

PERSPECTIVES

FROM THE CORPORATE COUNCIL ON AFRICA

Vol IV, No. 7

Summer 1997

ATTRACTING CAPITAL TO AFRICA SUMMIT

Hillary Rodham Clinton was the keynote speaker at the "Attracting Capital to Africa" Summit dinner on April 22, 1997, at Westfields Conference Center in Chantilly, Virginia. The First Lady's address was complimented by a video message by President William J. Clinton to the gathering. Lucio A. Noto (Mobil Corporation), Donald V. Fites (Caterpillar) and Franklin Kennedy (HSBC Equator Bank) were the hosts for the evening.



First Lady of the United States, Hillary Rodham Clinton, addresses Summit participants.

This historic Summit brought together 700 American and African participants; never before has a summit of this nature been held in the United States. The Council presented two inaugural awards – The Global Marketplace and the U.S. Corporate Citizenship.

Mozambique, South Africa, Uganda, Ethiopia and Cote d'Ivoire were featured for "opening their economies to the global marketplace." Accepting the awards on behalf of their countries were H.E. Joaquim Chissano (President of the Republic of Mozambique), H.E. Thabo Mbeki (Executive Deputy President of the Republic of South Africa), H.E. Kintu Musoke (Prime Minister of the Uganda), H.E. Daniel Duncan (Prime Minister of Cote d'Ivoire), H.E. Kasu Yilala (Deputy Prime Minister of Ethiopia).

Douglas Ivester of The Coca-Cola Company received the U.S. Corporate Citizenship Award in recognition of its investment in Africa and its long-term commitment to sustainable economic growth across the continent.



President Chissano of Mozambique gives the "High Five" to Anadarko's Bill Sullivan after a round of golf.

The Corporate Council on Africa hopes these awards will challenge African countries and the American private sector to work towards expanding commercial opportunities in Africa.

U.S. Secretary of the Treasury Robert Rubin, World Bank President James Wolfensohn and South African Executive President Thabo Mbeki were featured speakers earlier in the Monday program. Throughout the day, 20 workshops were offered ranging from taxation to financing to the role of the private sector in political transitions.

Calling attention to recognition of the Summit, Executive President Mbeki characterized it as "the beginning of an African renaissance." Planning is underway for the '99 Summit.



Award participants: Prime Minister Musoke, Deputy Prime Minister Yilala, Executive Deputy President Mbeki, Prime Minister Duncan, President Chissano and Mr. Douglas Ivester.





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TO THE MEMBERS

The Corporate Council on Africa's "Attracting Capital to Africa" Summit was an unqualified success due to the remarkable confidence and trust that the American private sector and African government leaders placed in our organization. Although the Council has been able to chalk up many accomplishments over the past four years, the success of this organization is the result of the commitment of American and African business and government leaders to Africa's economic development.

Your participation in Council programs — the Summit, Trade and Outreach Missions, Meetings Programs, and Internships — is the strength of this organization. It is a great pleasure to serve such a diverse constituency who shares a common goal of improving the lives of the African people through what America knows best — business.

Please join me in giving praise to the CCA staff that supports you — the members of the Council. Chris Alion, Tracey Berry, Kelly Ewing, Nicole Lescarbeau, Sim Moats, Sylvia Freeman, Elizabeth Tsehai, and Mary Swann make mountains seem like mole hills.

We look forward to continuing our work on your behalf. Please mark your calendars for the next "Attracting Capital to Africa" Summit in the Spring of 1999.

David H. Miller
Executive Director



WORKSHOPS AT THE 1997 ATTRACTING CAPITAL TO AFRICA SUMMIT

The Attracting Capital to Africa Summit provided a forum for American businesses to discuss issues confronting the African marketplace. The workshop sponsors chose topics that would provide the general public with a better understanding of the realities of doing business in Africa. The issue papers will be compiled and published in a book entitled Perspectives of the American Private Sector.

- #1 **NIGERIA: THE ROLE OF THE PRIVATE SECTOR IN ACCELERATING ECONOMIC GROWTH**
Sponsor: Mobil Corporation
Moderator: Mr. Richard Kramer
- #2 **UTILIZING PROGRESSIVE TAXATION PRACTICES TO ACCELERATE ECONOMIC GROWTH**
Sponsor: The Coca-Cola Company
Moderator: Dr. Roy Bahl
- #3 **DEVELOPING OPPORTUNITIES FOR HARD ROCK MINING IN AFRICA**
Sponsor: Caterpillar Inc.
- #4 **HEALTH CARE ECONOMICS AND DISEASE MANAGEMENT IN AFRICA**
Sponsor: Eli Lilly and Company
Moderator: Mr. Christopher J.L. Murray
- #5 **ANGOLA: THE ROLE OF THE PRIVATE SECTOR IN ACCELERATING A NATIONAL RECONSTRUCTION**
Sponsor: Amoco Corporation
Moderator: Ambassador Paul Hare
- #6 **PRIVATIZATION IN AFRICA**
Sponsor: HSBC, Equator Bank
Moderator: Mr. Edward V.K. Jaycox
- #7 **MARKETING A REGION FOR TRADE AND INVESTMENT**
Sponsor: UNDP
Moderator: Dr. Louis Wells
- #8 **FINANCING INVESTMENT FOR GROWTH IN AFRICA**
Sponsor: African Development Bank
Moderator: Pres. Omar Kabjaj
- #9 **INVESTING IN AFRICAN TRANSITIONS**
Sponsor: Lazare Kaplan International Inc.
Moderator: Mr. Maurice Tempelman
- #10 **OPPORTUNITIES FOR INFRASTRUCTURE DEVELOPMENT WITHIN SADC**
Sponsor: ENRON
Moderator: Ambassador Herman Cohen

- #11 **U.S. POLICIES THAT AFFECT TRADE AND INVESTMENT DECISIONS WITHIN AFRICA**
Sponsors: CAMAC Holdings, Inc.
Moving Water Industries
Moderators: Mr. Warren Glick
Mr. Louis Guadagnoli
Mr. William Buckman
- #12 **WORLD BANK - PRIVATE SECTOR PARTNERSHIPS IN AFRICA**
Sponsor: World Bank
- #13 **EMERGING TRANSPORTATION TECHNOLOGIES IN AFRICA**
Sponsor: General Motors
Moderator: Dr. Barbara Richardson
- #14 **FISCAL TERMS AND THEIR IMPORTANCE IN STIMULATING INTERNATIONAL OIL AND GAS INVESTMENTS**
Sponsor: Exxon
Moderator: Mr. Louis Smith
- #15 **EXPANDING TRADE, INVESTMENT, AND DEVELOPMENT OPPORTUNITIES WITHIN SADC**
Sponsor: Archer Daniels Midland
Moderator: Mr. Jude Kearney
- #16 **U.S. PUBLIC-PRIVATE PARTNERSHIP: A FORMULA FOR STRENGTHENING THE AFRICAN PRIVATE SECTOR**
Sponsor: United Meridian International Corp & CMS NOMEKO
Moderator: Dr. Warren Weinstein
- #17 **FREE TRADE ZONES IN AFRICA: LOCAL AND REGIONAL IMPACT AND POSSIBILITIES FOR US BUSINESS**
Sponsor: Sooner Pipe Supply Corporation
Moderator: Dr. Howard Stein
- #18 **ALGERIA: A NATION IN CHANGE**
Sponsor: Anadarko Petroleum
Moderator: Dr. William Quandt
- #19 **ALGERIA: CREATION OF SMALL AND MEDIUM SIZED ENTERPRISES IN ALGERIA — THE BONUS FROM PRODUCTION SHARING**
Sponsor: M.W. Kellogg
Moderator: Ambassador Robert Pelletreau
- #20 **TELECOMMUNICATIONS PRIVATIZATION: THE IMPACT ON ECONOMIC GROWTH AND EMPLOYMENT**
Sponsor: SBC Communications

COUNCIL PROGRAMS

CORPORATE COUNCIL ON AFRICA SIGNS \$252,000 USIA GRANT FOR AFRICAN BUSINESS EXCHANGE

The Corporate Council on Africa and the United States Information Agency launched a \$252,000 grant for the Business Program for Africa on May 21, 1997. This grant will provide training at American corporations for 50 mid-career African business executives, and will strengthen professional and personal relationships with members of the African private sector. This translates into stronger commercial ties between Africa and the United States.

Present at the signing at the General Motors Building in New York City was Dr. Sam Nujoma, President of Namibia; Mr. John Finnegan, Vice President and Treasurer of General Motors Corporation and Mr. Bill Brooks, Vice President for Corporate Affairs of General Motors Corporation. Ms. Helen Picard, Deputy Director of the Africa Office at the United States Information Agency and Mr. David H. Miller, Executive Director, Corporate Council on Africa signed the grant for their respective organizations.

The first African executives selected for the program will come from Namibia to General Motors. The Corporate Council on Africa is pleased that General Motors, a founding member of the Council, is taking a corporate leadership role.

This initiative is a concrete example of the commitment of the 153 members of the Corporate Council on Africa to the development of the private sector. Four sectors have been identified for this program—transportation, telecommunications, petroleum and finance/insurance. The uniqueness of the Business Program for Africa also lies in its funding. Corporate hosts will pay approximately 70% of the cost of each participant.

