

TRADE HUB HAPPENINGS



A monthly update of upcoming activities and recent progress from the USAID Trade Hub in Gaborone, Botswana
March 2007

Hub Highlight

A Memorandum of Understanding between SADC Secretariat, the U.S. Embassy in Gaborone and USAID/Southern Africa opens the door for the USAID Trade Hub to provide support to SADC's goals of increased trade and open borders within Southern Africa.

The agreement, officially signed on February 27, enables the Southern African Development Community (SADC) to draw on technical assistance and capacity building from the USAID Southern Africa Global Competitiveness Hub (USAID Trade Hub) based in Gaborone, Botswana.

It is aimed at assisting SADC in addressing impediments to trade among SADC member states identified in the mid-term review of the implementation of the SADC Trade Protocol.

SADC plans to establish a free trade area in 2008, with 85% of all goods traded between SADC member states at zero percent tariffs, SADC's Executive Secretary, Tomaz Salamão, said during the signing ceremony.

Ambassador Katherine Canavan responded by reiterating the US's commitment to support SADC as it works to improve trade efficiency and economic growth for the people of the SADC region.

Erna Kerst, USAID / Southern Africa Mission Director, signed the agreement on behalf of USAID/Southern Africa.

The USAID Trade Hub is recruiting consultants to carry out the two assignments under the Memorandum: a trade audit of the SADC trade protocol and the establishment of a monitoring unit within the SADC Secretariat to improve the Secretariat's capacity to monitor the implementation of the protocol.



March 2007 Trade Hub Events

26 Feb - Amanda Hilligas, AGOA (African Growth and Opportunity Act) Trade Advisor, will travel to Mauritius with Sun Rich International, to introduce Mauritian specialty food companies to these potential buyers based in Chicago, Illinois.

4-6 Amanda Hilligas will travel to Lesotho with consultant Tim Armstrong to begin the USAID Trade Hub's economic analysis of the new denim provision in the recent 2006 AGOA legislation.

In June 2002, the US Agency for Development (USAID) established the Southern Africa Global Competitiveness Hub in Gaborone, Botswana to respond to President's Bush's new trade initiative for Africa. The Trade Hub helps Southern Africa take full advantage of the increased trading opportunities available through duty free access to the US economy under the African Growth and Opportunity Act (AGOA). The Trade Hub:

- brings together American and African businesses;
- enhances the competitiveness of African products and services;
- expands the role that trade can play in African poverty reduction strategies;
- improves the delivery of public services supporting trade;
- builds African capacity for trade policy formulation and implementation; and
- strengthens the enabling environment for African businesses.

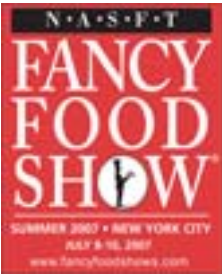
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March 2007 Trade Hub Events (continued)

