

- PD-ABJ-117 ISN-89533 -

The Agribusiness Council, Inc.
2550 M Street, N.W.
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May 10, 1991

Richard Sines
Acting Director
PPC/PDPR
Agency for International Development
Washington, DC 20523

Dear Mr. Sines:

Attached is our unsolicited proposal for Agro-Industry Association Development with Middle-Income Countries (MC) which we hope can be considered by PPC in the spirit of recent AER/ABC - AID Cooperation Committee meetings.

It is our hope that this proposal, if accepted, might provide a cooperative agreement/mechanism enabling interested USAIDs and other bureaus the potential for cost-sharing or "buy-in." We would anticipate this cooperation potential with several USAIDs which would reduce the actual grant cost impact to PPC in the "Category 4 Travel" item of the budget to approximately \$40,000.

Middle income countries (MC) are a logical target group for the agro-industry association project -- and we look forward to beginning the steps outlined in the attached proposal aimed at forming counterpart associations with The Agribusiness Council (ABC) in order to stimulate increased trade and investment for U.S. agribusiness working through this unique network in partnership with the Agency for International Development.

With all best regards,

Sincerely,

THE AGRIBUSINESS COUNCIL, INC.

Nicholas E. Hollis
Nicholas E. Hollis
President

Attachment

NEH/pg

cc: H. Cahill

The Agribusiness Council, Inc.

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GRANT PROPOSAL FOR
AGRO-ENTERPRISE ASSOCIATION DEVELOPMENT
IN THE MIDDLE-INCOME COUNTRIES (MC)

Submitted by:
THE AGRIBUSINESS COUNCIL, INC.
May 10, 1991

The Agribusiness Council, Inc.
2550 M Street NW, Suite 200
Washington, DC 20037
(202) 296-4563

A Proposal for
Agro-Enterprise Association Development
in the Middle-Income Countries (MC)

Introduction

A key goal of the U.S. Agency for International Development (AID) since 1981 centers on the encouragement of private enterprise in the Third World. Over the past two years, this objective has sharpened its focus on agro-industry and specific proposals to strengthen business partnerships between emerging agribusiness sectors indigenous to developing countries and their counterparts in U.S. agribusiness./1/ This new direction, which underscores a range of post-harvest, "food system" issues (as compared to more traditional, agricultural production) has particular application to AID's strategy with Middle-Income Countries (MC) where agro-economic systems have become more sophisticated. In this context, the growth of individual nonprofit agro-industry associations, based in the private sector of MCs, can contribute to increased streamlining in the food chain -- and greater trade and investment opportunities linked to the world food network.

In late 1988, following positive AID participation in a successful agro-enterprise workshop and symposia series conducted by Agri-Energy Roundtable (AER) which encompassed conference programs in Manila, Hong Kong, Bombay, and Geneva, Switzerland -- and two special conferences organized by The Agribusiness Council (ABC) in St. Louis, Missouri (October 1988) and Washington, DC (June 1990), AID/FVA/PPM and AID/S&T Office of Bioenergy Systems provided two modest grants enabling the AER/ABC to begin exploratory follow-up work with a number of USAID missions and indigenous agro-industry entities (groups, companies and individuals) in fifteen developing countries, including a number of MCs, for the purpose of building and strengthening the emerging AER network of agribusiness trade associations. The development of this association model and related activities are detailed in the "Interim Report & Model Association Establishment." Both projects were considered successful (*see attached project officer comments*) and various follow-up potentials can now be identified for AID consideration.

/1/ In this instance, "agribusiness" is defined as a broad term which encompasses all aspects of agricultural production, processing and distribution. This includes food, forest and fiber production, their by-product utilization, agricultural chemicals/pharmaceuticals, finance and trade, agribusiness/farm management, agro-environmental considerations, and land development. In short, agribusiness defines all of the major elements essential to the establishment and operation of efficient agro-food enterprises.

Summary

This proposal focuses on expanding AID inter-bureau cooperation with AER/ABC's association model by focusing greater efforts toward the selected MCs. It also outlines a wider scope of activities, channeled within a nonprofit, tax-exempt association mechanism serving U.S. agricultural trade and development objectives in an era of reduced funding. The proposal seeks a core grant (\$50,454 p.a.) * to support the Washington-based activities of The Agribusiness Council which could also enable various AID bureaus and individual missions to "buy in" to the overall project, as appropriate, and thus leverage additional funding directly from other AID offices and eventually the private sector.

Background

Agribusiness associations are a program "whose time has come," in that they embrace a growing concern worldwide over issues and problems which transcend more compartmentalized, traditional agriculture organizations and their approaches. Examples of such issues are:

- Agro-Environmental Concerns and Food Safety
- New Crops and Technologies
- Post-Harvest and Distribution Systems
- Industrial and Energy Uses for Agricultural Commodities
- Privatization and Reduction of Public Sector Intervention in Aspects of Agro-Food Systems (including subsidies and trade distortions)
- Problems Reflected in the Growing Friction Process known as The Uruguay Round within The GATT.
- Debt-Equity and Non-Conventional Trade Financing Techniques

It is anticipated that these macro issues will affect agriculture everywhere that information on rapidly-changing technologies and trends in agriculture is at a premium -- in developed and emerging countries alike. More effective information exchange and technology transfer in these related areas can contribute to global economic integration and problem-solving.

* See projected "buy in" reduction in budget.



The AER/ABC agribusiness association model embraces this "umbrella" approach in a manner consistent with a private enterprise/management emphasis and greater cooperation between public/private sectors. Associations in partnerships with AID can also assist in the cost-effective application of foreign assistance to leverage greater private sector contributions to -- and self-sustaining participation in -- mutually beneficial trade/development activities.

Since AER/ABC's "alliance" in 1987 and the establishment of the initial AER-affiliated chapters in the Philippines and India, the acceleration of the program has been noteworthy, testifying to the AER/ABC's longstanding track record and successful foundation-building activities dating back twenty years to 1967. /2/ The program's growth also reflects an important recognition among developing countries that their agribusiness sectors and general economies could benefit from participation in an informal networking process conducted through a new trade association mechanism whose benefits would include improved trade/investment contacts and information exchange on new technologies and trends in agribusiness, and other residuals derived from such international "networking."

Benefits to AID/PPC

AID's leadership within the Federal Government in stimulating the agribusiness sector to become more engaged with international agro-food trade and development can be enhanced in several ways through continued cooperation with and investment in the AER/ABC program. Benefits include:

- (1) Encouraging broader private sector participation in international agricultural development and other AID programs by informally linking the AER/ABC network of agribusiness councils with AID initiatives.
- (2) Identifying, cultivating and maintaining contact with potential private sector leaders in Third World and Eastern European countries who can assist institution-building in economic development consistent with a market-oriented economy, democratic pluralism, and other U.S. objectives.

/2/ The Agribusiness Council was formed as a direct result of President Lyndon Johnson's interest expressed to Henry Heinz II, chairman of The Heinz Company. The current Administration has also expressed strong interest in the AEF/ABC program, following then Vice President George Bush's support for the AER's ASEAN conference in 1987. See attached letters from Vice President Bush (10/17/86), Assistant to the President David Bates (3/29/90), and Congressional leaders. (Attachment B)



- (3) Generating more regular dialogue, research and public affairs activity using a "food systems" approach to construct an association forum that stimulates cross-sectoral exchanges, particularly on privatization and so-called "structural adjustment" reform, ag product marketing, pest/disease control, short-term training and new technologies.
- (4) Supplementing AID/W programming and coordination with USAIDs by supporting country agribusiness strategies, backstopping efforts that link U.S. agribusiness with their emerging country counterparts (e.g., trade missions) and providing trade association management expertise to assist local agribusiness association formation efforts. The latter entails helping the indigenous private sector organize itself and building nascent agribusiness councils to self-sustainability.
- (5) Providing AID/W and USAIDs (in countries with AER/ABC affiliates) with a clearinghouse and focal point for resources on agribusiness/agriculture issues and technologies which could also encourage rural associations, cooperatives, equipment pools and renting/leasing organizations — and eventually pilot projects of the type that USAID might find too risky to otherwise undertake.
- (6) Streamlining AID procurement procedures and facilitating AID's project development work involving U.S. private sector and counterparts in developing countries.
- (7) Providing AID positive exposure in the media.