The Corporate Council on Africa also salutes General Motors for its generous donation today of \$196,000 to the Windhoek Vocational Training Center in Namibia. General Motors will provide hardware, spare parts, training, tools and two vehicles for use at the Center.

Other companies interested in becoming part of this innovative program should contact Elizabeth Tsehah, The Corporate Council on Africa (202) 835-1115. Internship positions are filling up fast. Please call today to reserve your spot.



HEALTHCARE MINISTERS

At the conclusion of the "Attracting Capital to Africa" Summit, nine African Health Ministers and healthcare officials from Algeria, Botswana, Cote D'Ivoire, Ghana, Kenya and Uganda embarked on a five city (Indianapolis, Boston, Princeton, Philadelphia and Baltimore) U.S. program. The group learned about America's healthcare system and the private sector's role in health initiatives from April 22-May 3.

CCA member companies Eli Lilly and Company, Bristol Myers Squibb and Wyeth-Ayerst Division of American Home Products joined with other healthcare providers to expose the



The Health Ministers with representatives from Wyeth-Ayerst International

group to the quality of goods, services and management that exist in the U.S.

The Council was pleased to join in partnership with the U.S. Trade and Development Agency to introduce these nine African healthcare officials to the U.S. pharmaceutical industry and looks forward to working on future programs in the medical sector.



PHOENIX TRADE AND INVESTMENT CONFERENCE

On the heels of the "Attracting Capital to Africa" Summit, David Miller, Executive Director, Chris Alion, Membership Services Director and Mary Swann, Public Relations Director took off to participate in the annual U.S. Departments of State, Commerce and Corporate Council on Africa Trade and Investment Seminar in Phoenix, Arizona. Rob Scharar, President, FCA Corp and fellow CCA member, was the keynote luncheon speaker.

Approximately 100 people participated in this one day conference on "what's available" on Africa. The following day the participants took full advantage of the private meetings with U.S. Government officials and CCA staff.

Preliminary plans are underway for the '98 joint conference with sights towards holding the conference in New Orleans.



**WE'RE CHANGING
OUR LOOK.
WATCH FOR THE
NEW VERSION OF
PERSPECTIVES
FALL 1997**

AFRICAN ISSUES

RESTORATION OF DEMOCRACY AND PRIVATE INVESTMENT FOR ECONOMIC DEVELOPEMENT IN SIERRA LEONE

WHY INVESTORS ARE NOT MAD TO CONSIDER INVESTING IN SIERRA LEONE

by Darlington Komba Brima

Sierra Leone has now reached a state of near anarchy. The democratically elected government of President Ahmed Tejan Kabbah has been ousted by junior officers unable or unwilling to prevent widespread looting and vandalism by the criminals they freed from the central prison and by their zealous followers. Rural-based rebels have entered the capital city of Freetown and joined in terrorizing citizens and stealing whatever was available. The rebels and the leaders of the coup d'état are also fighting each other and both are combating the multinational West African peacekeeping force known by its acronym, ECOMOG. The ousted government has vowed to return and seems to have the support of most citizens and some elements of the military. As this article is written, Sierra Leone's future as a democratic country hangs in the balance. Nearly everyone would assume that this is certainly not the time to be thinking about investments in Sierra Leone. In fact, nearly everyone may be wrong.

Although Sierra Leone is a small country (about the size of South Carolina) with a population of about 4.5 million, it is endowed with an abundance of minerals (diamonds, titanium iron, bauxite, iron ore, gold and chromite), excellent agricultural potential and scenic resources. During the past 12 months of democratic government, and despite sporadic attacks by rebels violating the November 1996 peace accord, Sierra Leone was vigorously attempting to transform its economic infrastructure and regulatory environment with the help of the IMF, World Bank and the donor community.

Specifically, the government had established a legislative and services-based institutional framework for meeting the country's contractual obligations for the effective management of the export and trade sector as an integral part of macroeconomic management. Investment was one of the major priorities of the government and, prior to the recent turmoil, the government was engaged in rejuvenating investment and building capacity in:

- 1. The Ministry of Trade and Industry** which was being restructured to manage a liberalized trade system, develop a focal point for relations with the WTO and build its informational services capacity.
- 2. The Sierra Leone Export Development and Investment Corporation (SLEDIC)** which was designated as the focal point for trade and investment promotion and stressed enterprise counseling and trade support services.
- 3. The Institute of Public Administration and Management (IPAM)** which established a trade-related human resource de-

velopment capacity by providing courses in export management and international marketing with support from the Geneva-based International Trade Centre (ITC).

- 4. The Sierra Leone Standards Bureau** which, though not yet operational, had been designed to ensure the standardization of commodities and products and to help local manufacturers to improve export packaging and meet international health, safety and environmental requirements in order to enhance the competitiveness of local products and attract investors.
- 5. The Department of Customs and Excise** which was to facilitate the adaptation of legislation relating to customs and revise its policies, procedures and practices to conform to WTO standards with technical support from the UNDP and ITC.

These five institutions comprised the foundation for investor support in the country and represent part of a concerted government effort to attract new investment from both foreign and domestic investors in every sector of Sierra Leone's diverse economy. With the expected restoration of civilian and democratic government by ECOMOG and a resumption of donor aid, plans for strengthening these institutions can go forward.

The restoration of democracy in Sierra Leone through the combined efforts of a united West Africa will establish a new paradigm and serve as a warning to other African militaries that may be tempted

to mimic Sierra Leone's traitors. Because Sierra Leone could become the first symbol of a new determination to assure that democratic governments are not trampled by power-hungry soldiers, the post-coup second Kabbah government will be likely to benefit from an external peacekeeping force and a period of intense reconstruction of national institutions, including the military. In such an environment, marked by heightened international attention and enforced adherence to the country's constitution and laws, the ability of potential investors to gain sustained support from Sierra Leone's government and the foreign diplomatic and donor communities will be enhanced.

Any analysis of the present situation in Sierra Leone would be incomplete, unless it also takes into account the strong desire of the vast majority of Sierra Leoneans for democratic government and a free market economy that will help reduce poverty and create jobs. Investors are a key to Sierra Leone's future. Most Sierra Leoneans know this. The Kabbah government is committed to the reforms outlined above. The next few years may provide investors with surprising post-war opportunities in a country that has been written off by the short-sighted as hopeless.

Darlington Komba Brima, a Sierra Leonean, is currently pursuing joint degrees in Political Science and Development Studies at the University of Maryland. He served as an intern with the Corporate Council on Africa from 1996-April 1997. Previously he was an intern with the Democratic National Committee and Appropriate Technology International (ATI).



PERSPECTIVES: CRANE-MCDERMOTT BILL PUTS NEW EMPHASIS ON AFRICA

Congress and the Administration are on the verge of passing a piece of legislation that breaks the traditional linkage between African development and another new U.S. assistance package. The "African Growth and Opportunity Act," for the first time ever, acknowledges that growth and development in Africa are tied to strengthening the African private sector and promoting increased trade and investment.

The Crane-McDermott Bill, named for its two Congressional sponsors, enjoys bipartisan support and closely tracks the Administration's own new policy initiative for Africa. Legislative action, however, has been tied to other developments, including discussions of an Omnibus Trade Bill, which would authorize the Administration's "fast track" negotiation strategy.

The basic theme of the bill — building momentum for increased trade and investment with Africa — is one which the Corporate Council on Africa endorses. In fact, the idea of an Economic Forum and more frequent exchanges with African decision-makers on economic and commercial issues closely resemble some of the Council's earlier recommendations. Moreover, we have long advocated a greater use of the Trade and Development Agency and bringing individuals with strong private sector experience in Africa into the decision-making process at OPIC, EXIM, and the Office of the U.S. Trade Representative. However, there is some concern over a new set of "eligibility requirements" which may inject new and potentially disruptive issues into the private sector's trade and investment decisions.



AFRICAN ISSUES

TRADE SANCTIONS: THE WRONG WAY TO DETER

By Archie W. Dunham

Houston — The United States should begin a systematic search for alternatives to unilateral trade sanctions as they are currently applied. Sometimes it seems as though sanctions have become virtually the only tool in American foreign-policy kit. When I see a list of target countries, I am reminded of the old saying: "When your only tool is a hammer, every problem starts to look like a nail."

In thinking about the effectiveness of sanctions in general, I wonder if we are hitting our thumbs more often—and harder—than the nail. I do not question the goals of economic sanctions. Sanctions are often used in the fight against some of the most challenging problems us the world today—weapons proliferation, human rights abuse, drug trafficking and terrorism.

And sometimes, the United States must stand alone in observance of what it believes to be right. In those cases, U.S. companies will always stand with our government.

But unilateral sanctions should only be used as the foreign-policy tool of last resort. This is not the case today.

The United States has imposed sanctions against 10 nations. Stiffer sanctions are possible against some of these nations, and new sanctions may be imposed on six additional countries. Together, these countries represent a substantial chunk of the global market.

The increasing use of sanctions endangers the ability of American energy companies (and many other U.S. companies) to compete in international trade.

In many instances, unilateral sanctions do not have a major impact on the economies of the targeted nations. Rather, sanctions end up hurting American businesses, workers and consumers.