- 5-6** Maxine Kennett, Trade Facilitation and Capacity Building Director, will attend USAID's "Electricity Distribution Indicator Toolkit" Workshop in Cape Town, South Africa. This is a project supported by the People, Energy and Development IQC, which is designing a toolkit to facilitate the participation of consumers/civil society organizations in utility performance monitoring and the regulatory decision-making processes.
- 5-9** Craig Carlson, Agribusiness Advisor, will travel to South Africa with Richard Clark, a Trade Hub consultant, to document cases of Sanitary and Phyto-Sanitary (SPS) related trade issues.
- 7** Amanda Hilligas and Ranga Munyaradzi, Senior Customs Advisor, will travel to Cape Town to meet with Keedo, a children's clothing manufacturer.
- 8** Amanda Hilligas will speak at the University of Swaziland's conference on textiles and apparel, addressing current trends in apparel and AGOA diversification.
- 9** The USAID Trade Hub will host a workshop for Botswana businessmen and businesswomen entitled "Getting Involved: Mentoring by Businesses", which is being organized by the U.S. Embassy.
- 11-13** Richard Clark, a Trade Hub consultant, will travel to Mozambique to conduct interviews and document cases of SPS-related trade issues.
- 14-17** Craig Carlson and Richard Clark will travel to Lusaka for their work on SPS-related trade issues.
- 15-16** Ranga Munyaradzi will have a joint meeting with USAID/Malawi, the MCA (Millennium Challenge Account) Project and the Malawi Revenue Authority in Blantyre to work out a program of technical assistance for the Malawi Revenue Authority.
- 18-21** Richard Clark will travel to Gaborone, Botswana, to present the initial findings of his consultancy to Trade Hub staff and USAID/Southern Africa.
- 19-23** Ranga Munyaradzi, Bridget Chilala, Trade Capacity Building Director, and Evans Marowa, Transport Advisor, will be in Malawi to undertake a detailed assessment of the status of trade facilitation in Malawi against the latest proposals produced by the World Trade Organization (WTO) Trade Facilitation Group.
- 19-23** Maxine Kennett, Keith Jeffries, Economic Advisor, and Amanda Hilligas will visit Luanda, Angola, to discuss technical assistance needs with the Angolan Central Bank (BNA) and to explore the possibility of undertaking an ethanol export feasibility study.
- 19-23** Lawrence Johnson, Regional Trade Advisor with USAID/Southern Africa, and Martin Norman, Hub Manager will travel to Malawi where the USAID Trade Hub, in coordination with USAID / Malawi, the U.S. Embassy in Malawi, and the Malawian Chamber of Commerce and Industry (MCCCI), will hold a Private Sector Advocacy Week.
- 22-24** Craig Carlson will participate in an annual meeting of the African Cashew Alliance meeting in Maputo, Mozambique.
- 26-30** Ranga Munyaradzi, together with Robert Struthers of the World Customs Organization, will travel to Zambia to facilitate the final phase of the Time Release Study.
- 26-27** In response to requests from the Government of Malawi, Bridget Chilala will be hosting a Trade Policy Workshop in Lilongwe, Malawi
- 28** In celebration of Women's History Month in the United States, the U.S. Embassy in Botswana will organize a digital video conference for businesswomen entitled, "Growing your Business". The USAID Trade Hub will be mobilizing 30 businesswomen to attend the event and Amanda Hilligas will be speaking on AGOA opportunities.



The USAID Trade Hub is collaborating to assist the participation of Southern African producers in the July Fancy Food Show in New York.

- From February 26 to March 2, Amanda Hilligas, AGOA Trade Advisor, will travel to Mauritius with Sun Rich International from Chicago, Illinois, to introduce these potential buyers to Mauritian specialty food companies. Sun Rich International is visiting Southern Africa with the aim of developing an African line of products to be launched by the beginning of April 2007.
- Amanda Hilligas will travel to Lesotho with Tim Armstrong, a USAID Trade Hub consultant, from March 4 to 6 to begin the Trade Hub's economic analysis of the new denim provision in the recently signed 2006 AGOA legislation. The analysis will focus on the extension of the third country fabric (TCF) provision which included a requirement for the procurement of denim fabric from local sources. The analysis will examine the issue, with particular emphasis on the impact on the apparel industry in Lesotho.
- On March 7 Amanda Hilligas and Ranga Munyaradzi, the USAID Trade Hub's Senior Customs Advisor, will travel to Cape Town, to meet with Keedo, a children's clothing company producing for the U.S market. Recently, Keedo experienced difficulties in gaining access to the United States because of issues raised by the U.S. Customs Service. In conjunction with the South African Apparel Export Association and U.S. Customs, Mr. Munyaradzi and Ms. Hilligas will develop interventions to ensure compliance with the requirements for exporting clothing to the United States under AGOA.
- On March 8 Amanda Hilligas will speak at the University of Swaziland's conference on textiles and apparel, addressing current trends in the apparel industry and possibilities for AGOA diversification.
- Together with Maxine Kennett, Trade Facilitation and Capacity Building Director, and Keith Jefferis, Economic Advisor, Amanda Hilligas will travel to Luanda, Angola to meet with firms and government stakeholders to discuss ethanol as a potential AGOA export to the United States.
- The USAID Trade Hub is planning for regional textile and apparel business-to-business meetings, proposed for the end of May. The meetings will bring together Southern African producers of textiles and apparel, EU and American buyers to foster trade linkages and increased trade in the sector. For more information regarding this event please contact Ken Ames at kames@satradehub.org.
- The USAID Trade Hub is in the process of selecting a delegation of specialty food companies to attend the Fancy Food Show to be held in July in New York City. The companies will be part of an African Pavilion, featuring producers in specialty food products from Africa. The Trade Hub will provide technical assistance for companies attending the show. For further information contact Amanda Hilligas at ahilligas@satradehub.org.