Other specific country benefits for various potential "buy ins" are included in the relevant appendices submitted to USAIDs and other bureaus.

AID/W Inter-Bureau Cooperation

Beginning with AID's initial financial support for one of AER's conferences in 1987, AID/W interest in various aspects of AER's agro-enterprise development activities has been coordinated informally through an inter-bureau group initially chaired by Dr. Duane Acker (FA/ST). The late Alan Woods (AID Administrator 1987-1989) took an active interest and encouraged modest inter-bureau support. This support surfaced through the Science and Technology Bureau's Office of Bioenergy Systems (BST/EY) and the Food for Peace Bureau (FVA/PPM). Both units implemented a series of successful programs with AER/ABC between 1987-1989 and communicated throughout the AID mission network, obtaining ravel support from a dozen USAIDs to enable key public and private sector representatives from developing countries to participate in AER's annual meeting and learn more about establishing their own indigenously-supported counterpart associations (see Attachment C for State Unclas 266780 and State 271555).



During the last AID-AER coordinating meeting (March 21, 1991) with most central bureaus represented, considerable interest was expressed in establishing an ongoing cooperative agreement between AID and AER/ABC. This core funding mechanism would permit different bureaus and missions to "buy in" to programs and specific project activities of interest in the AER/ABC network.

This grant proposal is regarded as an interim or transitional step toward a wider AER-AID cooperative agreement.

Policy Program Coordination Bureau (PPC)

Agribusiness association development in Middle-Income Countries fits naturally within PPC's overall coordination function and mission of stimulating private enterprise and market solutions to development problems. While other bureaus are designing and implementing country, regional, and project-specific activities involving agribusiness, it is PPC as the lead central policy bureau which possesses the mandate to provide a broad private sector development framework. Central to this project framework is institution-building and strategic coordination related to the agribusiness outreach which guides other bureaus and the USAIDs in structuring productive and potentially self-sustaining activities involving the indigenous private sectors as well as parastatal and government units en route to privatization. PPC is not operational, but can -- through the AER/ABC model -- help other AID bureaus avoid duplication in a wider effort to link U.S. agribusiness companies with their overseas counterparts through associations.

PPC's leadership in fashioning new AID approaches to the MCs can provide a unique private enterprise potential since AER affiliates are established or are in formation in Poland, India, Sri Lanka, Indonesia, Brazil and Philippines. While private enterprise is gaining rapidly throughout the world, the agribusiness sector still faces many hurdles before national agro-food security objectives are to be realized with effective trade and investment stimulated through value-added processing.

Recognizing PPC's expressed interest in stimulating more direct U.S. agribusiness involvement in trade and development activities within MCs, the AER/ABC network seems ideally positioned to provide cost-effective programs. For example, ABC's state agribusiness council network could be contacted and encouraged to send representative corporate executives to participate in AER/ABC trade missions to selected countries. On the host country end, the local AER organizers could be enlisted to make most of the arrangements and convene a cross-section of agribusiness executives with parallel interests, thus alleviating undue burden on the USAID.



Thus, the purpose of PPC core support would be:

- (1) To enable ABC/AER to effectively follow-up on 1988-1990 agribusiness association exploratory and formation activities in consultation with USAIDs (i.e., visits and workshops with various formation groups in developing countries) with specific focus on Middle-Income Countries;
- (2) To provide ABC with Washington office and staff funding to backstop the growing demands of the AER network for communication, program planning and other services;
- (3) To provide ABC/AER a support role in coordinating the AID/W inter-bureau coordinating group for agribusiness associations; and
- (4) To allow ABC to strengthen its communication and programming linkages with the state agribusiness council network and introduce these groups, as appropriate, to counterparts overseas through program activities designed to encourage transactions.



DETAILED COST/ACTIVITIES PROPOSAL PROJECTION
PPC/MIDDLE-INCOME COUNTRY AGRIBUSINESS PROJECT

1. Research/Survey with Agribusiness in Target Countries

Develop agribusiness organizational profiles and communicate with key entrepreneurs/institutions on AER

Objectives: (a) Develop or assist progress with organizer groups for AER indigenous associations in key MCs; and

(b) Maintain communication continuity with earlier initiatives.

2. Selected Workshops/Planning Development Visits

Designed to facilitate organization and to initiate training for indigenous agribusiness association;

Selected middle-income countries would be visited as a result/follow-on of the survey and/or previously initiated efforts where it is determined that a TDY would have good potential (see Travel/Item 4).

3. Communications/Publications

Brochures/training and descriptive materials preparation for indigenous counterpart association development and other selected literature designed in connection with project, including workshop advisories/mailouts, etc.

a. Design/Typesetting/Graphics/Layout for Brochures/Training Materials/Workshop Proceedings	\$ 4,000
b. Printing/Publication of Documents	\$ 2,500
c. Mailing Costs	\$ 1,000

\$ 7,500



Illustrative Budget

Communications/Publications

a. Design/Typesetting/Graphics/Layout for Brochures/Training Materials/Workshops Proceedings	\$2,500
b. Printing/Publications of Documents	\$2,000
c. Mailing Costs	<u>\$ 500</u>
Subtotal	\$5,000

Travel

Country	Visits	Airfare	Man-days/PD
Mexico	2	\$1,000	5/\$ 75 = \$375
Indonesia/Taiwan	1	\$2,400	8/\$108 = \$864
Swaziland/Botswana	1	\$1,900	5/\$ 85 = \$425
Brazil	1	<u>\$1,026</u>	5/\$ 82 = <u>\$410</u>
Total	6	\$6,326	23 totaling \$2,074

Office Support

a. Telephone/Fax @ \$200 per month	\$ 2,400
b. Word-Processing/Typewriters @ 150 per month	\$ 1,800
c. Pro-Rated Rent (1 additional office space)	\$ 3,000
→ 230 @ \$500 per month	
d. Pro-Rated Health Insurance @ \$350 per month	<u>\$ 4,200</u>
Subtotal	\$11,400

Salaries/Staff Costs

a. Program Manager (20 man-days @ \$275 per day)	\$ 5,500
b. Program Assistant (20 man-days @ 100 per day)	\$ 4,000 2,000
c. Consultant (20 man-days @ \$200 per day)	\$ 4,000
d. Clerical/Administrative (74 man-days @ \$50 per day)	<u>\$ 3,700</u>
Subtotal	\$15,200 <i>15,200</i>

• 125/man = \$,100

• man @ 100

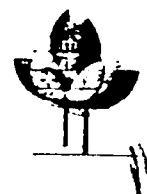
5. Office Support

Telephone/Fax, Telex, Word-Processing, Insurance and
General Office Overhead:

a. Telephone/Fax @ \$300 per month	\$ 3,600
b. Word-Processing/Typewriters @ \$200 per month	\$ 2,400
c. Pro-Rated Rent (2 additional office spaces) @ \$500 per month	\$ 6,000
d. Pro-Rated Health Insurance @ \$350 per month	\$ 4,200
	<hr/>
	\$16,200

6. Salaries/Staff Costs

a. Program Manager (20 mandays @ \$275 per day)	\$ 5,500
b. Program Assistant (20 mandays @ \$100 per day)	\$ 4,000
c. Consultant (10 mandays @ \$200 per day)	\$ 2,000
d. Clerical/Administrative (100 days @ \$50 per day)	\$ 5,000
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	\$16,500



4. Travel*

Designed to facilitate exploratory visits and follow-on activities in selected MCs, including possible workshops, training meetings as required by PPC:

<u>Country</u>	Visits	Airfare	Mandays/pd
Indonesia/Taiwan	1	\$ 2,400	8 @ \$108 = \$864
Sri Lanka	1	\$ 1,600	4 @ \$ 70 = \$280
Swaziland/Botswana	1	\$ 1,900	5 @ \$ 85 = \$425
Mexico	2	\$ 1,000	5 @ \$ 75 = \$375
Brazil	1	\$ 1,000	5 @ \$ 82 = \$410
<hr/>			
	6	\$ 7,900	27 totalling \$2,354
<hr/>			

* It is anticipated that these costs against grant budget may be reduced as USAIDs exercise the "buy in" option and share expenses of projected TDYs.



