



February — March 2011

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### Policy Issues

#### **Conflict minerals in the DRC**

The [ABI](#) along with the [Center for Capital Markets Competitiveness](#) and the Office of [National Security & Emergency Preparedness](#) at the U.S. Chamber of Commerce submitted a comment letter to the Securities and Exchange Committee (SEC) regarding the proposed regulations on the [conflict minerals provision](#) that came out of the Dodd-Frank legislation. [Click here](#) for the final version.

#### **Sub-Saharan Office Closures for U.S. Commercial Service**

Several companies alerted the ABI to the fact that the U.S. Department of Commerce (DoC) was considering the closure of two important offices in West Africa due to budget cuts. One of the proposed office closures was in Dakar, Senegal and the other in Accra, Ghana. Upon further inquiry with the DoC, we learned that the closure of the Dakar office was imminent. However, the proposed closure of the Accra office was still under review. In response to this, we strongly encouraged AmCham Ghana's corporate members to send letters to the DoC explaining that the Accra commercial office had been of vital assistance in the establishment and continued success of American companies in Ghana. The U.S. Chamber's senior vice president for international affairs, Myron Brilliant, sent a letter on behalf of the ABI urging the DoC to keep the Accra office open. Unfortunately, we now have confirmation that the office in Accra will be shut and all of the U.S. Commercial Service operations for West Africa will be managed from the post in Nigeria.

#### **Local Content**

Scott and Danielle have met with a number of member companies to discuss the major issues facing companies when it comes to the creation and implementation of local content laws across Africa. As a follow on to this, we will be drafting a document that outlines the best practices for local content legislation leading to

positive economic and employment growth. The intended purpose of the document is to share it with African government leaders and discourage the proposal and implementation of local content laws that make it more difficult to do business. We hope to release this by the end of May. Any comments or suggestions for input are welcomed.

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### Private Roundtable

#### **Ghana Working Group Discussion**

On February 15<sup>th</sup>, the ABI hosted its second Ghana Working Group (GWG) meeting ahead of the executive infrastructure mission. In this meeting, the GWG discussed the [local content briefing document](#) which was developed as a follow on to our initial meeting. And we agreed to update this document based on the recent developments in the regulatory process. We also agreed that it would be in the best interest of American firms if we pushed the Government of Ghana against the creation of a “certified supplier” list such as those that exist in Angola and Nigeria.

### Mission Wrap-Up

#### **Paving the Way to Africa's Future: An Executive Infrastructure Mission to Ghana, Kenya, and Ethiopia**

From February 20-28<sup>th</sup>, ABI lead 7 companies and one association to on a successful mission to Accra, Nairobi, and Addis Ababa. [Here is a brief synopsis of the mission.](#) A very big thank you to the AmChams in these countries for all of your assistance!

### Dialogue with the U.S. Government

#### **A Discussion with the [Export-Import Bank](#)**

On March 15<sup>th</sup>, representatives from Ex-Im outlined the financial tools they are able to offer American companies for investments in sub-Saharan. They also discussed their Congressional mandate to increase trade between the United States and Sub-Saharan nations. Here is an [information sheet](#) that they shared with us.

The key contacts for questions regarding Ex-Im financing are:

Rick Angiuoni Director, Africa tel.: 202-565-3903 email: <a href="mailto:rick.anguioni@exim.gov">rick.anguioni@exim.gov</a>	Benjamin Todd Business Development Officer, Africa tel: 202-565-3916 email: <a href="mailto:ben.todd@exim.gov">ben.todd@exim.gov</a>
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### **A Discussion on the Hurdles to Investment in Sub-Saharan Africa with Deputy U.S. Trade Representative Ambassador Demetrios Marantis**

On March 23<sup>rd</sup>, Ambassador Marantis, Florie Liser, and Connie Hamilton from the [Office of the U.S. Trade Representative](#) joined the ABI to hear from companies about the work they are doing in sub-Sahara, their plans for growth on the continent, and the hurdles to doing business in Africa. During this lively conversation, Ambassador Marantis asked us to collect from our members their recommendations on what a practical trade/investment agenda would be if applied to Africa.

We request that all input be submitted to us by Friday, April 22 as we are shooting for the first week in May as a follow up meeting with the USTR Africa team.