Exportable Agricultural Products



The African Cashew Alliance (ACA) is an industry body that promotes the African cashew sector from production to consumption. The ACA enables cashew stakeholders to capitalize on the sector's potential for economic growth and employment. Its members include representatives along the complete value chain: producers, processors, traders and international buyers. More information concerning this organization and the scheduled meeting can be obtained at <http://african-cashewalliance.org>.

- Craig Carlson, the USAID Trade Hub's Agribusiness Advisor, is analyzing information recently collected as part of the Market Gap Analysis. The analysis was undertaken by Mr. Carlson, with assistance from John Lamb, Abt Senior Associate, and Mario Bacchiocchi, a USAID Trade Hub consultant, and aims to identify deficiencies in the supply of fresh product in the South African market. The Trade Hub will utilize this information to identify regional producers able to meet the need and assist them by facilitating future commercial relationships.
- Another outcome of the recently completed Market Gap Analysis was the identification of the increased use of SPS measures as a means to restrict both regional imports and exports. This finding has led the Trade Competitiveness team to begin planning for a workshop, tentatively entitled, "Dealing More Effectively with SPS and other Standards in Southern Africa Regional Trade" to be held in Pretoria, South Africa, in mid-June 2007.
- The Trade Competitiveness team is preparing for this workshop by identifying instances during the last three years in which cross border shipments of fresh or processed food (especially fruits or vegetables) have been prevented, dumped or otherwise detained due to SPS related reasons. This work will be led by Richard Clark, a Trade Hub consultant, in coordination with Craig Carlson and will be undertaken from March 5 to 21.
- In collaboration with the West Africa Trade Hub, TechnoServe and USAID, Craig Carlson will participate in annual meeting of the African Cashew Alliance in Maputo, Mozambique, on March 22 and 23. The USAID Trade Hub will also use this meeting as an opportunity to identify nut suppliers in the region with the potential of meeting regional and international demand.

Customs Modernization & Transport Facilitation



The USAID Trade Hub is undertaking several activities to assist Malawi to address trade facilitation issues.

- Ranga Munyaradzi will travel to Malawi on March 15 and 16 to have a joint meeting with USAID Malawi, MCA Project and Malawi Revenue Authority in Blantyre to work out a program of technical assistance for the Malawi Revenue Authority.
- From March 19 to 23 Ranga Munyaradzi, Bridget Chilala, Trade Capacity Building Director, and Evans Marowa, Transport Advisor, will be in Malawi to undertake a detailed assessment of the status of trade facilitation in Malawi against the latest proposals produced by the WTO Trade Facilitation Group.