MIDDLE-INCOME COUNTRY
AGRIBUSINESS ASSOCIATION PROJECT

<u>Target Countries</u>	<u>PPP</u>
1. Zambia	717
2. Zimbabwe	1184
3. Gambia	736
4. Senegal	1068
5. Zimbabwe	1184
6. Swaziland	1187
7. Egypt	1357
8. Cameroon	1381
9. Yemen	1466
* * * * Middle-Income Countries * * * *	
10. Indonesia	1660
11. Philippines	1878
12. Sri Lanka	2053
13. Botswana	2496
14. Thailand	2576
15. Ecuador	2687
16. Colombia	3524
17. Trinidad/Tobago	3664
18. Turkey	3781
19. Venezuela	4306
20. Brazil	4307
21. Mexico	4624
22. South Africa	4981
23. Taiwan	5907
24. Oman	7792



December 5, 1989

MEMORANDUM

TO : AA/FVA, Phil Christenson

FROM : FVA/PPM/PAD, Jerre Manerolla

SUBJECT : Agri-Energy Roundtable: Recent Progress

I. Recent Progress with the Agri-Energy Roundtable

The Agri-Energy Roundtable (AER) has made significant progress over the past year-and-a-half on a number of fronts. I have outlined some areas of progress below and can provide you with more detailed information on the points I raise from the trip reports of Mr. Hollis, the AER president.

1) AER has succeeded in motivating private sector agri-businessmen in several developing countries to begin to form AER chapters -- what would amount to "sister-associations" of the U.S.-based Agri-Business Council.

- An AER chapter will be inaugurated in Kenya in January, with \$25,000 from USAID/Nairobi in start-up funding,
- AER affiliates in Uganda and Nigeria (after AER president Hollis attended an all-Africa forum on food security in Lagos in July) are forming around a nucleus of agri-businessmen.
- Individual businessmen from Ghana and Gambia have initiated the chapter formation process.
- In earlier visits to India and Sri Lanka, in July of this year, to Egypt, the Philippines and Indonesia, and Jamaica and the Dominican Republic in late 1988, have begun to motivate interest among agri-businessmen and government officials. Interested businessmen in Pakistan, Tunisia, Costa Rica and Ecuador have shown interest in forming chapters, especially Tunisia. The nucleus of interested parties in the Philippines and in India already have an established presence.
- Some USAID missions are beginning to show interest in the agri-business association concept, such as in Kenya, and the availability of local currency for AER chapter development is a possibility in some of the above mentioned countries.

2) AER's Tenth Annual Agricultural Forum in Vienna seems to have been a big success, with over 100 participants from 35 countries. See attachment B containing six letters from participants at the Vienna meeting.

- There was an especially strong turnout from Poland and Hungary, and the Agribusiness Council the AER led a mission to Hungary immediately following the Vienna meeting. This opening to Eastern Europe presents real opportunities for linking AER agri-business association chapter development activities to the U.S. Agri-business Council network of agri-businessmen.
- Representatives from most of the countries visited by AER personnel over the past 16 months were present.
- Eight African countries sent representatives, including Kenya, Ghana, Nigeria, Uganda, Gambia, Zimbabwe, Egypt, and Cameroon. The idea of a regional East Africa chapter of the AER began to emerge from the delegates at the meeting.
- A large number of U.S. business and government officials were in attendance. For example, two U.S. firms involved in bio-mass energy development attended the meeting and were extremely pleased with the foreign contacts they were able to establish.
- Donor support for delegates to the Conference was up from previous years, including representatives from U.S.D.A., A.I.D./Washington, World Bank, UNDP, and USAID missions, with the latter three providing travel and per diem support for host country participants as well.

3) AER will be drawing down the final tranche of the \$25,000 FVA grant we provided to assist them in establishing sister-associations. As a necessary adjunct to its overseas efforts, AER will have to strengthen its U.S.-based agri-business association, the Agri-Business Council, in order to ensure a large and growing pool of U.S. agri-businessmen able and willing to linkup with counterparts in developing countries.

The long run success of the sister-associations will, however, depend on repeated follow-up visits by AER/Washington staff, for at least two reasons:

- nascent organizations of indigenous agri-businessmen will require considerable hand-holding in the early stages of chapter development merely to maintain the "energy level" of the organizers and
- these newly-formed developing country chapters will require formal training in how to manage business associations, which can only be provided by formal organizations specializing in association management techniques here in the U.S.

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INFO PREFERENCE INFO ADDRESSES

SPECIAL HANDLING

AIDAC UNCLAS STATE 342248 Sent November 3, 1987

E.O. 12355: N/A

TAGS:

SUBJECT: FOLLOW-UP IDEAS: LDC PARTICIPANTS ATTENDING
8TH ANNUAL INTERNATIONAL AGRICULTURE FORUM, JUNE 1-3
GENEVA, SWITZERLAND (SPONSORED BY THE AGRI-ENERGY
ROUNDTABLE) WITH AER AFFILIATED CHAPTER DEVELOPMENT

EARLIER THIS YEAR ADDRESSEES WERE VERY HELPFUL IN
ASSURING THE SUCCESS OF THE AGRI-ENERGY ROUNDTABLE (AER)
CONFERENCES. YOUR ASSISTANCE AND THE INITIATIVES TAKEN
BY HOST COUNTRY PARTICIPANTS PRODUCED THE BASIS FOR
EXPANDED LOCAL AGRICULTURAL-INDUSTRIAL TRADE
ASSOCIATIONS.

LOCAL AGRIBUSINESSMEN WHO PARTICIPATED IN THESE
CONFERENCES MAY HAVE NEED FOR LOW LEVEL US SUPPORT IN
DEVELOPING THESE NEW PRIVATE SECTOR ASSOCIATIONS. THE
COUNTRY TEAM IS URGED TO EXPLORE WITH THESE OFFICIALS
MEANS THROUGH WHICH LIMITED LOCAL CURRENCY FUNDING COULD
PROVIDE A THRESHOLD LEVEL OF RESOURCES TO SUPPORT THESE
NASCENT GROUPS.

WASHINGTON SUPPORT FOR THE AGRI-ENERGY ROUNDTABLE
ACTIVITIES IS QUITE HIGH. AER HAS SPARKED CONSIDERABLE
INTEREST IN A NUMBER OF COUNTRIES WHICH HOPE TO
ESTABLISH AFFILIATED CHAPTERS SIMILAR TO AER. (KENYA,
INDIA, EGYPT, PAKISTAN, JAMAICA, GAMBIA, SENEGAL) OTHERS
HAVE INDICATED INTEREST IN HOSTING REGIONAL
AGRO-INDUSTRIAL TRADE/DEVELOPMENT CONFERENCES IN
COOPERATION WITH AER IN 1988.

