” by Ms. Magombo.

- From April 22 to 26, Dr. Jefferis, and Mr. Bolnick visited Luanda, Angola to present the final report on *“Developing the Supply of Financial Services and Improving the Efficiency of the Financial Sector in Angola”*.

For additional information, see trip report, “Developing Financial Services, Angola – April 22-27, 2008” by Dr. Jefferis.

- From April 23 to 25, Ms. Chilala traveled to Maputo to present at a regional integration conference at the Eduardo Mondlane University.

For additional information, see trip report, “Conference on Regional Integration, Maputo – April 23-25, 2008” by Ms. Chilala.

- From April 24 to May 6, Ms. Van Schalkwyk traveled to Luanda, Angola, to conduct research and interviews for the publication of Issue 13 of the Trade Hub’s quarterly trade publication, *Inside Southern African Trade (INSAT)*, which will focus on Angola.

For additional information, see trip report, “Research for INSAT 13, Angola – April 24-May 7, 2008” by Ms. Van Schalkwyk.

- On April 25, Mr. Munyaradzi met with the South African Revenue Service in Pretoria, South Africa, to discuss Trade Hub technical assistance activities.

For additional information, see trip report, “SARS-Trade Hub” by Mr. Munyaradzi.

- From April 27 to 30, Mr. Punungwe and Mr. Munyaradzi facilitated the Dar es Salaam Corridor Customs and Transport Working Group and Dar Corridor Committee Plenary in Dar es Salaam, Tanzania.

For additional information, see trip report, “Dar es Salaam Corridor Committee Meeting, April 27-30, 2008” by Mr. Munyaradzi and Mr. Punungwe.

- From April 28 to 30, the Trade Hub assisted with the presentation of Regional Electricity Regulators Association (RERA) electricity regulation survey findings at the SADC Ministers meeting in the Democratic Republic of Congo.

For additional information, see trip report, “SADC Energy Ministers Meeting, DRC – April 26-May 1, 2008” by Ms. Magombo.

- On April 30, Ms. Elago and Ms. Duncan presented the findings and recommendations of the study of COMESA trade preferences for Swaziland to stakeholders in Swaziland.

For additional information, see trip report, “Swaziland Meeting on COMESA Trade Preferences Paper – April 30-May 1, 2008” by Ms. Elago and Ms. Duncan.

- From May 4 to 10, Ms. Chilala, Mr. Chisembwere and Mr. Mujuru traveled to Madagascar to conduct a detailed audit of its implementation of the SADC Protocol on Trade, so as to establish its preparedness for the launch of a Free Trade Area this August.

For additional information, see trip report, “Madagascar’s Implementation of the SADC Protocol on Trade, May 4-10, 2008” by Mr. Chisembwere and Ms. Chilala.

- From May 5 to 6, Ms. Hilligas, traveled to South Africa to meet with ComMark Trust to discuss collaboration on the AB7 event.

For additional information, see trip report, “AB7 Meetings with ComMark” by Ms. Hilligas.

- On May 6, Mr. Carr arrived in Swaziland to work with SIPA and the Ministry of Enterprise and Employment. During the month of May, Mr. Carr held interviews and consulted with key stakeholders in Swaziland to gather information and data for the development of an issues paper that would guide the process of developing a policy.

For additional information, see trip report, “Swaziland Investment Policy – May & June 2008” by Mr. Carr.

- On May 8, Ms. Magombo held further meetings with the senior officers in the Energy Affairs Division, of the Botswana Ministry of Minerals, Energy and Water

Resources, to finalize the scope of work for the technical assistance required for the development of the an energy policy for Botswana.

- On May 13, Ms. Elago and Mr. Graef attended an expert group discussion, convened by Imani Development in Pretoria, to discuss regional integration in the context of the Southern Africa Customs Union (SACU).

For additional information, see trip report, “Tralac EPA Review Conference, RSA – May 12-13, 2008” by Ms. Elago and Mr. Graef.