Customs Modernization & Transport Facilitation



A Time Release Study (TRS) is designed to measure the time required to clear goods through Customs and to identify inefficiencies in the Customs clearance process

- Between March 25 and 31, Ranga Munyaradzi, together with Robert Struthers of the World Customs Organization, will travel to Zambia to facilitate the final phase of the Time Release Study. This involves analysis of the data and the preparation of a National TRS Report with findings, conclusions and recommendations. Once completed, the Report will be handed over to the Commissioner-General of the Zambia Revenue Authority.
- Ranga Munyaradzi will continue to work with *Alfandegas de Mozambique* to finalize the World Customs Organization (WCO) Time Release Study (TRS) as well as to plan for a regional workshop on “The Role of Customs in Management and Control of Chemical Products”, which is scheduled for April 2007 in Maputo.
- Ranga Munyaradzi will continue to monitor the progress of the implementation and roll-out of the Single Administrative Document (SAD) 500 in Zambia and to other non-SACU countries. A meeting of the TKC / Dar-es-Salaam Corridor Customs Working Group to review progress and Action Plan is scheduled to take place in the months to come.
- Bridget Chilala, Evans Marowa and Ranga Munyaradzi will be in Luanda, Angola, from February 25 to March 1 in order to present the findings of the assessment of the status of trade facilitation in Angola. Feedback on the draft report is expected in the coming weeks, and the final report is expected for release in April.
- Evans Marowa will continue to monitor the preparation of a work plan to roll out the Martin’s Drift-Grobler’s Bridge Pilot Cross Border Overload Control System to the TKC and the Kazungula Ferry Border Post. Finalization of the implementation plan is pending feedback from the Customs departments of the affected countries with respect to the adequacy of current legislation to support permanent implementation of this system.
- Evans Marowa will interact with the World Bank Sub-Saharan African Transport Program (SSATP) Regional Coordinator to facilitate programming of SSATP support for corridor observatories along the Dar es Salaam, Maputo and Trans-Kalahari corridors.
- A draft report of the findings of a preliminary fact-finding study conducted to assess the possibilities for creating a regional passenger and cargo air logistics hub in Botswana for the region will be finalized during the month of March.



The USAID Trade Hub will be working with the SADC Secretariat to undertake an audit of the implementation of the SADC Trade Protocol.

- Short-term consultant Sutherland Miller will continue consultations with the Swaziland Investment Promotion Authority (SIPA) and various agencies in Swaziland to conclude an action plan for the implementation of the Swaziland Investor Roadmap recommendations.
- The Trade Hub will submit the survey on non-state actors in relation to EPA negotiations, covering Angola, Mozambique, Tanzania and Namibia to the EPA Unit at the SADC Secretariat.
- Paulina Elago, Trade Facilitation and Capacity Building Deputy Director, will continue preparation and planning for the training on negotiations skills for the Mohloli Chamber of Business in Lesotho.
- The USAID Trade Hub will undertake research for the publication of a guide to preferential trade arrangements applicable to Lesotho.
- Paulina Elago will coordinate with the U.S. Embassy and USAID Mission in Namibia to plan and prepare for private sector outreach activities in Namibia.
- Paulina Elago and Bridget Chilala will start planning for a Trade Policy Workshop for Madagascar in collaboration with the Ministry of Economy, Private Sector and Trade.
- From March 19 to 23 Maxine Kennett, Keith Jeffries and Amanda Hilligas will visit Luanda, Angola, to discuss technical assistance needs with the Angolan Central Bank (BNA) and to explore the possibility of undertaking an ethanol export feasibility study.
- Bridget Chilala will continue to work on developing the scope of work for undertaking an audit of the implementation of the SADC Trade Protocol and developing a trade compliance monitoring mechanism for the SADC Secretariat. This work will ascertain the preparedness of SADC Member States to attain a Free Trade Area by January 2008.
- Bridget Chilala continues to follow up with the Commonwealth Secretariat on trade in services with the possibility of running some trade in services training programs in the southern African region.
- Bridget Chilala is preparing for a training session on the WTO Safeguard Agreement for the Zambia Investigations Team comprising business representatives and the Ministries of Commerce Trade and Industry, Agriculture and Finance as well as the Zambia Revenue Authority.
- Dr. Keith Jefferis, the USAID Trade Hub's Economic Advisor, has prepared a scope of work for a study on energy issues in the Southern African region which will review legal and regulatory barriers to private sector energy provision, access to distribution and transmission facilities, and the operation of electricity markets. It is anticipated that the study will identify where interventions and policy reform could assist private sector investment in electrical generation capacity and in efficiently meeting the region's rapidly increasing energy needs. The study is expected to commence in late March 2007 and be completed by June.