In a sense, unilateral trade sanctions sometimes equate to unilateral commercial disarmament.

From my own experience, I have seen the futility of unilateral trade sanctions. Two years ago, Conoco finalized plans to develop two offshore oil and gas fields in Iran. Today, a French company, Total, is developing those fields.

Conoco was precluded from developing the fields by the U.S. government's imposition of unilateral sanctions against Iran.

There are times at which unilateral sanctions are the best choice to be made, when other options prove lacking. But these other options are often ignored.

Exercising these options can provide remarkable results. Among the results: the business relation-

ships that now exist between American companies and nations, such as Vietnam and Russia, that were once military and political enemies.

In 1994, Conoco became the first U.S. energy company to develop a new oil field in the former Soviet Union with a Russian partner company. This resulted in the development of a major oil field above the Arctic Circle.

Virtually every American company now doing business in Russia would agree that the U.S. government has championed our interests there. Together, our goal has been to help preserve the new democracy by transforming the controlled economy of the past into a free-market economy of the future. This is an example of how American economic strength can be effectively used as part of U.S. foreign policy.

American companies' losing out to companies from other nations is not the only result of unilateral sanctions. They can also cause nations that otherwise would be eager customers to view U.S. firms as risky suppliers and business partners.

When our government believes trade sanctions are the only viable policy, more should be **done to win support from other nations.**

A good example of international cooperation on trade sanctions is the high degree of unity among the United States, the European Union and other nations in imposing trade restrictions and embargoes on Saddam Hussein's Iraq.

Instead of viewing American economic strength as a stick in international policy, our government should view it as the carrot. American industry can spread investment throughout the world, help develop new markets, aid the economies of emerging nations and create economic opportunity.

Hopefully, these actions will further the ideals of our nation and the goals of our foreign policy. History has shown that political obstacles crumble under the weight of economic forces.

Finally, it is time for American corporations that do business worldwide to take a more active role on the world stage.

It does little good for international companies to simply complain about unilateral sanctions. We must find ways to shed a brighter light on the ways that American business and industry can help promote our nation's ideals around the world.

Toward that goal, I urge other chief executives to join me in looking for ways to help our government cultivate its foreign policy goals without putting American industry at a disadvantage in the world trade competition of the 21st century.

Archie W. Dunham is President and Chief Executive Officer of Conoco, the energy subsidiary of DuPont. He wrote this article for *Bridge News*. The article appeared in the May 29, 1997 *Journal of Commerce*.



CAPE TOWN BID

The Corporate Council on Africa "wholeheartedly endorses Cape Town's Olympic bid for 2004," said Kase Lawal, CCA Board Member and CEO of CAMAC Holdings, Inc. This announcement was made at a luncheon honoring Penuell Maduna, Minister of Mineral and Energy Affairs in Washington, D.C. on July 29.

Mr. Lawal went on to say "the year 2004 will mark four decades since South Africa was expelled from Olympic competition. And how sweet it is that Cape Town is now a strong contender for hosting the games. All eyes will be watching on September 5th to see the outcome." Never before has an African city been considered. Two Olympic records have already been set – a record eleven cities were nominated as candidates for the 2004 Olympics and Cape Town made the short list.

"The role of the private sector – South African or American – can be compared to the Olympic flame. Every time we bring private sectors together, we have a torch relay similar to the run before the Olympic Games. We all have a common goal. We want a better life; we want prosperity for our countries. We have seen South Africa go from an isolated country to one of the world's ten big emerging markets. Many of us feel like the ocean that separates our two continents is only but a stream that is easily crossed," said M. Lawal.

The Corporate Council of Africa was pleased to host this luncheon in conjunction with the U.S. Trade and Development Agency (TDA), the Overseas Private Investment Corporation (OPIC) and the Export-Import Bank of the United States conference on South Africa. This was one of a series of conferences surrounding the United States/South African Binational Commission Meetings in Washington, D.C.

We thank the sponsors of this luncheon:

The Cocoa-Cola Company
HSBC Equator Bank
SBC Communications Inc.
Wyeth-Ayerst International
FCA Corporation
Mobil Corporation
Sigma One Corporation
Worldspace

In an effort to get a scoop, Mr. Lawal asked Minister Maduna, the point man for South Africa's Olympic bid, if he would reveal the identity of South Africa's Olympic mascot. It appears we will have to wait.



TRADE MISSIONS

ANGOLA/NAMIBIA TRADE AND OUTREACH MISSION

The Corporate Council on Africa and the U.S. Angola Chamber of Commerce are organizing a Trade and Outreach Mission to Angola and Namibia scheduled for September 8 - 17, 1997. Interested American companies can assess specific opportunities firsthand and meet with influential decision-makers. The Council staff is working closely with potential joint venture partners, high level African government officials and U.S. Embassy personnel to tailor individual itineraries for each trip participant. This trade and outreach mission, like all The Corporate Council on Africa's Trade and Outreach Missions, is designed to foster concrete commercial partnerships between the African and U.S. private sectors. Participation will give business executives the opportunity to efficiently pursue their business goals in Angola and Namibia.

The Trade and Outreach Mission is open to members of the Corporate Council on Africa and the U.S.-Angola Chamber of Commerce and non-members. For more information, please contact Nicole Lescaubeau, Trade Missions Director.

See agenda on Page 11.



TRADE AND OUTREACH MISSION TO BENIN AND TOGO

The Corporate Council on Africa, led by Ambassador David C. Miller, took a delegation of U.S. companies to the Francophone nations of Benin and Togo, July 28-August 2. The mission, sponsored by HSBC Equator Bank and The Bettis Group, underscored the CCA goal of creating strong and lasting commercial relationships with specific African countries.

After meeting with senior government officials and business representatives, participants saw why these two nations are known as both the "Gateway to Nigeria" and the "Gateway to West Africa." Both Benin and Togo possess tremendous opportunities in gold and phosphate mining, offshore hydrocarbon and gas exploration, consumer products, infrastructure development especially water projects and road development, telecommunications and privatization. The Free Trade Zone in Togo and the world class port facility in Cotonou provide excellent access to West Africa.



TRADE AND OUTREACH MISSION THE CONGO, EQUATORIAL GUINEA AND CÔTE D'IVOIRE

By all accounts, the *Trade and Outreach Mission* to the Congo, Equatorial Guinea and Côte d'Ivoire was a tremendous success. There were thirty-three participants on the Congo portion, twenty-nine on the Equatorial Guinea portion and forty-four on the Côte d'Ivoire portion. The exchange of technical and financial ideas have laid the foundation for future opportunities in all three countries. As a direct result of the *Trade and Outreach Mission*, six mission participants have announced their plans to pursue investments in these countries.

In the Congo, the participants met with the President, His Excellency Professor Pascal Lissouba, and had the opportunity to meet privately the Prime Minister and 10 ministers — as well as many local business people. The participants also spent a day in Pointe Noire where they met the Mayor and Prefect of Pointe Noire, the Director of the Port and Delivery Systems and the Pointe Noire Chamber of Commerce.

The delegation, including Congressmen Bill Archer and E. Clay Shaw and their wives, spent Saturday, January 11, 1997 morning on the Congo River on a boat cruise. Several Congolese Ministers were present and each Mission participant had invited a local businessperson of their choice. The Congo portion ended with a informal barbeque at Ambassador Hook's residence where several Congolese Ministers were present, as well as Dr. Jane Goodall who gave a short presentation on her sanctuary in Pointe Noire.

During the one-day visit to Equatorial Guinea, the mission participants were split into sector groups. The Trade and Outreach Mission sponsors met with President Obiang while the mission participants met with their appropriate ministers and officials. These small groups discussed business opportunities in Equatorial Guinea and potential future projects.

These meetings were followed by a question and answer briefing with the Chamber of Commerce. The delegation then went to the Presidential palace and had a reception/dinner with President Obiang. The Corporate Council on Africa rented the President of Niger's plane to take the delegation from Brazzaville to Malabo to Abidjan. The Nigerian government was well represented on the plane, with 15 ministers and other African officials. The two flights gave many mission participants the opportunity to discuss potential investments in Niger.

CONTINUED ON PAGE 9

'97 SUMMIT SNAPSHOTS PHOTOGRAPHS ON PAGE 7

1. Summit Co-Chair Donald V. Fites, CEO, Caterpillar Inc.; Corporate Citizenship Award Recipient Douglas Ivester, COO, The Coca-Cola Company; and CCA President Ambassador David C. Miller, Jr.
2. Golf Partners Larry Bailey, Coopers & Lybrand, and Jim Smiteman, United Meridian Corporation
3. Secretary of the Treasury Robert Rubin addresses Summit participants
4. The winning golf foursome: Mr. Millard Arnold, SA Secretary of Commerce Alec Erwin, Dr. Lucie Phillips of International Business Initiatives, Mr. Richard Tolbert
5. Cote d'Ivoirian Prime Minister Daniel Kablan Duncan and HSBC Equator Bank CEO, Frank Kennedy
6. World Bank President James Wolfensohn
7. Deputy Executive President of the Republic of South Africa Thabo Mbeki and Bill Robinson of Eli Lilly & Company
8. First Lady Hillary Rodham Clinton with Kevin Callwood, Emerging Markets Development and Malcolm Pryor of Pryor, McClendon, Counts & Company
9. Participants at the Amoco sponsored workshop
10. Ethiopia's Kassu Yilala with Mobil Corporation's CEO and Summit Co-Chair, Lou Noto
11. Namibia's Secretary of Transportation, U.S. Secretary of Transportation, Rodney Slater, and Major Joe Parker, General Motors Corporation
12. Vice President F.G. Mogae of Botswana talks with Maurice Tempelman, Lazare Kaplan International Inc.
13. Deputy Executive President Mbeki of South Africa greets Chrysler's W. Frank Fountain
14. Old Friends and Political Partners: Deputy Executive President Mbeki of South Africa with President Chissano of Mozambique
15. The Global Marketplace Awards and the U.S. Corporate Citizenship Award.