AER CHAPTERS HAVE BEEN FULLY INCORPORATED IN
PHILIPPINES, INDIA, AND BRAZIL. THESE CHAPTERS ARE
NON-PROFIT, NON-STOCK MEMBERSHIP ASSOCIATIONS WHICH
COULD OFFER USEFUL POLICY INFORMATION AND DIALOGUE TO
THE COUNTRY TEAM. THESE GROUPS COULD ENHANCE
COMMUNICATIONS NETWORKS, INTER AND INTRA- INDUSTRY.

AER CHAIRMAN IS FORMER SENATOR JENNINGS RANDOLPH
(D.W.V.) THOMAS B. CURTIS FORMER CONGRESSMAN (R-MO.) IS
AER NOMINATING COMMITTEE CHAIRMAN AND ALSO RECENTLY

Continuation Sheet

UNCLASSIFIED

BECAME CHAIRMAN OF THE AGRIBUSINESS COUNCIL BY VIRTUE OF MANAGEMENT AGREEMENT BETWEEN THE TWO ASSOCIATION. HE RECENTLY LED CONFERENCES TO PHILIPPINES, HONG KONG, BOMBAY AND GENEVA. AER IS A UN ACCREDITED NONGOVERNMENTAL ORGANIZATION AND IS MULTILATERALLY SPONSORED.

BOTH OF THE ABOVE OFFICERS MAY BE IN CONTACT WITH MISSIONS TO EXPLORE LOCAL CURRENCY FUNDING OPPORTUNITIES IN SUPPORT OF THE DEVELOPMENT OF LOCAL AER AFFILIATES PURSUANT TO PL 480 SECTION 106 AND 108 (F) OF THE FOOD SECURITY ACT OF 1984 THE VARIOUS AUTHORITIES UNDER THE FOREIGN ASSISTANCE ACT, AND SECTION 416 OF THE AGRICULTURE TRADE ACT OF 1954, AS AMENDED.

AID/WASHINGTON URGES AGRICULTURE/FOOD AID OFFICER WHERE AER IS ACTIVE TO MAKE CONTACT WITH APPROPRIATE AER LOCAL REPRESENTATIVE TO ASCERTAIN STATUS OF CHAPTER DEVELOPMENT EFFORTS AND WHETHER U.S. CAN CONTINUE TO BE OF ASSISTANCE. WE NEED TO SEIZE THE INITIATIVE SINCE THESE CHAPTERS WILL LIKELY INCLUDE THE FULL SPECTRUM OF SMALL TO LARGE SCALE OWNERS OF AGRO-INDUSTRIAL CONCERNS. THESE ENTREPRENUERS COULD BE VALUABLE RESOURCES SUPPORTING THE ADMINISTRATION'S EFFORTS AND EMBASSY PROGRAMS TO EXPAND PRIVATE SECTOR PARTICIPATION IN AND INFLUENCE ON ECONOMIC POLICY DECISIONS IN THIRD WORLD ENVIRONMENTS.

COUNTRY TEAM IS ASKED TO PROVIDE AA/FVA/FFP UPDATE REQUESTED ABOVE AND A BRIEF OUTLINE OF SOURCES FROM THE VARIOUS LOCAL CURRENCY AUTHORITIES WHICH COULD BE MADE AVAILABLE IN ANNUAL AMOUNTS OF DOLS. 35-50,000 FOR AT MOST A THREE YEAR PERIOD AS START-UP GRANTS FOR EXISTING AND PROPOSED AER AFFILIATED CHAPTERS. PLEASE CABLE RESPONSE BY NOVEMBER 15, 1987. YY

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ADDRESSES CONTINUE:

ABIDJAN, NAIROBI, QUITO, KATHMANDU, NEW DELHI, KHARTOUM,
LUSAKA, HARARE, RABAT, TUNIS

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ATTACHMENT B

THE VICE PRESIDENT
WASHINGTON

October 17, 1986

Mr. Nicholas E. Hollis
Executive Director
Agri-Energy Roundtable, Inc.
2550 M Street, N.W.
Washington, D.C. 20037

Dear Mr. Hollis:

Thank you for your recent letter regarding the work your organization is doing to assist the Philippine Government improve their agricultural industry.

I am pleased that the Agri-Energy Roundtable will sponsor a conference in Manila on development and investment in the Philippine agricultural economy. President Reagan and I support the efforts of President Aquino and her government to involve the private sector more closely in solutions to the problems facing the Philippine economy. As you know, the agricultural sector is one of the top priorities for the Philippine Government in this regard. The resources of your large organization will provide a valuable addition to the efforts of the Philippine Government to stimulate trade and investment in this vital sector of their economy.

I wish you and your colleagues much success in this most worthwhile endeavor.

With best wishes,

Sincerely,


George Bush

18

THE WHITE HOUSE

WASHINGTON

March 29, 1990

The Honorable Jennings Randolph
Chairman
Agri-Energy Roundtable, Inc.
2550 M Street, N.W.
Washington, D.C. 20037

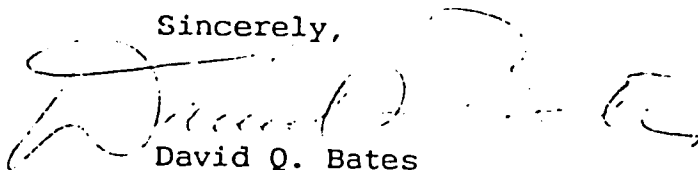
Dear Senator Randolph:

The President has received your letter and accompanying materials regarding the work being done by the Agri-Energy Roundtable and has asked that I respond.

The work of AER around the world in the past few years has been commendable. Its efforts and your leadership in building ties between the industrialized nations and Third World countries in agribusiness and energy-related agricultural programs is an example of the type of leadership the United States should provide to promote economic development for all peoples and to heighten the competitiveness of our domestic businesses. This work takes on new significance in light of recent events in Eastern Europe, where there are untapped markets and incredible potential for agriculture and trade. You should work through the Agency for International Development to seek continued funding for AER's programs.

On behalf of the President, thanks again for the update on your activities.