Trade Capacity Building

WORLD TRADE ORGANIZATION



The USAID Trade Hub continues to assist Southern African countries to comply with WTO rules.

- ⇒ Keith Jefferis has prepared a note on the impact of price changes in the cattle and beef industry on household incomes and poverty. The note draws on existing data and research, and concludes that the price changes introduced in early 2006 added significantly to rural incomes, in areas where poverty is most severe, but reduced living standards in urban areas due to the higher cost of meat consumed. The note points to further areas of work that could help to improve knowledge and understanding of the poverty impacts of pricing policies in the cattle sector, including ways of making overall poverty impact assessments, taking account of the different impact channels. Dr Jefferis will also prepare a short note on cattle supply response to price changes.
- ⇒ The draft report prepared by Sam Mensah on the harmonization of listing regulations in SADC Stock Exchanges has been submitted to the Committee of SADC Stock Exchanges and the individual member stock exchanges for comment. The report will be finalized during March.
- ⇒ Keith Jefferis has prepared a number of scopes of work in response to a request from the US Embassy in Angola and the Banque Nacional de Angola (BNA) for assistance in improving the functioning of the financial system in Angola. A team from the Hub comprising Keith Jefferis, Maxine Kennett and Amanda Hilligas will visit Luanda during March to discuss this work further and finalise the composition of the assistance that will be provided by the Hub in respect to financial sector reform in Angola.

Outreach & Dialogue for Competitiveness



The USAID Trade Hub will be making extensive usage of the films in the Trade Hub's Trade Issues Film Series during the Private Sector Advocacy Week for Malawi in March.

- ⇒ Lawrence Johnson, Regional Trade Advisor with USAID/Southern Africa, and Martin Norman, Hub Manager will travel to Malawi where the USAID Trade Hub in coordination with USAID / Malawi, the U.S. Embassy in Malawi, and the Malawian Chamber of Commerce and Industry (MCCCI), is organizing a Private Sector Advocacy Week, designed to strengthen private sector associations and chambers of commerce and to improve their effectiveness in advocating for position regulatory change.
- ⇒ Similar events for the private sector using the Trade Issues Film Series will also be programmed for Lesotho, Namibia, Mozambique, and Madagascar. Martin Norman, Hub Manager, will be overseeing the subtitling of the 5 films in the Trade Hub's Trade Issues Film Series into Portuguese and French for use in Angola, Mozambique and Madagascar.
- ⇒ In celebration of Women's History Month in the United States, the U.S. Embassy in Botswana will organize a digital video conference for businesswomen entitled, "Growing your Business". The USAID Trade Hub-sponsored Membership Campaign coordinator of the Botswana Women in Business Association (WIBA), Leah Gabaeme, will assist the U.S. Embassy in Botswana with mobilizing approximately 30 participants for the event, and Amanda Hilligas will speak at the event on the opportunities that exist under AGOA.
- ⇒ Gina van Schalkwyk, Information and Communications Coordinator, is working on the eighth issue of the Trade Hub's flagship news publication *Inside Southern Africa Trade (INSAT)*. It will focus on Economic Partnership Agreements in Southern and Eastern Africa and will be published at the end of March

Outreach & Dialogue for Competitiveness



The USAID Trade Hub continues to support the activities of the Botswana Women in Business Association (WIBA).