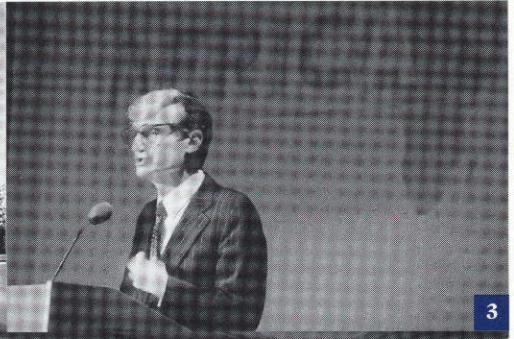
Trade and Outreach Mission participants pose with His Excellency Gnassingbe Eyadema, President of Togo.



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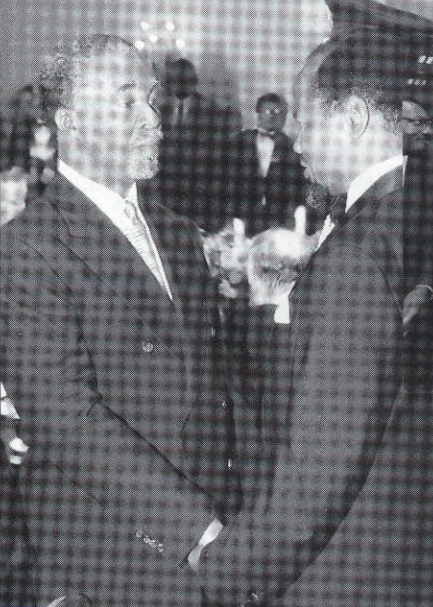
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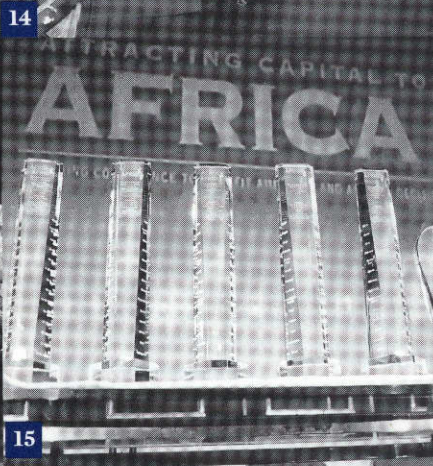
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SNAPSHOTS FROM '97 SUMMIT



NEW MEMBERS OF THE CORPORATE COUNCIL ON AFRICA

Companies are listed in the order they joined the Council

Triarm Healthcare Inc.:

Triarm operates in conjunction with its subsidiary Health First Afrique. They are involved in the establishment, development and management of clinical lab and diagnostic facilities. The focus is aimed at providing quality health care in Africa. While operating out of centers and mobile units, Health First Afrique is committed to providing culturally appropriate medical services, through the cooperation and involvement of local and indigenous medical experts.

International Wireless Inc.:

In association with Prodigy International Wireless Inc. wants to provide developing countries with state-of-the-art wireless telecommunication services at affordable rates, thereby stimulating economic growth and contributing to improved standard of living. IWI is presently pursuing license opportunities in West and Central Africa for, cellular communications, international toll, and paging systems.

Spatial Data Institute:

Spatial Data Institute is a consortium of six leading mapping technology and surveying firms, located throughout the U.S. We are the most extensive commercial capability in this field, with over 450 professionals. Our services provide worldwide, large scale, and innovative solutions to problems utilizing aerial photography, photogrammetry, surveying, hydrographics, GIS/mapping, and spatial data consulting. SDI desires to become a preeminent provider of mapping and surveying services in Africa.

The Centaur Corporation:

The Centaur Corporation is the Luxembourg Holding of a multinational business group with diversified strategic interests. The group includes an aviation division that is a leader in the packaging of medium size airport projects in Africa, while being a major shareholder in several regional airlines and the only successful fractional usage executive aircraft program in Europe and the Middle East. Another division develops tourism and real estate projects in Europe, the Middle East and Africa, with the third division specializing in infrastructure and energy programs such as power generation, water desalination and gas developments. The fourth division is specialized in investments in the financial sector, with an emphasis on the Middle East and Africa. The last division is for trading and investment related businesses such as the export-processing zone in Namibia and lube oil sales in Russia. All the various divisions of the Centaur Corporation strive at professionalism and leadership in dealing with projects that is both profitable but also positively contributing to the prosperity of the communities where they are implemented.

FCA Corp:

Based in Houston, FCA Corp has operated successfully for 22 years as an investment advisory firm, currently pursuing investment opportunities in the emerging African money markets. FCA is currently investing in stock

exchanges and intermediary-lending institutions in selected African countries, with a focus on deepening ongoing and future ventures and relationships. Through its division of International Advisory Services, FCA Corp has established strong contacts with African leaders, financial sectors and institutions, and provides marketing information to American business seeking market access. FCA Corp is currently involved in Senegal, Malawi, Zambia and Zimbabwe, with plans to expand its investment interests in the Southern Africa Region.

Hollis and Company:

Hollis & Company, LLC ("Hollis"), which is headquartered in Atlanta, Georgia with offices in the District of Columbia and Johannesburg, South Africa, is a multi-faceted firm offering a diverse array of professional services to U.S. multinationals in structuring, developing and implementing strategic business objectives internationally. Hollis is currently representing internationally several major U.S. multinationals in the aircraft engine manufacturing, building products, electric utilities, funds management, hospitality, investment banking and petro-chemical sectors.

ACDI/VOCA:

ACDI/VOCA (Agricultural Cooperative Development International/Volunteers in Overseas Cooperative Assistance) is a private, non-profit int'l development organization whose board of directors represents 35 of the United States' largest agricultural cooperatives in the entire U.S. farm credit system. Since 1963, ACDI/VOCA has worked in 24 countries in Africa. The firms' competencies and strengths have expanded by the recent merger of a highly respected voluntary services company (VOCA) with a management consulting organization (ACDI). ACDI/VOCA supports economic growth, agricultural productivity, and democracy and governance through its core focuses: strengthening producer cooperatives and associations, building agribusiness and trade links, and structuring rural financial systems. ACDI/VOCA currently manages its Africa portfolio through its offices in Cape Verde, Egypt, Ethiopia, Eritrea, Malawi, Mozambique, Uganda, and South Africa.

BET Holdings, Inc.:

BET Holdings, Inc. (NYSE:BTM), a media-entertainment company committed to maximizing its value to shareholders, clients and employees, and to establish BET as the most valued consumer brand within the black marketplace. BET Holdings' core business is Black Entertainment Television. Internationally, BET International, develops and coordinates the network's effort to distribute BET and BET On Jazz-produced programming throughout Africa, England and other foreign markets.

GTECH Corporation:

GTECH Corporation is the worlds largest on-line lottery company which holds 76 lottery contracts to operate, supply and support

lotteries in more than 30 countries on five continents. In 1997, GTECH was responsible for processing over \$80 billion in lottery transactions through its 240,000 retail points of sale, and invested more than 30 million in research and development. In addition to providing lottery products and services, GTECH, through its subsidiary Transactive Corporation, provides Electronic Benefits Transfer (EBT) services. EBT is the process by which federal and state benefits are transmitted electronically via an on-line debit card network, obviating the need for paper-based checks and coupons.

Wilson Global Communications:

Wilson Global Communications SA (Pty) Ltd is a full-service communications consultancy specializing in corporate image building, new market penetration, creative media products, event management and organizational transformation strategies. We assist clients in effectively and positively positioning themselves in the New South Africa with our team of trained and multi-lingual professionals. Recently, we expanded our services by partnering with Sinamuva Global Communications to offer employee benefit counseling and labor relations consulting. Our board includes Kopano, an investment arm of the Congress of South African trade Unions (COSTAU). Amongst our clients are the Coca-Cola Company and Alexander Forbes, and we recently organized an event involving US First Lady Hillary Rodham Clinton and Former Archbishop Desmond Tutu.

Sigma One Corporation:

Sigma One Corporation serves agribusinesses, worldwide, to expand international trade. Sigma One Corporation has assisted agricultural enterprises in over thirty countries in Africa, Latin America, Asia and the Middle East to improve market performance. We work with governments and regulatory bodies to promote business-friendly environments and we work directly with entrepreneurs to provide them with the business and technical Know-how to exploit favorable economic conditions and expand market opportunities.