- From May 14 to 22, Mr. Munyaradzi and Mr. Chisembwere met the Swaziland Customs Legal Team and reviewed the draft Swaziland Customs and Excise General Regulations, which had been prepared by the Trade Hub. The draft Regulations were up-dated, finalized and handed over to the Commissioner of Customs and Excise and the Permanent Secretary in the Ministry of Finance.

For additional information, see trip report, “Technical Assistance to Swaziland Phase Three, May 15-24, 2008” by Mr. Munyaradzi and Mr. Chisembwere.

- From May 17 to 20, the Trade Hub sent Mr. Peter Mabeo of Peter Mabeo Furniture in Botswana to the International Contemporary Furniture Fair held in New York City. Mr. Mabeo was awarded the Editor’s Craftsman Prize and was visited by media from the New York Times, Vogue, and Oprah at Home.
- The Trade Hub collaborated with the Trade Hubs in West and East/Central Africa to hold the Fourth Annual Apparel Business to Business Event in Pretoria from May 20 to 21.

For additional information, see trip report, “Business-to-Business Apparel Event” by Ms Hilligas and Mr. Johnson.

- From May 22 to 23, energy consultants, Mr. Kügel and Mr. Fernando Julião, as well as Mr. Elijah Sichone, the Executive Secretary of RERA, met with Ms. Magombo in South Africa to discuss progress and the key findings for the survey on policy, institutional and regulatory frameworks.

For additional information, see trip report, “RSA Energy Meeting, Pretoria – May 22-23, 2008” by Ms. Magombo.

- From May 26 to 27, Mr. Munyaradzi and Mr. Punungwe participated in the Trans Kalahari Corridor Co-Chairs meeting in Gaborone.
- Mr. Labuschagne traveled to Swaziland from May 26 to 30, with the USDA PASA team, for a discussion with the Honey Council on the way forward with establishing a non-irradiation protocol for honey and honey products into South Africa.

For additional information, see trip report, “Swaziland Honey Trip” by Mr. Labuschagne.

- From May 27 to 28, Ms. Magombo attended the donors' meeting and SADC Energy Thematic Group meeting. The Trade Hub presented highlights of the survey on policy, institutional and regulatory frameworks.
- On May 28, the Trade Hub co-sponsored the annual general meeting of the Maputo Corridor Logistics Initiative (MCLI) in Maputo, Mozambique. Ms. Kennett, Mr. Munyaradzi and Mr. Punungwe attended.

For additional information, see trip report, "MCLI AGM, Maputo – May 29, 2008" by Ms. Kennett, Mr. Munyaradzi and Mr. Punungwe.

- Mr. Punungwe participated in the SADC/COMESA/EAC Air Transport meetings in Lusaka from May 29 to 31.

For additional information, see trip report, "YD SADC Meeting Lusaka – May 30-June 2, 2008" by Mr. Punungwe.

- From June 2 to 5, Mr. Punungwe made a presentation on Trade Hub activities in the transport sector at the SADC Corridor Review Forum and SADC Investment Conference in Windhoek, Namibia.

For additional information, see trip report, "SADC Meeting Namibia – June 1-6, 2008" by Mr. Punungwe.

- On June 3, Ms. Van Schalkwyk attended a FinMark meeting in Gaborone.
- On June 5 and 6, the Trade Hub sponsored a training session on the International Trade Center's (ITC) online trade data tools. Eighteen participants from around Southern Africa took part in the training which was hosted by USAID at their offices in Pretoria, South Africa. Ms. Van Schalkwyk attended from the Trade Hub.

For additional information, see trip report, "Investment Map Training, Pretoria – March 31, 2008" by Ms. Van Schalkwyk.

- On June 9, Ms. Elago attended a scoping workshop for the 5th Southern Africa Forum on Trade (SAFT) hosted by the Institute for Global Dialogue and the Frederick Ebert Stiftung, which was held in Gaborone, Botswana to prepare for the annual Trade Forum scheduled for August 2008.
- From June 9 to 13, Mr. Scheepers traveled to the Beira Corridor to conduct an agricultural audit.