- The USAID Trade Hub will be reviewing an MOU between the Botswana Women in Business Association (WIBA) and the bank they have chosen to administer their savings mobilization scheme. The Trade Hub will also assist with the launch of the service.
- In the process of approaching a dozen businesswomen's organizations in Southern Africa with an offer of assistance, the USAID Trade Hub has taken steps to meet the needs of several of these organizations. The Trade Hub will be giving financial assistance to the Angolan Women's Business Federation for organizing their Third Annual Businesswomen's Forum which is expected to be attended by more than 100 women from 18 Provinces of Angola on March 19 and 20. The Trade Hub will also be assisting Imbita Women's Finance Trust in Swaziland with several areas of institutional building and microfinance.
- Clare Olaki will be supporting the Southern African Global Competitiveness Trade Hub on a short-term basis from March 5 to June 1 with its private sector outreach activities. Among other duties, she will assist with the coordination of five private sector outreach events in Malawi, Namibia, Mozambique, Lesotho and Madagascar and research and draft reports on the nature of private sector involvement in trade policy, trade advocacy and trade facilitation.
- On March 8, short-term consultant Les Kugel will arrive in Gaborone, Botswana, to meet with Jeffrey Humber, an energy consultant, and USAID/Southern Africa to discuss the energy sector. During his visit, Mr. Kugel will also review the regulatory framework with regard to power generation and distribution within SADC and identify possible constraints to the involvement of the private sector in contributing to generation and transmission solutions.

Recent Highlights



Elephant Pepper, a socially conscious Zambian manufacturer of gourmet chili sauce is exploring an opportunity to expand its exports to the US.

Success Story in the Making

Sun Rich International, a gourmet food company based in Chicago, Illinois, is in discussions with Elephant Pepper in Zambia with respect to launching its chili sauce as part of a gourmet African product line. The USAID Trade Hub partnered with the Market Access, Trade and Enabling Policies (MATEP) Project, based in Lusaka, to facilitate the visit to Livingstone and Lusaka. Elephant Pepper Development Trust has worked to develop elephant management strategies for rural communities through a multi-faceted approach, which is essential in order to address the larger issues of the human-wildlife conflict between rural farmers and elephants. The brand promotes the project which utilizes practical tools for crop protection through cost effective chili-based deterrents. Chilies contain the chemical compound capsaicin which is extremely effective against elephants that often destroy the crops of rural farmers in the Zambezi Valley.

Two Sun Rich International representatives toured the region during February. Sun Rich is developing an African product line for launch later in the year. Hub staff accompanied the representative to meet producers in South Africa, Zambia, Malawi and Mauritius. Products considered include sauces, specialty teas, rice, salt, savorys and seafood. It is anticipated that Sun Rich will pick up a number of products from Southern Africa for the launch of their new African line. The Hub will continue to work with both Sun Rich and regional producers to ensure the conclusion of transactions.



On February 1 the USAID Trade Hub hosted Sonja Kurz, Yvonne Ruf, Oswald Chinyamakobvu, Leon Skashinski and William Finseth.