LHR International Group, Inc.:

LHR International Group, Inc. is a corporation which provides political, policy and technical—analysis, advice and council based on reliable, impeccable "inside" information and extensive professional expertise—to senior government policy makers, including Heads of State and Foreign Ministers, throughout the world. LHR is staffed by skilled, reputable and well connected professionals, including former ambassadors and former senior policy makers from across the world, who reside in the United States. The corporation facilitates American business and corporate entities interested in exploring and entering the Africa and India commercial markets, through political/economic risks analysis, and entrees with key players in both the public and private sectors in these regions. LHR also offers recognized technical experience and expertise

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NEW MEMBERS OF THE CORPORATE COUNCIL ON AFRICA

Companies are listed in the order they joined the Council

in areas of population and development dynamics, reproductive and maternal/child health care delivery systems and evaluation systems.

Startec, Inc.:

"The Star of Worldwide Communications", STARTEC links Africa with the world and the world with Africa. A FCC 214 licensed Telecommunications Company; Maryland-based STARTEC offers high-quality, low-cost telephone service (including fax, Internet, debit cards and USA-direct calling). Backed by a proven marketing strategy aimed at international ethnic communities, STARTEC is an active participant in telecommunications privatization throughout Africa, and has offered advice, training and counsel to new Second Network Operators (SNOs) across the continent. STARTEC's management team boasts a wealth of on-the-ground experience in Africa. STARTEC entered the continents telecommunications market early in the company's existence and believe that a free, open and efficient telecommunications environment is a critical ingredient in paving Africa's road to democracy and free-market prosperity.

Raytheon Company:

Raytheon Company is an international, high technology company that operates in four business areas: engineering and construction, electronics, aircraft, and appliances. Raytheon Engineers & Constructors is one of the largest engineering, construction and maintenance firms in the world. It offers full-service capabilities to clients in such diverse markets as power, petroleum and gas, polymers and chemicals, pharmaceuticals and biotechnology, metals and mining, food and consumer products, pulp and paper, environmental, and infrastructure and transportation.

Stewart & Stevenson Services, INC.:

Stewart & Stevenson consist of three business segments: the Engineered Power Systems Segment, the Distribution segment and the Tactical Vehicle segment. The Engineered Power Systems segment design, engineers, services and markets engine-driven equipment principally utilizing diesel or gas turbine engines supplied by independent manufacturers. In addition, this segment offers operation and maintenance contracts for large gas turbine projects and petroleum production facilities. The distribution segment markets industrial equipment and related parts manufactured by others and provides in-shop and on-site repair services for such products. The Tactical Vehicle Systems segment has received contracts with the U.S. Department of Defense to manufacture the U.S. Army's next generation of medium tactical vehicles (the "Family of Medium Tactical Vehicles" or "FMTV").

Universal Marketing Group:

Universal has a bilingual staff experienced in American, Far Eastern and African markets. It has successfully completed projects with Chinese Ministries of Railways, Aerospace and

communications. Universal serves as purchasing agents for companies in oilfield development, mining and telecommunications. Through our efforts, many fine U.S. and Canadian products were exported to the Far East. They have also helped foreign companies set up warehouses, participate in trade shows and establish direct sales networks in America. In Africa, Universal has handled turnkey agricultural projects from joint ventures to rice and fish farming, livestock and food processing.

Overseas Bechtel Inc.:

Bechtel is a premier full-service engineering and construction company that operates globally through a network of wholly owned or joint venture companies. The company is an industry leader that has earned a tradition of accomplishment, integrity, technical excellence and the ability to complete projects, even under the most adverse conditions. Bechtel's expertise covers many industries, including power, petroleum, chemical, mining and metals, pipelines, civils, transportation, telecommunications, water, environmental and the industrial sector. Bechtel is committed to a culture of integrity, excellence, and continuous improvement while striving to create a better standard of living and higher quality of life in the many communities it serves throughout the world.

S.D.V. (USA) Inc.:

SDV has been involved with Africa through its multiple subsidiaries involved in transportation (shipping lines, stevedoring, trucking, warehousing, etc.) Today, our organization is in each African country with more than 15,000 employees. SDV (USA) is a natural partner for those interested in developing business in and out of Africa. Our experience is largely based on a long relationship built together with African colleagues. The largest representation in Africa lies in Senegal, Ivory Coast, Nigeria, Cameroon, Congo, Kenya, Zaire and Tanzanic.

Barden International Inc.:

Established in February 1996, Barden International, Inc. is engaged in the automotive processing, right hand drive conversion, upfit and distribution business in Namibia, Africa. The facility is designed to handle other manufacturing applications as well. Barden International is currently pursuing other business opportunities in southern Africa.

Qualcomm Inc.:

Qualcomm develops, manufactures, markets, licenses and operates advanced communications systems and products based on its proprietary digital wireless technologies. The Company's primary product areas are the OmniTRACS system (a geostationary satellite-based, mobile communications system providing two-way data and position reporting services), CDMA wireless communications systems and products for Cellular, PCS and wireless local loop applications, in conjunction with others, the development of Globalstar low-earth-orbit (LEO) satellite communications system. Other

company products include Eudora Pro electronic mail software, ASIC products, equipment and communication systems for government and commercial customers worldwide. Qualcomm is engaged in evaluating opportunities in several African countries.

Texaco Inc.:

Texaco Inc. and its affiliates help supply the worlds energy needs by finding and producing crude oil and natural gas, manufacturing and marketing high-quality fuel and lubricant products and operating transportation, and distribution facilities around the globe. Offshore operations in Angola and Nigeria constitute a core area for Texaco's exploration and producing units, and the company maintains a marketing presence in several countries of West Africa.

Marriott International Inc.:

"Marriott International, Inc. operates the broadest portfolio of brands of any lodging company in the world, offering travelers more than 229,000 rooms worldwide. The company's service group operates over 3,500 units in North America and Europe, providing food service and facilities management for clients in business, education and health care; senior living communities and services; and food service distribution."

The following new members information was unavailable at deadline: Cargill, The Obi Group, New Field, Emerson Energy Company, American Home Products, Louis Berger, General Electric, Bristol-Myers Squibb, Ernst & Young LLP, Hogan and Hartson, Integrated Packaging Corporation, Consolidated Steamship Agency, SF Partners, TriWorld International, Edge Systems, Oracle, Merrill Lynch, Intel West Africa, Jackson & Tull Chartered Engineers, Houses for Africa Ltd., Prodigy.



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TRADE AND OUTREACH MISSION THE CONGO, EQUATORIAL GUINEA AND CÔTE D'IVOIRE

In the Côte d'Ivoire portion, the delegation was split between governmental official meetings, private business meetings and corporate sponsored events. The mission began with briefings with the Prime Minister, Minister of Economy and Finance, Minister of Planning and Industrial Development and Minister of Commerce. Again, as in the Congo and Equatorial Guinea, the participants had private meetings with appropriate sector ministers and local business people.

The delegation met with the IMF, CEPICI and the Privatization Committee and the American Chamber of Commerce and a tour of the African Development Bank. The mission was sponsored by HSBC Equator Bank and the Bettis Group.



CORPORATE COUNCIL ON AFRICA EVENTS

PAST ACTIVITIES

November 21, 1996 – *Meetings Program* with the British Foreign and Commonwealth Office, Africa Research Group, Washington, D.C. Mr. David Throup, East and West Africa, Political Scene Ethiopia, Uganda, Somalia, Democratization and Peace Keeping, briefed the Council membership on the British perspective to matters pertaining to the African continent.

December 6, 1996 – *Meetings Program* with the **West African Enterprise Network Executive Committee**. The Club at Franklin Square, Washington, D.C. Members met with Mr. Jean-Baptiste Amichia, Coordinator, Cote d'Ivoire Enterprise Network and Board of Director ICBM, the Ivorian owned IBM affiliate; Mr. Ibrahima Makanguile, Coordinator, Mali Enterprise Network and President of the Cabinet Conseil Fiscal in Bamako; and Mr. Henry Okolo, Coordinator, Nigeria Enterprise Network and CEO of Aluminum Technology Products Plc. The WEAN mission pursues a dual purpose: To improve the business climate in West Africa and to promote cross-border trade and investment in the subregion. The delegation was accompanied by Deborah Orsini, MSI and Michel Courcelle, OECD/Club du Sahal.

December 6, 1996 – **Embassy of Cote d'Ivoire** Holiday Reception to honor the Corporate Council on Africa's *Trade and Outreach Mission to Cote d'Ivoire, January 12-16, 1997*. Ambassador of Cote d'Ivoire's residence, Washington, D.C.

December 8 – 17, 1996 – USAID/CCA Eritrea Reverse Trade Mission. **President Isaias Afwerki** accompanied by a delegation of cabinet ministers and private sector representatives to explore business opportunities with the United States. **The private sector group was taken to Houston, Texas and San Francisco, California to meet with the U.S. business community.** The delegation also met with the Under Secretary of the International Trade Administration, Mr. Tim Hauser while in Washington, D.C.

December 10, 1996 - Corporate Council on Africa Holiday Reception with **Eritrean President Isaias Afwerki** and members of the delegation to meet U.S. government and Washington, D.C. business community. The Cosmos Club, Washington, D.C.