For additional information, see trip report "Agricultural Audit of Beira Corridor" by Mr. Scheepers, June 9 to 13, 2008.

- On June 11, Ms. Van Schalkwyk attended the Botswana Economic Forum at the Gaborone International Conference Centre.
- From June 11 to 13, Ms. Elago attended the Tralac Annual Conference in Cape Town, South Africa, where she spoke on regional integration in the SADC region.

For additional information, see trip report, “Tralac Annual Conference – June 12-14, 2008” by Ms. Elago.

- From June 11 to 13, Mr. Munyaradzi participated in the Organization for Economic Development (OECD) Regional Forum on Trade Facilitation in Eastern and Southern Africa, which was hosted in Cape Town jointly by the South African Revenue Service (SARS) and the OECD.

For additional information, see trip report, “OECD Regional Forum, Cape Town – June 11-13, 2008” by Mr. Munyaradzi.

- From June 11 to 18, Mr. Punungwe visited the Northern Corridor Transit Traffic Coordinating Authority (NCTCCA) and its key stakeholders to discuss the NCTTCA funding mechanism in Mombassa, Kenya, as part of the Corridor Institutional Sustainability Study.

For additional information, see trip report, “NCTTCA Kenya – June 11-18, 2008” by Mr. Punungwe.

- On June 12, Diana Phillimon, Communications Assistant, attended the launch of the BURS Business to Customs Forum at the Cresta Taphama Hotel in Francistown.

For additional information, see meeting report “Customs to Business Botswana, June 10 and 12, 2008” by Ms. Phillimon.

- From June 16 to 20, Mr. Munyaradzi and Robert Struthers, a Technical Officer at the World Customs Organization, facilitated the finalization of the Swaziland WCO Time Release Study.

For additional information, see trip report, “Swaziland Time Release Study Final Phase – June 16-20, 2008” by Mr. Munyaradzi.

- From June 16 to 17, Ms Hilligas traveled to South Africa to meet with Intel Corporation to discuss collaboration in the agribusiness sector.

For further information, see tip report, “South Africa Stakeholders Meetings” by Ms Hilligas, June 16 to 17.

- From June 16 to 17, Ms Elago and Ms. Walker conducted training on rules of origin for Namibian customs officials. The Namibian Customs Authority also requested technical assistance from the Trade Hub to deliver capacity building on this complex yet critical subject area.

For additional information, see trip report, “Namibia Rules of origin Training – June 16-17, 2008” by Ms. Elago and Ms. Walker.

- From June 17 to 18, Dr. Jefferis attended a meeting of the “Making Finance work for Africa” (MFW4A) Partnership Forum in Accra, Ghana.

For additional information, see trip report, “Making Finance Work, Ghana – June 14-20, 2008” by Dr. Jefferis.

- On June 17, Ms. Chilala and Timothy Chisembwere, a short-term Customs Consultant, traveled to co-host a private sector workshop on the SADC Protocol on Trade in Madagascar.

For additional information, see trip report, “Madagascar Workshop on SPT – June 15-18, 2008” by Ms. Chilala and Mr. Chisembwere.

- From June 18 to 19, the Trade Hub together with the Ministry of Trade and Industry in Namibia co-sponsored a national consultative workshop on trade in services.

For additional information, see trip report, “Namibia Trade in Services Workshop – June 18-19, 2008” by Ms. Elago and Ms. Walker.

- From June 20 to 27, Ms. Kennett, Ms. Chilala, Mr. Munyaradzi, Mr. Punungwe, and Ms. Madzivanyika facilitated the Swaziland WTO Trade Facilitation Needs Assessment Workshop in Mbabane.

For additional information, see trip report, “Swaziland WTO TF Self Assessment – June 19-28, 2008” by Ms. Kennett, Mr. Munyaradzi, Ms. Chilala, Mr. Punungwe and Ms. Madzivanyika.