Sincerely,



David Q. Bates
Assistant to the President
and Secretary to the Cabinet

UNCLASSIFIED
signed
Department of State

INCOMING
TELEGRAM

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ACTION MEA-07

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TAGS: BERP, EAGP, EAID, IN

SUBJ: AGRI-ENERGY ROUNDTABLE MAKES IMPRESSIVE DEBUT IN INDIA

1. A PROMISING NEW APPROACH TO PROMOTING AGRICULTURAL SECTOR GROWTH IN INDIA CAME ON MAY 29, WITH THE INITIAL AGRI-ENERGY ROUNDTABLE (AERI) MEETING IN BOMBAY. AN AER DELEGATION FROM WASHINGTON LED BY FORMER CONGRESSMAN THOMAS CURTIS OF MISSOURI WAS WARMLY RECEIVED BY BOMBAY BUSINESS LEADERS WHO SHOWED ENTHUSIASM FOR ESTABLISHING A NATIONAL AER CHAPTER IN INDIA. FOCUS OF AER IS TO BRING TECHNOLOGY TO AGRO-RELATED BUSINESS THROUGH PERIODICALS, INTERNATIONAL CONTACT NETWORKS AND PUBLIC FORUMS. AER EMPHASIS ON BRINGING THE RIGHT PEOPLE TOGETHER FOR FRUITFUL DIALOGUE SHOWED UP WELL DURING THE DAY IN A SERIES OF INTENSIVE SMALL AND LARGE MEETINGS.
2. CONFERENCE AT TAJ HOTEL WAS ATTENDED BY OVER 100 LOCAL BUSINESSMEN AND GENERATED IMPRESSIVE MEDIA COVERAGE. IT WAS OFFICIALLY SPONSORED BY AER (INDIA) LIMITED WHICH WAS FORMED IN PAST YEAR THROUGH SEVERAL VISITS TO BOMBAY BY NICHOLAS E. KOLLIS, EXECUTIVE DIRECTOR OF AER IN WASHINGTON. PARTICIPATING AS MEMBERS IN THE NEW LOCAL ORGANIZATION ARE HINDUSTAN LEVER, AGRICULTURE FINANCE CORPORATION OF INDIA, EXOMET PLASTICS, AIR-INDIA ET AL. THE LOCAL GROUP IS HEADED BY K.L. BHANNA, LOCAL INDUSTRIALIST AND BOMBAY CHAMBER OF COMMERCE ACTIVIST.
3. THE AMERICAN AER TEAM CAME TO BOMBAY DIRECTLY FROM A WELL ATTENDED (AND ACCORDING TO PRESS CLIPPINGS, NIGHT SUCCESSFUL) MEETING IN MANILA, MAY 24-27. THE DELEGATION, REINFORCED BY AER INDIA MEMBERS, WILL NOW PARTICIPATE IN ANNUAL INTERNATIONAL AGRICULTURAL FORUM IN GENEVA.
4. ABLY STEERED BY KOLLIS, DISCUSSIONS AND PRESENTATIONS IN BOMBAY COVERED THE ACTIVITIES AND DEJECTIVES OF AER ON GLOBAL BASIS AND IN INDIA. LOCAL REACTION TO PROPOSAL TO IMPROVE DIALOGUE ON COOPERATIVE ENERGY AND AGRICULTURAL DEVELOPMENT BETWEEN INDUSTRIALIZED AND DEVELOPING COUNTRIES WAS VERY ENCOURAGING. CONSUL GENERAL AND ECONOMIC AND FCS OFFICERS ATTENDED MEETING AND FOUND AER MEETINGS AND PROGRAMS. FORMAT OF AER PRESENTATION PROVED VERY EFFECTIVE IN ENSURING ACTIVE INVOLVEMENT IN DISCUSSIONS.
5. IN VIEW OF IMPRESSIVE RESPONSE, AER (INDIA) LTD. PROPOSES TO HOLD MUCH LARGER MEETINGS IN FUTURE. NEW SECRETARIAT IN BOMBAY EXPECTED TO WORK CLOSELY WITH BOMBAY CHAMBER OF COMMERCE AND INDUSTRY. WE INTEND TO SUPPORT AS MUCH AS WE CAN.
6. INTERESTED PARTIES IN INDIA SHOULD CONTACT MR. K.L. BHANNA, EXOMET PLASTICS AND CHEMICALS PRIVATE LTD., 401 BRABD CHAMBERS,

INITIALS

Attachment

APPR: DB

DB
FJ

AID/AFRICA BUREAU CABLE

DRAFT: FJ

August 18, 1989

OTHER: _____

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AID/AFR/DP:JWESTLEY {INFO}
AID/AFR/TR/ARD:NSHELDON{SUBS}
AID/AFR/CCWA:AFESSENDEN {INFO}
AID/AFR/SWA:RDANIELS {INFO}

AID/AFR/MDI:KSWANBERG {DRAFT}
AID/AFR/CCWA:RTHOMAS {INFO}
AID/AFR/SA:NNEWMAN {INFO}
AID/AFR/CCWA:MRIEGELMAN {INFO}

PRIORITY

AIDAF

AIDAC MISSION DIRECTORS

E.O. 12356: N/A

TAGS: UNCLAS STATE 266780

SUBJECT: AGRI-ENERGY ROUNDTABLE DEVELOPMENT IN AFRICA
AND PRIVATE SECTOR AGRIBUSINESS PARTICIPANTS FOR
INTERNATIONAL AGRICULTURE FORUM, OCTOBER 8-11, VIENNA,
AUSTRIA {SPONSORED BY AGRI-ENERGY ROUNDTABLE}

REFTEL: {A} STATE DL 8023 {3/4/88}, STATE 342246
{11/3/87}, STATE DB3398 {3/17/88}

THE AID/W DIRECTORATE OF FOOD AND AGRICULTURE ST/FA, THE
OFFICE OF ENERGY AND OTHER AID/W OFFICES HAVE BEEN
FACILITATING CONTACTS WITH THE AGRI-ENERGY ROUNDTABLE,
INC. {AER} - A UN ACCREDITED, NON-PROFIT TAX EXEMPT
ASSOCIATION WHOSE GOALS ARE TO IMPROVE DIALOGUE AND
COOPERATION IN AGRO-INDUSTRY AND RELATED ENERGY
DEVELOPMENT, PARTICULARLY BETWEEN INDUSTRIALIZED AND
DEVELOPING COUNTRIES. THE PURPOSE OF THIS CABLE IS TO:
{A} UPDATE MISSION OF AER DEVELOPMENTS IN AFRICA; {B}
ALERT MISSIONS TO OPPORTUNITIES AVAILABLE TO A.I.D.
THROUGH COOPERATIVE EFFORTS WITH AER; {C} INFORM
MISSIONS OF THE UPCOMING AER TENTH ANNUAL INTERNATIONAL
AGRICULTURE FORUM - QUOTE AGRO-INDUSTRIAL REVOLUTION:
NEW PARTNERS AND STRATEGIES FOR 1992 AND BEYONDQUOTE END

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QUOTE AND; (D) ALERT MISSIONS TO POSSIBLE IDENTIFICATION OR CONFIRMATION OF LDC PARTICIPANTS FROM AFRICA AND THE NEED FOR TRAVEL SUPPORT WHERE LINKED TO MISSION PROGRAMS, I.E. POSSIBLE ESTABLISHMENT OF LOCAL AGRO-INDUSTRY COUNCILS OR ASSOCIATIONS, SEE REFTEL B.

1. THE TENTH ANNUAL INTERNATIONAL AGRICULTURE FORUM WILL BE HELD IN VIENNA, AUSTRIA, OCTOBER 8 THRU 11. PARTICIPATION BY KEY SELECTED LDC ENTREPRENEURIAL LEADERS, AS WELL AS APPROPRIATE GOVERNMENT OFFICIALS WILL BE IMPORTANT SINCE AER IS ALREADY BEING WELL RECEIVED BY MANY AFRICAN GROUPS.

2. THE ROUNDTABLE DESIRES TO BROADEN PUBLIC/PRIVATE DIALOGUE AND MAXIMIZE OPPORTUNITIES FOR ITS INFORMATION EXCHANGE AND PROJECT IDENTIFICATION CAPABILITIES. AER HAS IDENTIFIED A NUMBER OF CANDIDATES (SEE REFTEL A) WHO WOULD BENEFIT A GREAT DEAL FROM THIS CONFERENCE BUT IS UNABLE TO FUND THEM ITSELF. IF MISSION OR OTHER FUNDING IS AVAILABLE, PLEASE ARRANGE FOR THEIR ATTENDANCE AND INFORM NICHOLAS HOLLIS, AER EXECUTIVE DIRECTOR, OF NAMES AND POSITIONS:

NICHOLAS HOLLIS, EXEC. DIRECTOR
AER, 2550 M STREET N.W.
WASHINGTON, D.C. 20037
FAX (202) 887-5178

AER WELCOMES MISSIONS' NOMINATIONS FOR OTHER PARTICIPANTS AND SUGGESTS THAT MISSIONS CONSIDER PARTICIPATION BY MEMBERS OF KEY LOCAL AGRIBUSINESS FIRMS AND GROUPS AND INDIVIDUAL PRIVATE-ENTERPRISE ORIENTED LEADERS. AER REQUESTS ONLY TRAVEL AND PER DIEM ASSISTANCE.