December 10, 1996 – USAID/IFC/CCA Conference: Commercial and Investment Opportunities in Eritrea. The Council organized a highly successful program to focus on the burgeoning Eritrean marketplace. **Speakers included: President Isaias Afwerki; Mr. Jemal-Ud-din Kassam, Vice President, Investment Operations, IFC; Mr. Robert Allison, CEO, Anadarko Petroleum Corporation; and Ambassador George Moose, Assistant Secretary of State for African Affairs, Department of State.** Workshops focused on the Eritrean mining and petroleum, agriculture, banking and finance, and tourism sectors.

December 12, 1996 – **Embassy of The Congo** Holiday Reception to celebrate the Corporate Council on Africa's *Trade and Outreach Mission to Congo, January 7-11, 1997*. Embassy of The Congo, Washington, D.C.

January 7 – 16, 1997 – Corporate Council on Africa *Trade and Outreach Mission to The Congo, Equatorial Guinea and Cote d'Ivoire.*

January 30, 1997 – *Meetings Program: Business Trends in West Africa* featuring **Ambassador Lannon Walker, U.S. Ambassador to Cote d'Ivoire, Ambassador Edward Brynn, U.S. Ambassador to Ghana,** and the **Commercial Counselors from the U.S. Embassies in Lagos and Abidjan.** This forum enabled the senior State and Commerce staff to address business trends and opportunities for the U.S. business community in West Africa.

February 3, 1997 – Private Breakfast *Meetings Program* with **H.E. Alpha Oumar Konare, President, Republic of Mali.** The Cosmos Club, Washington, D.C. President Konare addressed members of the Council and U.S. government guests on the progress of democracy and business opportunities in Mali for the U.S. The program was sponsored by West African Distributors, Inc., Equator Bank Ltd. and NetCom Solution International.

February 4, 1997 – Private Reception and Dinner with **H.E. Yoweri Museveni, President, Republic of Uganda.** The University Club, Washington, D.C. President Museveni addressed the Council members on the Central Lakes region of Central Africa and the agriculture opportunities in Uganda. This well attended program was sponsored by Pryor, McClendon, Counts and Company, The Coca-Cola Company and International Wireless.

February 4, 1997 – Private Reception and Dinner with **H.E. Pascoal Mocumbi, Prime Minister, Republic of Mozambique.** Lespinasse Restaurant, Washington, D.C. This intimate event was an informal gathering of senior U.S. business officials investing in Mozambique. Prime Minister Mocumbi thanked the U.S. private sector and the Corporate Council on Africa for all their work in assisting Mozambique in its transition from a Marxist to a market economy.

February 6, 1997 – Meetings Program with **U.S. Ambassador to Algeria Ronald E. Neumann.**

February 24, 1997 – Private reception and dinner with **H.E. Ramtane Lamamra, Algerian Ambassador to the U.S. and Algerian government investment officials,** Federal City Club, Washington, D.C. This informative working dinner allowed Algerian government representatives to inform Council members and invited guests about the Algerian economy.

March 12, 1997 – Private reception and dinner for **H.E. Didier Ratsiraka, President, Republic of Madagascar.** This intimate gathering of President Ratsiraka's delegation met with Council members, U.S. Government officials and invited guests. President Ratsiraka thanked the CCA for their work with Ambassador Rajaonarivelo and the rest of the African Ambassador Corps, Economic Committee in calling for an economic agenda from the U.S.G. to the continent of Africa in June 1995. The policy paper is titled "Policy Recommendations for the Development of a U.S. Economic Agenda for Africa." President Ratsiraka also highlighted the economic potential for U.S. investors in the mining, spice, and telecommunications

industries. Telecel International sponsored this program.

March 19, 1997 – **New African Ambassador's Welcome Reception** honoring the Ambassadors from **Mauritius, Nigeria, Namibia, Uganda and Guinea-Bissau.** The Council introduced the new Ambassadors to key business and government personalities. The program was sponsored by The M.W. Kellogg Company, Lazare Kaplan International and AT&T.

April 14, 1997 – Private reception and business dinner with **Senior Algerian Agriculture and Investment Government Officials,** The Club at Franklin Square, Washington, D.C. Council members discussed developing the Algerian-U.S. trade in the areas of agribusiness and cereals imports, as well as industries that compliments the agriculture sector. The Algerians were represented by officials from the Prime Minister's office, finance ministry, agriculture ministry, commerce ministry, transport ministry, National Cereal Grain Import Organization and Food Processing Holding Company.

April 19 – 21, 1997 – Corporate Council on Africa *"Attracting Capital to Africa" Summit,* Chantilly, Virginia.

May 1 – 2, 1997 – Annual Department of Commerce/Department of State/Corporate Council on Africa *"Doing Business in Africa" Conference,* Phoenix, Arizona.

May 21, 1997 – Private Reception and Dinner with **Dr. Sam Nujoma, President, Republic of Namibia, Metropolitan Club, New York, N.Y.** This program allowed U.S. companies the opportunity to meet with President Nujoma to discuss the past history and economic future of this young country. The Corporate Council on Africa co-hosted this event with the Business Council for International Understanding, the African American Institute and Lazare Kaplan International.

June 13, 1997 – *Meetings Program* with **Dr. Charles A. Clarke, Chairman, National Coordinating Committee of the Ellen Johnson-Sirleaf Liberian Presidential Campaign.** Washington, D.C. The Council heard views of the election process in the Liberian Republic from a senior representative of the Unity Party in Liberia. The Unity Party is an umbrella organization of several major Liberian political parties.

June 26, 1997 – *Meetings Program* Update of the Democratic Republic of Congo with **Ambassador Marc Baas, Director Central African Affairs, U.S. Department of State.** The Club at Franklin Square, Washington, D.C. Ambassador Baas discussed the new government of Congo and provided the members of the Council with insight on the direction of U.S. Government policy towards the Congo.

July 8, 1997 – Private **cocktail reception** to celebrate the Corporate Council on Africa's *Trade and Outreach Mission to Benin and Togo, July 28 – August 2.* This program, open to Council members and invited guests celebrated the upcoming trade mission to these two countries. Ambassador Lucien Tonoukouin of Benin and Ambassador Kossivi Osseyi of Togo addressed the guests focusing on the economic future of their respective country.

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CORPORATE COUNCIL ON AFRICA EVENTS

July 21 - 25, 1997 - Corporate Council on Africa Orientation Visit of Telecom Officials from the Democratic Republic of Congo Washington, D.C. and St. Thomas, Virgin Islands. Mr. Roger Munyapenda, Technical Director and Mr. Frederic Bola, Legal Counsel, Ministry of Posts and Telecommunications were given an introduction to the U.S. telecommunication officials in regulatory affairs and private industry. Congo officials met with the Federal Communications Commission, World Bank/IFC, Intelsat, USAID, Department of State, Department of Commerce/International Trade Administration as well as members of the Council. This program was designed by the Government of Congo, the Department of Commerce (ITA) and the Corporate Council on Africa to assist the Congolese Government in designing a framework for regulating the telecommunications industry in Congo. The Congolese Government is planning a major conference of the telecommunications sector in late September 1997. This program was assisted by a grant from Atlantic TeleNetwork.

July 25, 1997 - Meetings Program with the Honorable Cynthia McKinney, Member, U.S. House of Representatives (D-GA). Council members addressed issues concerning OPIC and Ex-Im Bank funding and their importance in the African Trade Not Aid Initiative Bill in Congress. This program was sponsored by HSBC Equator Bank.

July 27 - August 2, 1997 - Corporate Council on Africa Trade and Outreach Mission to Benin and Togo. See related article on this very successful trip.

July 28, 1997 - U.S. Department of Commerce South Africa: A World Class Emerging Market, Trade and Investment Conference Welcome Reception. Sky Room, Hotel Washington, Washington, D.C. This event was co-hosted by the Franklin Kenan Institute of Private Enterprise and the Corporate Council on Africa. Guest speakers included Commerce Secretary William Daley; Deputy Treasury Undersecretary Lawrence Summers; Congressman Philip Crane; and South African Minister of Industry and Commerce Alec Erwin. The program was co-sponsored by Mobil, SBC Communications, Sigma One Corporation, Wyest-Aherst, The Coca-Cola Company, FCA Corp., and HSBC Equator Bank.

July 29, 1997 - Overseas Private Investment Corporation/Trade & Development Agency South African Trade and Investment Conference: Infrastructure & Development Luncheon Host. Marriott Metro Center, Washington, D.C. The Council hosted the Honorable Mr. Penuell Maduna, South African Minister of Energy and Mineral Affairs to address the conference attendees on the Capetown 2004 Olympic bid. Luncheon sponsors were Mobil, SBC Communications, Sigma One Corporation, Wyest-Aherst, The Coca-Cola Company, FCA Corp., HSBC Equator Bank and Worldspace.



Founding CCA Member Kase Lawal, CAMAC Holdings, Inc. and the South African Minister of Mines and Energy, Penuell Maduna on 7-29-97

July 31, 1997 - Meetings Program with Mr. Famara Ibrahima Sanga, President of the Economic and Social Council of Senegal. Washington, D.C. Mr. Sanga advises both the Head of State and Government of Senegal for efficient conduct of the nation's economic, social, cultural, scientific and environmental policies. Discussion focused on how to enhance U.S. - Senegalese economic relations. A further dialogue was agreed upon with a possible Senegal reverse trade mission coming to the U.S. This program allowed Council members working in Senegal to meet with one of the country's most respected and influential advisors.