### **A Private Briefing with South Africa's Deputy President, His Excellency Kgalema Petrus Motlanthe**

On March 30<sup>th</sup>, Deputy President Molanthe joined ABI for a private breakfast briefing. His remarks highlighted a number of investment opportunities, and he particularly focused on those that would contribute to the significant expansion of underway for South Africa's infrastructure.

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### **On the Horizon**

#### **April's Tea with an Ambassador featuring H.E. Tebelelo Seretse of Botswana**

On April 7<sup>th</sup>, Ambassador Seretse will outline her priorities as Botswana's new Ambassador to the United States. She will also give us an overview of the economic and political climate of Botswana, and she'll highlight the key sectors for private sector investment.

#### **The Frontlines of Finance: Innovation and Integration in Africa's Financial Sector**

April 18<sup>th</sup>—The ABI will host a breakfast forum to take a look at how Africa's banking sector has seen vast improvements this decade both in scope and sophistication. Driving these changes are a burgeoning middle class, rapid advances in corporate standards, and renewed interest in foreign direct investment from the rest of the world. These drivers are impacting the shape of banking in Africa on every level – retail, commercial, investment and project financing are all merging with (and in some cases exceeding) international norms.

An understanding of the causes and outcomes of this transformation are crucial for doing business in Africa. Where is the African model following the West, and where is

it taking its own course? What is driving the expansion of cross-border banks in Africa? What are the sector characteristics that foreign investors need to be paying attention to? Where are these policies being shaped, and who is shaping them?

Participants will hear from the African Development Bank's leadership on the evolution of the banking system across sub-Saharan. And experts in traditional and mobile banking industry will discuss the new realities of banking and finance across Africa as well as the trajectory the industry seems to be taking.

\*Please email us at [ABI@USChamber.com](mailto:ABI@USChamber.com) if you would like to provide input on behalf of your AmCham or your company for any of the ongoing policy issues upcoming meetings.

### **The 2<sup>nd</sup> Annual African AmCham Summit**

June 1-2, 2011

ABI and AmCham Tanzania will host the 2<sup>nd</sup> Annual African AmCham Summit in Dar es Salaam. Below are a number of logistical details. **Please email me ([dwalker@uschamber.com](mailto:dwalker@uschamber.com)) as soon as possible to confirm your participation.**

\*Note that the AGOA Forum will be held in Lusaka, Zambia on June 6-8.

\*\*Please note that due to unforeseen circumstances, the U.S. Embassy in Tanzania will no longer be hosting the U.S. Business Expo on May 31<sup>st</sup>, so a number of changes have been made to the AmCham Summit as a result.

The AmCham Summit will begin as planned on Wednesday, June 1<sup>st</sup>. However, it will now be held at the Doubletree Hilton in Dar es Salaam and will begin at 9:00 a.m. The reception hosted by U.S. Ambassador Lenhardt will take place at the close of the first day's sessions and we will also have the opportunity to mingle with members of AmCham Tanzania.

On Thursday, June 2<sup>nd</sup>, we will have a full day of sessions at the Double Tree Dar es Salaam.

For those interested in travel to Zanzibar, Skylink will offer an optional historic tour of Stone Town or similar leisure activity. Skylink is able to coordinate your travel from Dar es Salaam to Zanzibar as well as your accommodations in Zanzibar.

[Travel to Tanzania](#)

AmCham South Africa was able to secure a discounted rate for all AmCham Summit participants flying on South African Airways to Tanzania. If SAA is the carrier that gets you to Tanzania, please contact Natasha Asvat of SAA for details and booking – Tel +27 083 378 3902 / 011 978 6698 E-mail: [natashaasvat@flysaa.com](mailto:natashaasvat@flysaa.com). Please also copy Mr. Mohsin Jassat on any correspondence sent to Natasha on e-mail [mohsinjassat@flysaa.com](mailto:mohsinjassat@flysaa.com).

#### Hotel in Tanzania

We will be staying at the Doubletree Hilton in Dar es Salaam. Naffeesa at the U.S. Embassy Skylink travel office will be our point of contact for bookings. She can be reached via email at [md@skylinktanzania.com](mailto:md@skylinktanzania.com).

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