3. THE AER ROLE IN AFRICA IS RAPIDLY GAINING MOMENTUM. RECENTLY, AER WAS INVITED TO ADDRESS THE XV WORLD FOOD COUNCIL MINISTERIALS (CAIRO) AND THE NINTH UNIDO AFRICAN MINISTERS OF INDUSTRY CONFERENCE IN HARARE, ON THE POSITIVE CONTRIBUTIONS THAT COULD BE MADE BY PRIVATE AGRO-INDUSTRY ASSOCIATIONS IN BOTH THE CURRENT 'STRUCTURAL ADJUSTMENT' DIALOGUE, AND IN PROMOTING NEW TECHNOLOGIES, TRADE/INVESTMENT OPPORTUNITIES - AND LINKAGES BETWEEN THE PRIVATE, GOVERNMENT, INTERNATIONAL AGENCY AND RESEARCH SECTORS. AER'S GLOBAL NETWORK AND THE FURTHER DEVELOPMENT OF AFRICAN COUNTERPART GROUPS WERE EXTREMELY WELL RECEIVED AT BOTH CONFERENCES. REPRESENTATIVES FROM UGANDA, NIGERIA, ZAMBIA, ZIMBABWE,

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SENEGAL, CAMEROON, SWAZILAND, BOTSWANA AND GHANA SHOWED GREAT INTEREST IN ESTABLISHING INDIGENOUS QUOTE SISTER ASSOCIATIONS. END QUOTE IN EGYPT, AER CO-HOSTED A WORKSHOP WITH THE EGYPTIAN OFFICE OF AGRIBUSINESS INVESTMENT FOR PRIVATE AND GOVERNMENT SECTOR LEADERS INTERESTED IN ESTABLISHING AN EGYPTIAN QUOTE SISTER END QUOTE QUOTE ASSOCIATION. END QUOTE DURING AER'S JUNE VISIT TO NAIROBI THE AER/KENYA ASSOCIATION WAS INCORPORATED AND IS PROGRESSING WITH FUNDS FOR START-UP COSTS PROVIDED BY A.I.D. THROUGH GREATER CONTACT WITH PRIVATE AND PUBLIC SECTOR INDIVIDUALS AND USAID MISSIONS IN AFRICAN AND OTHER COUNTRIES, PROSPECTS FOR MORE EXPANSIVE AND CONSTRUCTIVE DIALOGUE LEADING TO LDC DEVELOPMENT SEEMS QUITE PROMISING.

4. AS IN PAST YEARS, A LARGE AFRICAN CONTINGENT IS EXPECTED TO ATTEND THIS YEAR'S FORUM IN VIENNA. USING THE INTERNATIONAL FORUM PROVIDED BY AER, PRIVATE AND PUBLIC SECTOR LEADERS WILL PARTICIPATE IN A VARIETY OF SEMINARS AND WORKSHOPS CONCENTRATING ON TOPICS OF PARTICULAR INTEREST TO THE PARTICIPANTS FROM BOTH THE INDUSTRIALIZED AND DEVELOPING WORLD. SOME ISSUES WILL BE: QUOTE EC 92 AND THE RISE OF THE REGIONAL TRADING BLOC, FOOD PROCESSING AND AGRO-FOOD TRANSPORT/DISTRIBUTION STRATEGIES FOR THE 90S, NON-CONVENTIONAL MECHANISMS FOR AGRO-INDUSTRIAL PROJECT FINANCE END QUOTE AND QUOTE AFRICAN AGRI-ENTERPRISE AND PRIVATIZATION: THE OPPORTUNITIES OF STRUCTURAL ADJUSTMENT. END QUOTE SMALLER COUNTRY AND SECTOR SPECIFIC WORKSHOPS AND AER QUOTE SISTER ASSOCIATION END QUOTE ESTABLISHMENT WORKSHOPS WILL ALSO BE INCLUDED.

5. DUE TO THE SHARED GOALS OF USAID AND AER IN PROMOTING PRIVATE SECTOR DEVELOPMENT IN AFRICA, MISSIONS COULD CONSIDER SENDING ADO'S AND PRE REPRESENTATIVES TO THE FORUM. SUCH PARTICIPATION CAN MAINTAIN AND STRENGTHEN CONTACTS WHICH EXIST WITH THE AER CORE GROUP AND ALSO ENCOURAGE THE IDENTIFICATION OF PRIVATE SECTOR LEADERS WHO COULD BECOME SUPPORTIVE IN NUMEROUS PROJECTS. THIS SUPPORTIVE CONTACT/DIALOGUE WILL BE MORE EASILY MAINTAINED WITH THE ESTABLISHMENT OF INDIGENOUS AER QUOTE SISTER ASSOCIATIONS, END QUOTE AN ENDEAVOR TO WHICH A.I.D. MISSIONS CAN CONTRIBUTE MATERIALLY. THE DECEMBER 1987 AFR/TR MEMORANDUM, INTRODUCED AT THE 1987 A.I.D. AFRICAN MISSION DIRECTORS MEETING (NAIROBI), DESCRIBED HOW A.I.D. AND AER CAN BE VERY USEFUL TO EACH OTHER IN AFRICAN DEVELOPMENT. SOME SUGGESTIONS ARE 1) TO USE AER FOR PROMOTING ASSOCIATIONS, COOPERATIVES AND

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ORGANIZATIONS TO AID DEVELOPMENT SCHEMES; 2) TO ACCEPT AER AS A LINK BETWEEN THE PRIVATE AND PUBLIC SECTOR BOTH ON A DOMESTIC AND INTERNATIONAL LEVEL; 3) TO HELP ESTABLISH AND THEN ALLOW QUOTE SISTER ASSOCIATIONS END QUOTE TO ACTIVELY PROMOTE INDIGENOUS PRIVATE SECTOR DEVELOPMENT AND; 4) TO COLLABORATE WITH AER IN A VARIETY OF PROJECTS WHICH MAY HAVE A GREATER OPPORTUNITY TO SUCCEED WITH PRIVATE SECTOR INVOLVEMENT. OTHER COOPERATIVE EFFORTS CAN DEVELOP AS THE AER NETWORK GETS FURTHER IMPLANTED.

6. FYI: IF FUNDS PERMIT, AFR/MDI PLANS TO HAVE AND OBSERVER AT THE VIENNA CONFERENCE-YY

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FFP-05 RELO-01 /024 A3 LS24

INFO LOG-02 ER-02 NEA-04 EAP-02 AGRE-02 /004 R

DRAFTED BY: AID/ANE/PSD:M. CASSAM CD (#2435)

APPROVED BY: AID/ANE/PSD :L. MARSTON

AID/AA/ANE:C. ADELMAN (INFO)

AID/DA/ANE:J. B. ACHTON (INFO)

AID/DA/ANE:T. REESE (INFO)

AID/ANE/TR/ARD:LOVENTHAL

AID/ST/FA:W. FURTIK (INFO)

AID/ST/EY:J. SULLIVAN (INFO)

AID/FVA/FFP:M. KILGOUR (INFO)

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TO USAID MISSIONS IN ASIA AND THE NEAR EAST

UNCLAS STATE 271555

AIDAC

E.O. 12356: N/A

TAGS:

SUBJECT: PRIVATE SECTOR AGRIBUSINESS PARTICIPATION IN
THE TENTH ANNUAL INTERNATIONAL AGRICULTURE FORUM,
OCTOBER 8-11, VIENNA AUSTRIA (SPONSORED BY AGFI-ENERGY
ROUNDTABLE)