August 14, 1997 - Working Group on the Democratic Republic of Congo (DROC) in Washington, D.C. Organizational Meeting was held to discuss the structure. This Working Group will coordinate the American private sector approach to rebuild and expand opportunities in the DROC.



UPCOMING EVENTS

September 8 - 17, 1997 - Angola and Namibia Trade and Outreach Mission. The Corporate Council on Africa will implement a Trade and Outreach Mission to Angola and Namibia. The Corporate Council on Africa will work in full cooperation with the U.S. Angola Chamber of Commerce on the Angola portion of the mission. Spots are still available on the Namibian portion. Please sign up early to reserve your spot.

October 2, 1997 - Meetings Program with H.E. Ibrahim Assane Mayaki, Foreign Minister, Republic of Niger, Washington, D.C.

October 8, 1997 - Policy Roundtable, Houston, Texas. The Corporate Council on Africa will host the first of two policy roundtables. The first will be in Houston followed by a Washington, D.C. program on October 23.

October 21, 1997 - World Bank Economic Forum on Equatorial Guinea. Private reception and dinner with President Obiang, Washington, D.C.

October 22, 1997 - Nancy Zucker Boswell, Transparency International, U.S. Representative will address a Meetings Program, Washington, D.C.

October 23, 1997 - Policy Roundtable, Washington, D.C. The Corporate Council on Africa will host the second of its policy roundtables.

November 5-6, 1997 - The Georgia Connection: A Forum to Foster Trade and Investment in Africa, Atlanta, Georgia. In cooperation with Congresswoman Cynthia McKinney, The Corporate Council on Africa will host a how to do business conference in Atlanta.

November 20, 1997 - Roundtable Discussion with U.S. Ambassadors at the U.S. Department of State's Chiefs of Mission Africa Conference. Private reception with Chiefs of Mission, State Department and Administration Officials and African Diplomatic Corps in the Benjamin Franklin Diplomatic Reception Room. Washington, D.C.

Plans are underway for the 1997 Policy Review for the Development of a U.S. Economic Agenda for Africa. We are expanding this highly successful program from the traditional Washington, D.C. area to include Houston, Texas on additional participation from CCA members.

Invited Speakers:

- Congressman Ed Royce, Chairman, House Subcommittee on Africa
- Rodney Slater, U.S. Secretary of Transportation
- Thomas R. Pickering, Under Secretary of State for Political Affairs
- William M. Daley, U.S. Secretary of Commerce



**THE CORPORATE COUNCIL ON AFRICA
US ANGOLA CHAMBER OF COMMERCE
TRADE MISSION SCHEDULE
ANGOLA AND NAMIBIA
SEPTEMBER 7 - 17, 1997**

**Saturday, September 6 and
Sunday, September 7, 1997**

- Mission Participants Arrive in Luanda

Monday, September 8, 1997

- Closed Door Briefings with U.S. Ambassador
- Meeting with President of Angola, His Excellency Mr. Eduardo dos Santos
- Briefings with the Angolan Ministers of Finance and Trade and Industry
- Amoco sponsored lunch
- Private Business Appointments with Angolan Ministers
- Evening Reception at the U.S. Ambassador's Residence - Honoring the Mission Participants

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THE CORPORATE COUNCIL ON AFRICA INTRODUCES NEW STAFF MEMBERS

SYLVIA G. FREEMAN

Chief of Staff

Sylvia G. Freeman joined The Corporate Council on Africa as the Chief of Staff on March 31, 1997.

Ms. Freeman comes to the Council from The Atlanta Committee for the Olympic Games where she worked in the Communications Department as a Public Information Manager. Prior to moving to Atlanta, she served as a commissioned officer in the United States Air Force as a Public Affairs and as an Executive Officer. Her tours of duty included Barksdale Air Force Base, Louisiana; Ramstein Air Base, Germany; Soesterberg Air Base, The Netherlands, and the Air Force Office of Public Affairs at the Pentagon in Washington, D.C.

She received a Masters of Public Administration from Troy State University and a Bachelor of Arts in Journalism from Auburn University, Alabama.

Ms. Freeman has two daughters, Kori (21) and Stefanie (13).

MARY B. SWANN

Public Relations Director

Mary Swann was seconded from the U.S. Department of State for an assignment at the Corporate Council on Africa. She will be helping the Executive Director target and implement a public relations program focusing to serve the Council's growing number of members, as well as highlighting our programs and outreach events.

Ms. Swann has spent almost half of her 25 years at the Department of State concentrating on African issues. Before coming to the Council, Ms. Swann was the Public Relations Advisor to the Assistant Secretary of State for African Affairs and was responsible for developing and implementing strategies to support U.S. policies toward sub-Saharan Africa.

Prior to her Africa experience, she spent 12 years in Inter-American Affairs where she worked on the Panama Canal Treaties, the Caribbean Basin Initiative and Central American issues.

Ms. Swann holds a BA from Longwood College and received a Graduate Certificate in Public Relations from American University.

ELIZABETH TSEHAI

Special Projects Manager

As Special Projects Manager, Elizabeth Tsehai works on outreach programs and issue related projects. She coordinates the newly created Business Internship Program. This joint partnership, between the Council and the United States Information Agency, will bring 50 mid-career African executives to the United States to intern with our member companies. Ms. Tsehai

is working with the Trade Missions and Membership Services Directors and event planning.

Prior to joining the Council in February 1997, Ms. Tsehai worked for Catholic Relief Services, Populatre Services International, and the American Foreign Service Association. She has lived and worked in Ethiopia, Togo, Equatorial Guinea and Ghana.

She earned her BA in International Relations from Georgetown University and holds a MA in International Economics and African Studies from the Johns Hopkins School of Advanced International Studies. She is fluent in French, Spanish and Amharic.

TRACEY BERRY

Executive Assistant

The new Executive Assistant at the Corporate Council on Africa is Tracey Berry. Prior to joining the Council, Ms. Berry was the Field Coordinator for Congressman Nussle's (R-IA) re-election campaign. Ms. Berry graduated from Central College in Pella, Iowa in May 1996 with a BA in International Relations, Spanish and German. During her college career, she studied for a semester in both London, England and Granada, Spain.

Ms. Berry is responsible for Council finances; membership accounts and is our liaison for South African programs. She joined the Council in January of this year. Ms. Berry is matriculating her Masters degree in International Economic Affairs at the Elliot School of International Studies at George Washington University.

JEAN E. BENEDICT

Consultant

Ms. Jean Benedict, a graduate of Dickinson College and the Johns Hopkins University School of Advanced International Studies, will be working as a part-time consultant for the Council. For the past 10 years, Ms. Benedict has worked in the international consulting arena.

Most recently, Ms. Benedict worked on international projects in the marketing office of F.C. Schaffer & Associates in Washington, D.C. From 1991 to 1993, Ms. Benedict was a resident in Abidjan, Cote d'Ivoire where she worked for a variety of clients including the African Development Bank, Meridien-BIAO Bank, the United States Foreign Commercial Service and Chevron.

At the Council, Ms. Benedict will be helping to administer the USIA-Business program for Africa and write additional grant proposals.

THE CORPORATE COUNCIL ON AFRICA ORGANIZATIONAL CHART

Executive Director	David H. Miller
Chief of Staff	Sylvia G. Freeman
Policy Director	Simeon Moats
Public Relations Director	Mary B. Swann
Membership Services Director	Christopher Alion
Trade Missions Director	Nicole Lescarbeau
Special Projects Manager	Elizabeth Tsehai
Executive Assistant	Tracey Berry
Public Relations Associate	Kelly Ewing
Special Projects Manager	Jean Benedict



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THE CORPORATE COUNCIL ON AFRICA US ANGOLA CHAMBER OF COMMERCE TRADE MISSION SCHEDULE ANGOLA AND NAMIBIA

Tuesday, September 9, 1997

- Private Business Appointments with Angolan Business Leaders
- Government sponsored lunch
- Private Business Appointments with Angolan Business Leaders and Ministers
- Working Dinner with local Chamber of Commerce and/or Foreign Investment Center

Wednesday, September 10, 1997

- Optional trip to Cabinda

Thursday, September 11, 1997

- Chartered flight to Lubango
- Meeting with Governor of Huila
- Meeting with local business community
- Chartered flight to Swakopmund

Friday, September 12, 1997

- Meeting with Mayor of Walvis Bay
- Tour of Walvis Bay
- Private Business Appointment with local business community

Saturday, September 13 and Sunday, September 14, 1997

- Free

Monday, September 15, 1997

- Welcome comments from President of Namibia, His Excellency Dr. Sam Nujoma
- Briefings with the Ministers of Finance, and Trade and Industry
- Private Business Appointments with Namibian Ministers
- Government sponsored lunch

Tuesday, September 16, 1997

- Private Business Appointments with Namibian Business Community
- Working Lunch with Windhoek Chamber of Commerce
- Private Briefing with President, His Excellency Dr. Sam Nujoma and closing comments

Wednesday, September 17, 1997

- Trade Mission concludes



Board Members

Mobil Africa

General Motors

The Coca-Cola Company

Ambassador David C. Miller

Edlow International

HSBC Equator Bank

Emerging Markets Development Corporation

Pryor, McClendon, Counts & Company

Atlantic TeleNetwork

Dr. Chester Crocker

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Africare, Mr. C. Payne Lucas

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American International Group, Inc.