- From June 22 to 25, energy experts, Ms. Magombo and Mr. Kügel traveled to Swaziland to present the high level road map for the establishment of the Energy Regulatory Authority.

For additional information, see trip report, “Roadmap for ERA, Swaziland – June 22-25, 2008” by Mr. Kügel and Ms. Magombo.

- On June 24, staff from the Trade Hub attended a farewell party for the outgoing U.S. Ambassador to Botswana, at her residence.
- From June 24 to 27, the Trade Hub’s Value Chain Leader for Apparel, Mr. de Voest, participated in the Organic Exchange 2008 African Regional Conference held in Kampala, Uganda.

For additional information, see trip report “Organic Exchange Conference” by Mr. de Voest, June 24 to 27.

- On June 25, Ms. Hilligas presented exporter awards at the Women’s Entrepreneurs Event in Botswana, in conjunction with the Minister of Labor and Home Affairs.
- From June 29 to July 1, the Trade Hub participated in the “Taste of Africa” Pavilion at the Summer Fancy Food Show in New York City.

Publications and Communications

- **Publications**

In June the Trade Hub published the 13th issue of its flagship news publication *Inside Southern African Trade (INSAT)* which focuses on Angola. While in Angola to carry out research for this issue, Ms. Van Schalkwyk, on May 6, hosted a workshop for journalists in Luanda to sensitize them about the work of the Trade Hub and improve their understanding of trade-related issues. The event was extremely successful and generated several media spots including articles in the main daily and weekly newspapers, two inserts on national television and national radio.

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 4,068.

- **Trade Issues Film Series**

The five films in the Trade Issues Film Series continued to be shown throughout the region and were used in Namibia during the training of rules of origin for Namibian Customs officials in June. A sub-titled version of the films was also shown to journalists during the abovementioned meeting in Luanda on May 6.



- **Website**

Ms. van Schalkwyk continued to work with Dexis Consulting, a U.S.-based firm, on upgrading the website. During May an intern, Ms. Ekaterina Demchishina assisted with updating content on the website.

Planned Activities, Publications and Communications

- **INSAT:** Issue 14 of the Trade Hub's flagship publication, *Inside Southern African Trade (INSAT)*, which will focus on Madagascar, will be published in September.
- **Website:** The communications team will continue to update the website to act as an online tool and resource for trade-related issues in the region.
- **Database:** The communications team will continue to work on expanding and improving the Trade Hub's database of contacts for mailings.
- **Success Stories:** The Trade Hub will publish two more success stories on Trade Hub activities before the end of FY 2008.

FINANCIALS

TRADE FACILITATION AND CAPACITY BUILDING

a.	Overall contract budget	\$25,711,932
b.	Cumulative expenditures before Quarter 3 of 2008	\$14,781,389
c.	Expenditures during Quarter 3 of 2008	\$1,303,318
d.	Cumulative expenditures through Quarter 3 (b+c)	\$16,084,707
e.	Remaining budget (a-d)	\$9,627,225
f.	Obligated amount	\$18,822,612
g.	Remaining obligated amount (f-d)	\$2,737,905

TRADE COMPETITIVENESS

a.	Overall contract budget	\$8,520,605
b.	Cumulative expenditures before Quarter 3 of 2007	\$6,248,211
c.	Expenditures during Quarter 3 of 2007	\$395,000
d.	Cumulative expenditures through Quarter 3 (b+c) *	\$6,643,211
e.	Remaining budget (a-d)	\$1,877,394
f.	Obligated amount	\$7,267,097
g.	Remaining obligated amount (f-d)	\$623,886