REF: (A) STATE #68223 AND STATE 342248

(B) STATE #5311

THE AID/W DIRECTORATE OF FOOD AND AGRICULTURE (ST/FA),
THE OFFICE OF ENERGY (ST/EY) AND BUREAU OF FOOD FOR
PEACE AND VOLUNTARY ASSISTANCE (FVA/FFP) HAVE BEEN
COORDINATING WITH OTHER INTERESTED AID/W OFFICES AND THE
AGRI-ENERGY ROUNDTABLE, INC. (AER) A NON-PROFIT
TAX-EXEMPT ASSOCIATION WHOSE GOAL IS TO IMPROVE DIALOGUE
AND COOPERATION IN AGRO-INDUSTRY AND RELATED ENERGY
DEVELOPMENT, PARTICULARLY BETWEEN INDUSTRIALIZED AND
DEVELOPING COUNTRIES. THE PURPOSE OF THIS CASE IS TO
(A) UPDATE SELECTED MISSIONS ON THIS PROGRAM, (B) INFORM
THAT THE THEME FOR AER'S TENTH ANNUAL INTERNATIONAL
AGRICULTURE FORUM IS "THE AGRO-INDUSTRIAL REVOLUTION:
NEW PARTNERS AND STRATEGIES FOR 1992 AND BEYOND," AND
(C) ALERT MISSIONS TO THE POSSIBLE IDENTIFICATION OF
CONFIRMATION OF LDC PARTICIPANTS AND THE NEED FOR TRAVEL
SUPPORT WHERE LINKED TO MISSION PROGRAMS, I.E., POSSIBLE
ESTABLISHMENT OF AND SUPPORT FOR LOCAL AGRO-INDUSTRY
COUNCILS OF ASSOCIATIONS, SEE REFTEL B.

1. THE CONFERENCE WILL BE HELD IN VIENNA, AUSTRIA,
OCTOBER 8-11, 1985. AN IMPORTANT STEP IN THIS PROGRAM
BUILDING INVOLVES TARGETING INVITATIONS FOR SELECTED
ENTREPRENEURIAL LEADERS AS WELL AS APPROPRIATE
GOVERNMENT OFFICIALS.

2. THE ROUNDTABLE IS INTERESTED IN BROADENING THIS
PUBLIC/PRIVATE DIALOGUE AND MAXIMIZING OPPORTUNITIES FOR
INFORMATION EXCHANGE AND PROJECT IDENTIFICATION, AND
ALSO IDENTIFYING POSSIBLE USAID AND OTHER ASSISTANCE FOR
LDC PARTICIPANTS. AER HAS IDENTIFIED A NUMBER OF
CANDIDATES (MANY FROM THE EIGHTH/NINTH ANNUAL FORUMS,
SEE REFTEL A) WHOM THEY FEEL WOULD BENEFIT FROM
ATTENDING THE CONFERENCE. UNFORTUNATELY, THE ROUNDTABLE
DOES NOT HAVE SUFFICIENT FUNDS FOR THEIR PARTICIPATION
IF MISSION OF OTHER FUNDING IS AVAILABLE, PLEASE ALERT
AER (SEE ADDRESS BELOW WITH COPIES TO AID/W, ST/FA).

AER WOULD WELCOME MISSIONS' NOMINATION FOR OTHER
PARTICIPANTS, PARTICULARLY IF THE MISSION CAN PROVIDE
FOR THAT CANDIDATE'S FUNDING. THE ROUNDTABLE'S REQUEST
IS FOR TRAVEL ASSISTANCE AND PER DIEM. AID/W HAS
PROVIDED GRANT SUPPORT TO THE ROUNDTABLE'S ACTIVITIES
THROUGH SEVERAL BUREAUS AND STRONGLY ENDORSES THIS
EFFORT. AID/W CONTINUES TO EXPLORE OTHER FORMS OF
ON-GOING ASSISTANCE TO THIS OVERALL PROJECT. HOWEVER,
MISSIONS SHOULD NOT RELY UPON DIRECT AID/W ASSISTANCE
FOR CANDIDATE TRAVEL.

3. OVER THE PAST NINE YEARS THIS INTERNATIONAL
NON-PROFIT FORUM HAS ESTABLISHED ITSELF AS A UNIQUE
PLATFORM FOR THE PROMOTION OF FREE TRADE/INVESTMENT AND
DEVELOPMENT BETWEEN INDUSTRIALIZED AND DEVELOPING
COUNTRIES. THE AGENDA MIX OF AGRO-FOOD AND
ENERGY-RELATED TOPICS HAS STIMULATED AN ONGOING SERIES
OF CONFERENCES, WORKSHOPS, TRADE MISSIONS, TASK FORCE
ACTIVITIES AND USEFUL PUBLICATIONS - AS WELL AS
INDEPENDENT, INDIGENOUSLY SUPPORTED LDC "SISTER
ASSOCIATIONS" LOOSELY AFFILIATED TO AER'S GROWING
NETWORK. LAST JUNE IN GENEVA, SWITZERLAND,
REPRESENTATIVES FROM OVER THIRTY COUNTRIES, INCLUDING
FOUR MINISTERS OF AGRICULTURE, THREE DEPUTY MINISTERS,

SEVERAL PARLIAMENTARIANS, A NUMBER OF OTHER GOVERNMENT
OFFICIALS AND SEVERAL MULTILATERAL DONOR AGENCIES
PARTICIPATED IN THE ROUNDTABLE'S NINTH ANNUAL CONFERENCE.

4. THIS YEAR'S AGENDA WILL FEATURE PLENARY SESSIONS AND
WORKSHOPS ON A WIDE RANGE OF SUBJECTS PERTAINING TO
AGRICULTURAL DEVELOPMENT, AG RESEARCH AND
COMMERCIALIZATION, PRIVATIZATION AND PROSPECTS FOR
PRIVATE ENTERPRISE/GOVERNMENT COOPERATION, PARTICULARLY
IN THIRD WORLD COUNTRIES. AER IS ALSO PLANNING A
SPECIAL ONE-DAY WORKSHOP, OCTOBER 7, FOR USAID OFFICIALS
ATTENDING THE CONFERENCE FOCUSED ON THE STEPS, ISSUES
AND ACTION PLANS SURROUNDING THE ESTABLISHMENT OF AER'S
"SISTER ASSOCIATION" - IN ADDITION TO REPORTS FROM
ALREADY ESTABLISHED AER AFFILIATES. MISSIONS ARE
ENCOURAGED TO ROUTE USAID OFFICIALS WHO MIGHT BENEFIT
FROM ATTENDANCE (PARTICULARLY AG, PRE OR FFP OFFICIALS)
VIA VIENNA. ADDITIONAL DETAILS WILL BE FORWARDED.

5. AS IN PAST YEARS, HIGH LEVEL REPRESENTATIVES FROM
BUSINESS, GOVERNMENT AND INTERNATIONAL ORGANIZATIONS ARE
ANTICIPATED. SELECTED INVITATIONS ARE BEING INFORMALLY
COORDINATED BY AER WITH THE U.N. WORLD FOOD COUNCIL, THE
WORLD BANK/IFC, THE EUROPEAN COMMUNITIES, UNIDO, AID AND
THE INTERPARLIAMENTARY UNION.