Events, High Level Visits, and Meetings

- On February 1 the USAID Trade Hub received Dr. Sonja Kurz, GTZ Trade and Economic Policy Advisor to SADC Secretariat, Yvonne Ruf, GTZ Governance & Reform Programme Advisor to SADC Secretariat, Dr. Oswald Chinyamakobvu, SQAM (Standards, Quality Assurance and Meteorology) Expert, Leon Skarshinski, USAID Trade Advisor to the Botswana Ministry of Trade and Industry, and William Finseth, Economic Advisor to the Ministry of Trade and Industry, at the USAID Trade Hub for a briefing on the Trade Hub, its history and its activities.
- On February 2, Maxine Kennett, Paulina Elago and Bridget Chilala met with Peter O'Brien of the African Development Bank to discuss trade related projects and donor coordination.
- Gina van Schalkwyk and Diana Phillimon, Communications and Project Assistant, traveled to Johannesburg from February 5 to 9 to undergo web development training to enhance the USAID Trade Hub's capacity to use the web as an interactive communications tool.
- On February 5, Paulina Elago attended a roundtable discussion on the EPA negotiations, "Prospects and Challenges for Southern Africa," organized by the South African Institute of International Affairs (SAIIA), in Johannesburg, South Africa. The main speaker was Dr. Yenkong Ngangjoh-Hodu of the Nordic Africa Institute, and joining him as discussants were Jorge Peydro Aznar, Head of the Political and Economic Section of the EC Delegation to South Africa, and Xavier Carim, Chief Director, Policy and Trade Negotiations of the Department of Trade and Industry in South Africa.
- Three representatives from the Southern Africa Enterprise Development Fund (SAEDF)—President and CEO, Malcolm Pryor, CFO Emmanuel Appiah Qua-Enoo, and Senior Vice President and General Counsel Layn Saint Louis—visited the Trade Hub on February 7 for a briefing on Trade Hub activities and to explore possibilities for collaboration.
- On February 12 Maxine Kennett met with Mr. Rehabeam Shilimela to discuss his involvement in a FOPRISA/SADC research project titled "Monitoring Integration in SADC."
- Martin Norman, Rekha Lal, Bogadi Matsetse, and Diana Phillemon attended a regional J-1 Visa Training Session at the facilities of USAID / Southern Africa on February 12.
- On February 14 the Trade Hub hosted a general meeting of the Botswana Women in Business Association (WIBA) where 87 women were present to discuss new initiatives in WIBA, the latest news on the savings mobilization scheme, and view the Trade Hub film *Private Sector Advocacy: Speaking as One for Policy Change*.
- On February 14 and 15, Paulina Elago and Eckart Neumann, a tralac Associate, conducted a training course on rules of origin in Luanda, Angola, at the request of the Ministry of Industry in Angola. Approximately 35 participants from various government ministries and agencies involved in ongoing trade negotiations attended the course.

Recent Highlights



The Hub continues to work with the South African and Mozambican authorities and the MCLI to improve the use of the Maputo Corridor.

Events, High Level Visits, and Meetings

- Maxine Kennett attended a Maputo Corridor Logistics Initiative (MCLI) meeting in Nelspruit, South Africa, on February 15 to discuss “awakening a giant” and invigorating the usage of the Maputo Corridor.
- On February 16 Maxine Kennett traveled to Lebombo Border Post and South African Revenue Service (SARS) Cargo Processing Centre at Komatiport in South Africa to familiarize herself with the work on the Maputo Corridor.
- From February 19 to 23 Paulina Elago and TSG consultant Sutherland Miller II traveled to Swaziland to facilitate a process improvement workshop in relation to implementation of the Swaziland Investor Roadmap recommendations. The workshop brought together approximately 40 participants from key agencies responsible for company registration, trade licensing and entry permits as well as private sector representatives. Participants designed plans and strategies to speed up implementation of specific recommendations related to those three areas as addressed in the Swaziland Investor Roadmap.
- Ranga Munyaradzi attended a review meeting on the roll-out of the SAD 500 in Zambia from February 20 to 21. The USAID Trade Hub continues to work towards the roll-out of the SAD 500 in all SADC countries, with Malawi and Tanzania next in line.
- From February 21 to 23 Evans Marowa traveled to Windhoek, Namibia, to facilitate a working meeting of the Trans-Kalahari Corridor Management Committee (TKCMC) co-chairpersons to finalize recruitment of the Program Coordinator. On February 23 he also met with the Department for International Development (DFID) in Johannesburg, South Africa.
- On February 21 Maxine Kennett and several other Trade Hub representatives attended an American Business Council (ABC) reception in Gaborone, Botswana.
- On February 26 Ranga Munyaradzi was in Zambia to assist the Government of Zambia with the roll out of the WTO/WCO/World Bank trade facilitation tool kit.
- The USAID Trade Hub hosted a Botswana-Namibia private sector meeting on February 27 with the presence of the Botswana Cattle Producers Association (BCPA) to discuss the impact of the EPA negotiations on exports.
- From February 26 to 28, Bridget Chilala, Ranga Munyaradzi, Evans Marowa, and short-term consultant Donaldo “Duca” Hart presented the reports and findings of the assessment of the status of trade facilitation of Angola to the Angolan Government and relevant private sector stakeholders. The report was finalized in January. The findings and recommendations will assist Angolan policy makers in coming up with a comprehensive package of issues for World Trade Organization (WTO) trade facilitation negotiations.