* Note: Expenditures during Q3 includes an estimate for June 2008

AGCI INDICATORS AND RESULTS

Trade Facilitation and Capacity Building AGCI Indicators

	Indicator	FY 2008 Expected Results	FY 2nd Quarter Results	FY 3 rd Quarter Results
1.	Trade and Investment Enabling Environment			
1.1.	Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of USG assistance	5	3	0
1.2.	Number of legal, regulatory or institutional actions (not mentioned above) taken to improve implementation or compliance with international trade and investment agreements due to support from USG-assisted organizations	5	4	6
1.3.	Number of participants in trade and investment trainings	500*	317*	625*
	Number of women	150*	86*	216*
	Number of men	350*	231*	409*
1.4.	Number of trade and investment environment diagnostics conducted	40	18	17
2.	Energy Services			
2.1.	Number of people receiving USG supported training in energy related policy and regulatory practices	150	132	113
	Number of women	38	45	19
	Number of men	112	87	94
2.2.	Total public and private dollars leveraged by USG for energy infrastructure projects	TBD	Not yet known	Not yet known
3.	Transport Services			
3.1.	Total public and private dollars leveraged by USG for transportation infrastructure projects	TBD	Not yet known	Not yet known
3.2.	Has the government adopted improved transportation related policies or plans this year as a result of USG assistance	Yes	None	Yes – 1
3.3.	Number of people receiving USG supported training in transportation related policy and regulatory practices	200*	104*	210*
	Number of women	50*	37*	29*
	Number of men	150*	67*	181*

TBD = to be determined

* = Trade and transport training figures used to be combined.

Trade Competitiveness AGCI and IEHA Indicators

Element	Indicator	Q2 FY 2008	Q3 FY 2008
Private Sector Productivity	Number of new members in private business associations as a result of USG assistance	5	15
	Number of public-private dialogue mechanisms utilized as a result of USG assistance	1	2
Trade and Investment Capacity	Number of firms receiving capacity building assistance to export	20	57
	Number of capacity-building service providers receiving USG assistance	1	2
	Percent change in value of intra-regional exports (excluding South Africa) from target sectors as a result of USG assistance	TBD	TBD
	Dollar value of exports from Southern Africa as a result of USG assistance (AGOA and non-AGOA)	TBD	TBD
	Number of buyer/seller linkages established in export markets as a result of USG assistance	40	67
	Dollar value of new investments made in export capacity as a result of USG assistance	TBD	TBD
	Number of jobs supported by export firms as a result of USG assistance	TBD	TBD
	Percent change in value of intra-regional exports (excluding South Africa) of targeted agricultural commodities as a result of USG assistance	TBD	TBD
Agricultural Sector Productivity	Number of agriculture-related firms benefiting directly from USG supported interventions	32	42
	Number of producers organizations, water users associations, trade and business associations, and community-based organizations (CBOs) receiving USG assistance	2	2
	Number of buyer/seller linkages established in the agricultural sector as a result of USG assistance	32	42
	Dollar value of new investments made in agricultural capacity as a result of USG assistance	TBD	TBD
	Number of small-holder farms benefiting directly from USG supported interventions	TBD	TBD

TBD = to be determined

OUTREACH AND COMMUNICATIONS INDICATORS

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	4
Quantity of newspaper coverage	Individual newspaper and magazine articles, press releases printed in publications, and news articles appearing in major internet sites.	Regional press	5
Trade Hub Publications			
<i>Inside Southern African Trade (INSAT)</i> quarterly newsletter	Number of people receiving <i>INSAT</i> electronically	TFCB Dialogue Unit	3,856
<i>Inside Southern African Trade (INSAT)</i> quarterly newsletter	Number of people receiving <i>INSAT</i> in hard copy	TFCB Dialogue Unit	3,000
<i>Inside Southern African Trade (INSAT)</i> quarterly newsletter	Number of people receiving <i>INSAT</i> through secondary e-mail distribution	TFCB Dialogue Unit	3,500
<i>Hub Happenings</i> monthly calendar of events and projects	Number of people receiving <i>Hub Happenings</i> electronically	TFCB Dialogue Unit	3,187
Website Statistics (April 1 – June 30, 2008)			
Total sessions	A series of hits to the site over a specific period by one visitor	website	45,227
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	398,930
Total hits	Any successful request to the server from a visitor's browser	website	528,119
Average sessions per day		website	497
Average page views per day		website	4,383
Average hits per day		website	5,803