6. PARTICULARLY STRONG REPRESENTATION IS ANTICIPATED
FROM ASEAN COUNTRIES, SAUDI ARABIA, BRAZIL, KENYA, INDIA
AND OTHER EMERGING FOOD EXPORTERS AS WELL AS SEVERAL
FOOD DEFICIT COUNTRIES, I.E. SUDAN, EGYPT, NIGERIA,
INDONESIA, SRI LANKA, INTERESTED IN EXPANDING FOOD
PRODUCTION. CASE STUDIES, WORKSHOPS AND TASK FORCE
MEETINGS WILL FOCUS ON AFIC/TROPICAL AGRICULTURE,
POST-HARVEST SYSTEMS, ENVIRONMENT AND FOOD SAFETY, NEW
TECHNOLOGIES (AQUACULTURE, AGRO-FORESTRY), COMASS/AC
RESIDUES FOR ENERGY AND AGRIBUSINESS MARKET PROFILES
FOR SELECTED COUNTRIES. ISSUES AND TECHNOLOGIES RELATED
TO THE COMMERCIALIZATION OF NEW AGRICULTURAL CROPS AND
NON-FEED/NON-FOOD USES OF AG PRODUCTS (I.E.,
INTERNATIONAL AGRICULTURAL R & D, BIOTECHNOLOGY,
PRIVATE/PUBLIC PARTNERSHIPS) WILL BE PARTICULARLY
HIGHLIGHTED, ESPECIALLY AS A PRELUDE TO AN INTERNATIONAL
CONFERENCE TO BE HOSTED IN WASHINGTON BY THE
AGRI-BUSINESS COUNCIL (AER'S U.S. AFFILIATE) AND SEVERAL
U.S. GOVERNMENT AGENCIES IN 1987.

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7. CONFERENCE FACULTY AND ORGANIZERS INCLUDE: THE HONORABLE JENNINGS RANDOLPH, FORMER U.S. SENATOR (AER

CHAIRMAN); HONORABLE SAHOU SAEALLY, MINISTER OF TRADE AND FINANCE/GAMBIA (CONFERENCE CHAIR); MINISTER OF THE HONORABLE D. OTIENO ANYANGO, MINISTER FOR INDUSTRY/KENYA; LORD HARRY WALSTON, HOUSE OF LORDS/U.K.; HONORABLE EUGENE WHELAN, FORMER MINISTER OF AGRICULTURE/CANADA; ROBERT O. ANDERSON, CHAIRMAN, DIAMOND A CATTLE CO.; CHIEF FELIX O. IBRUH CHAIRMAN, IBRU GROUP/NIGERIA; DR. SOEDJAI KARTASAMITA, ADVISER TO THE MINISTER OF AGRICULTURE/INDONESIA; GENERAL OLUSEGUN OBAKANJO, FORMER CHIEF-OF-STATE/NIGERIA; LALA BANSIDHAR, CHAIRMAN, DCM LIMITED/INDIA; JAMES INGFAH, WORLD FOOD PROGRAMME; AEDELMUSHIN AL-SUDEARI, FORMER PRESIDENT, IFAD; SARTAJ AZIZ, PAKISTAN SENATE; DR. ARMAND HAMMER, CHAIRMAN, OCCIDENTAL PETROLEUM CORPORATION; AND OTHERS.

8. AER HAS RECEIVED UNITED NATIONS ACCREDITATION AS A NON-GOVERNMENTAL ORGANIZATION AND IS MULTILATERALLY SPONSORED. RECENTLY AER FORMED AN ALLIANCE WITH THE AGRIBUSINESS COUNCIL (ABC) UNDER A MANAGEMENT AGREEMENT WHEREBY AER PROVIDES STAFF SUPPORT TO ABC. THIS COORDINATION EFFORT HAS STRENGTHENED U.S. AGRO-INDUSTRY OUTREACH THROUGH THE AER NETWORK. SPONSORS INCLUDE: DEERE AND CO., KELLOGG, TVA, ATLANTIC RICHFIELD, UNIVERSAL LEAF TOBACCO, PRUDENTIAL BACHE, AGIPETROLI, NATIONAL BANK OF NIGERIA, SAUDI FISHERIES, IBRU GROUP (NIGERIA), AYALA CORP., AND NUMEROUS OTHERS. FOR FURTHER DESCRIPTIVE INFORMATION, CONTACT JIM WAFNER OR STACY ENGLS, AGRY-ENERGY ROUNDTABLE, 2558 M STREET, N.W., SUITE 388, WASHINGTON, D.C. 20037, TEL: (202) 887-8528, TELEX: 448241 AGENERGY, FAX: (202) 887-8178.

9. IN ADDITION TO SUGGESTED PARTICIPANTS IDENTIFIED BY AER, MISSIONS ARE ALSO ENCOURAGED TO IDENTIFY KEY LOCAL AGRIBUSINESS FIRMS, GROUPS AND INDIVIDUAL PRIVATE ENTERPRISE-ORIENTED LEADERS WHO COULD BE INTERESTED IN THIS CONFERENCE AND THE ONGOING INTERNATIONAL NETWORK DEVELOPMENT EFFORT, ESPECIALLY THE ESTABLISHMENT OF AGRIBUSINESS ASSOCIATIONS. THEY AND/OR USAID SHOULD FORWARD NAMES AND POSITIONS OF INDIVIDUALS TO THE ABOVE ADDRESS WITH COPY TO AID/W. ATTN ST/FA. EAGLEBURGER

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December 3, 1987

MEMORANDUM

TO: Mission Directors, Sub-Saharan Africa

FROM: AFR/TR, Keith Sherper

SUBJECT: Possible Roles for The Agri-Energy Roundtable (AER) In Promoting Private Sector Development In Africa

Discussions have been held between the the Agri-Energy Roundtable (AER) and AID/Washington concerning the present and planned activities of the AER and possible areas of mutual interest and collaboration between the AER and USAIDs in turning to local developing country private sectors to realize country food, nutrition, income and energy goals. The purpose of this memorandum is to very briefly acquaint African missions with the AER and to outline possible roles for which some missions may wish to consider utilizing or assisting the AER. This information follows on that in REFEL 34234E (10/20/87).

The AER is an international network of private agribusiness companies and trade associations, as well as, university representatives. Its headquarters is in Washington and presently chapters are functioning in the Philippines, Brazil and India. Chapters are expected to be established soon in Nigeria, Kenya, Zambia, Senegal, Uganda, Gambia, and Cameroon. Strong interest has been shown in AER in a number of countries including Zimbabwe and Sudan.

Since the agricultural sector and the larger food supply system offer obvious attractions for USAID missions to consider when promoting and using private sector capabilities to achieve growth, AFR/TR believes that possible roles for the AER in this process deserve careful consideration.

AFR/TR recommends that missions consider the potential usefulness of the AER in the following areas:

- as a mechanism for promoting
 - rural associations, cooperatives,
 - equipment pools and renting/leasing organizations
- as a mechanism for supplying or promoting information development/exchange in such areas as:
 - agricultural product marketing and market information.

- agricultural product handling, grading, preparation, and storage
- production of natural products for pest control
- approaches to disease control
- short-term training or extension services to the indigenous private sector in such fields as management techniques/skills, and the use of new technologies
- availability and use of new equipment or techniques

• as a means of assisting the indigenous private sector to:

- provide a focal point within a given country for USAIDs to become acquainted with private agro-processors and others involved in food production, processing, transport and storage.
- identify information requirements or program/policy needs in such areas as
 - rural market installations and equipment
 - credit and banking institutions
 - farm infrastructure, engineering support
 - increased rural employment opportunities
 - measures to reduce post-harvest losses

We understand that AEP indigenous or Headquarters representatives may be interested in having talks with missions about matters of mutual interest and possible collaboration. Missions (particularly those in countries listed above) are asked to communicate to Ken Prussner (AFR/TR/ARD) their interest and willingness to receive AEP representatives for such exploratory talks.

Clearance:

AFR/TR/ARD:KPrussner
APR/PRE:PJohnson, (Subs)

Drafted:EBarron:11/2/87:7137C