Peter Mabeo of Mogomotsi Enterprises, based in Gaborone, Botswana, is benefiting from USAID Trade Hub assistance in preparing to export his contemporary wood furniture line to the US.

Projects, Papers, Studies & Other Highlights

- The USAID Trade Hub engaged the services of Gideon Phiri and Pascoa Themba to undertake a survey of Non State Actors (NSA) in the Namibia, Angola, Mozambique and Tanzania with a view to identifying the main private sector and other NSA leaders and opinion formers for facilitating closer consultation and coordination between the SADC EPA (Economic Partnership Agreements) Unit and the private sector with respect to EPA negotiations. In that regard, Gideon Phiri visited Namibia from January 29 to February 1 and then Tanzania from February 5 to 9 while Pascoa Themba covered Mozambique during the first week of February and Angola between February 12 and 16.
- South Africa's Category 9 submission has been sent to the United States government for official review and approval. The Trade Hub worked with the Department of Trade and Industry in South Africa and with firms included in the submission.
- In response to a request to the USAID Trade Hub from SADC for technical assistance in relation to transport and infrastructure, during the month of February SADC provided the Trade Hub with their infrastructure work plan, for the purpose of discussing areas for collaboration with the Trade Hub.
- The Trade Hub is assisting Peter Mabeo of Mogomotsi Enterprises, based in Gaborone, Botswana, in selecting a sales agent for his contemporary furniture line that has gained the attention of Newsweek, the New York Times, Elle Décor, the City Magazine of New York, and The Toronto Star. The Trade Hub is working with the Africa Fast Track Trade program to send Mr. Mabeo to the International Contemporary Furniture Fair in New York in May with Russ Colvin, a specialist in wood furniture. From February 12 to 18 Mr. Colvin was in Botswana to assist Mogomotsi Enterprises.
- Craig Carlson, John Lamb and Mario Bacchiocchi recently conducted interviews with South African food retailers, distributors and processors to identify windows of opportunities for fresh produce from regional producers in the South African market. The report is being finalized and will be available for distribution shortly. For more information contact Craig Carlson at ccarlson@satradehub.org.
- The Trade Hub recently submitted the final report on a Fisheries Market Diversification Study to the Namibian Government. The study was conducted at the request of the Minister of Fisheries and Natural Resources and Minister of Trade. The study reviewed current value addition activities and market requirements and examined the market potential and viable options for improving the fishing industry.
- The Trade Hub provided information to a South African natural foods producer in their attempt to understand the requirements for importing nutritional supplements to the United States.
- In February, Mr. Carlson received a request from a South African specialty food company seeking a supply source of Birds Eye Chili. Subsequently, a possible source in Malawi has been identified and the connection made between the two entities.

Recent Highlights



The Hub has finalized a Compendium of Trade and Commerce Laws in Swaziland for the Federation of Swaziland Employers and Chamber of Commerce (FSE & CC)

- In an effort to identify a U.S.-based buyer, samples of macadamia nuts were sent to the United States. The supplier of these nuts, a Malawian firm, is looking to expand into the U.S. market and requested Trade Hub assistance in identifying potential buyers.
- During the past month the Trade Hub also responded to a request from a Malaysian-based firm looking for supplies of coconut products. The firm was provided with contacts for potential suppliers from throughout the region.
- During February, Paulina Elago worked together with the Trade Law Center of Southern Africa (tralac) to finalize the report on the Economic Partnership Agreements (EPA) review process.
- During the month of February, the USAID Trade Hub finalized a Compendium of Trade and Commerce Laws in Swaziland.