Caterpillar Inc

Sooner Pipe & Supply Corporation

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Exxon Exploration Company

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CAMAC Holdings Inc

SBC Communications

Carson Products Company

(Please see reverse for CCA Annual Members)

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Labat-Anderson Incorporated
American Breeders Service
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MWI Corporation
Coopers & Lybrand
Intl. Management & Development Group
Cohen & Woods International, Inc.
Fluor Daniel Incorporated
Chrysler Corporation
DJMA International
PSC International
Telecel International
Global Business Access, Ltd.
Motorola
The Bettis Group
The H.M. Salaam Foundation, U.S.A.
Duke Engineering & Services, Inc.
Kaiser Aluminum
Le Boeuf, Lamb, Greene & MacRae
Occidental International Corporation
Holland & Knight
Abt Associates, Incorporated
Beneco Enterprises
Petropros International, Inc. USA
United Meridian International Corporation
CMS NOMEKO Oil & Gas Company
Eli Lilly and Company
Standard Chartered Bank, USA
Philip Morris International, Inc.
The AES Corporation
NetCom Solutions International, Inc.
Sun Company, Inc.
Oceaneering International, Inc.
Leon Tempelman & Son
Burson Marsteller/BKS&H
ConAgra, Inc.
Hill and Knowlton
THL/USA
ARCO International Oil and Gas Company
Samuels International Associates, Inc.
IBM Corporation
Chevron Corporation
Owens Corning
Conoco Inc.
Debt Advisory International, Inc.
Trans Zambezi Industries Limited
Datatel
Navistar International Transportation Corp
Morning Star International Corporation
Westar Group, Inc.
Allied International Marketing
International Trade Development Corporation
Rothschild Natural Resources, LLC
International Road Federation
Lehman Brothers
Halliburton
McDonald's South Africa
Chase Manhattan Bank
Resource Internationale Inc.
Development Alternatives Inc.
McDermott Incorporated
Trade & Development Corporation
ENRON Corp
Worldspace
Africa & International Consultants
Eastman Kodak Company
International Business Initiatives
COMSAT RSI
CITIBANK, N.A.
Management Systems International
C/R International, L.L.C.

Lockheed Martin Astro Space Commercial
Global Industries, Limited
African Communications Group
ABB Lummus Global USA Inc.
Michael Baker Corporation
Blazer Energy
J.P. Morgan
ACDI/VOCA
Black Entertainment Television
International Wireless, Inc.
Spatial Data Institute
Cargill
The Obi Group
Texaco Inc.
Stewart & Stevenson Services, Inc.
Triarm Healthcare Inc.
Wilson Global Communications
Qualcomm Inc.
Newfield International, Ltd.
Emerson Energy Company
Raytheon
American Home Products
Louis Berger
GTECH
General Electric
Overseas Bechtel Inc
LHR International
Bristol-Myers Squibb
Ernst & Young LLP
Hogan & Harston
Marriott International, Inc.
Integrated Packaging Corporation
Hollis & Company
Centaur Corporation
Consolidated Steamship Agency
SF Partners
TriWorld International
Edge Systems
ORACLE
Merrill Lynch
FCA Corp.
DMS Ltd.
SigmaOne
Jackson & Tull Chartered Engineers
Startec, Inc.
Houses for Africa Ltd
Universal Marketing Group
Barden International
Prodigy Inc.-Africa Online
S.D.V. (USA) Inc.
BHP Minerals International Exploration Inc.
Zephyr Management LP
AGCO
Iridium LLC
Reichler, Milton & Medel
International Partners, Ltd.
Harris Corporation

CALENDAR OF EVENTS

September 22, 1997 – *Meetings Program* with the Honorable Eriya Kategaya, First Deputy Prime Minister and Minister of Foreign Affairs, Republic of Uganda. Washington, D.C.

September 23, 1997 – *Meetings Program* with the Honorable Robert Mugabe, President, Republic of Zimbabwe. New York, N.Y.

September 24, 1997 – *Private Reception and Dinner* with His Majesty King Mswati III, Kingdom of Swaziland. New York, N.Y.

October 2, 1997 – *Meetings Program* with H.E. Ibrahim Assane Mayaki, Foreign Minister, Republic of Niger. Washington, D.C.

October 8, 1997 – *Meetings Program Policy Roundtable* with Amb. Joseph Wilson IV, Special Assistant to the President, National Security Affairs – Africa. Houston, Texas.

October 17, 1997 – *Meetings Program* with COMESA Ministers and Delegation. Washington, D.C.

October 21, 1997 – World Bank Economic Forum on Equatorial Guinea. Private Reception and Dinner with President Teodoro Obiang. Washington, D.C.

October 21, 1997 – *Private Reception and Dinner* with the Honorable Joaquim Chissano, President, Republic of Mozambique. New York.

October 22, 1997 – *Meetings Program* with Ms. Nancy Zucker Boswell, Executive Director, Transparency International. Washington, D.C.

October 23, 1997 – *Meetings Program Policy Roundtable* with U.S. Government and Private Sector Representative. Washington, D.C.

November 5 – 6, 1997 – *The Georgia Connection: A Forum to Foster Trade and Investment in Africa* in Cooperation with Congresswoman Cynthia McKinney. Atlanta, Georgia.

November 13, 1997 – *Meetings Program* with the Honorable Thomas Pickering, Under Secretary for Political Affairs, U.S. Department of State. Washington, D.C.

November 20, 1997 – *Meetings Program Roundtable* with U.S. State Department Chiefs of Mission Africa Conference. Private Reception with Chiefs of Mission and State Department Africa Personnel. Washington, D.C.

Invited Speakers:

Congressman Ed Royce, Chairman, U.S. House of Representatives, International Relations, Subcommittee on Africa

Mr. Rodney Slater, Secretary, U.S. Department of Transportation

Mr. William Daley, Secretary, U.S. Department of Commerce



Embassy of the United States of America

May 3, 2002

Dr. Romeo Horton

Ambassador Myrick would like to invite you for lunch after church on Sunday, May 5 at his residence. If you would like, he will stop by your residence about 1:30 to pick you up.

Please provide a response to the driver.

Thank you.

A handwritten signature in cursive script that reads "Susan Hamric".

Susan Hamric
Ambassador's Secretary

Edwin Cooper

(301) 540-6319



The Corporate Council on Africa

The Council is a non-profit organization of American individuals and businesses whose goal is to improve the interaction between the U.S. and African private sectors. To this end, the Council is committed to working with the governments of Africa and the United States, as well as the African private sector, to improve the trade and investment climate in Africa.

Council's programs and activities include:

- African Visitors Program - The Council is in close contact with the U.S. Department of State and African Embassies to arrange private meetings between visiting African officials and Council Members.
- Meetings Program - Through this monthly program, the Council affords its Members an opportunity to meet with key American, and African policy makers to discuss U.S. Africa policy and business issues. In addition, these monthly meetings provide the Membership the opportunity to network with other members and invited guests.
- Opportunities in Africa - The Council maintains a database of World Bank, African Development Bank, and U.S. Government projects in Africa, informing its Members of procurement and tenders, and other trade and investment opportunities in Africa on a monthly basis.
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- Perspectives - The Council's quarterly publication where Members' voice opinions on various areas of interest concerning the trade and investment climate in Africa.
- Government Outreach - Invitations to testify before Congress and to participate in U.S. Government policy seminars that provide our members an opportunity to educate senior-level decision makers about the needs of U.S. corporations in Africa.

Additionally, the Council works closely with the U.S. Government foreign policy and commercial agencies, and the African Ambassadors Economic Committee here in Washington, to receive notification on arrivals of influential African business and government leaders into the U.S. As a Member of the Corporate Council on Africa, you will have all of the resources of the Council available to help your company's efforts in Africa.

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 DJMA International
 PSC International
 Telecel International
 Global Business Access, Ltd.
 Motorola
 The Bettis Group
 The H.M. Salaam Foundation, U.S.A.
 Duke Engineering & Services, Inc.
 Kaiser Aluminum
 Le Boeuf, Lamb, Greene & MacRae
 Occidental International Corporation
 Holland & Knight
 Abt Associates, Incorporated
 Beneco Enterprises
 Petropros International, Inc. USA
 United Meridian International Corporation
 CMS NOMECO Oil & Gas Company
 Eli Lilly and Company
 Standard Chartered Bank, USA
 Philip Morris International, Inc.
 The AES Corporation
 NetCom Solutions International, Inc.
 Sun Company, Inc.
 Oceaneering International, Inc.
 Leon Tempelman & Son
 Burson Marsteller/BKS&H
 ConAgra, Inc.
 Hill and Knowlton
 THL/USA
 ARCO International Oil and Gas Company
 Samuels International Associates, Inc.
 IBM Corporation
 Chevron Corporation
 Owens Corning
 Conoco Inc.
 Debt Advisory International, Inc.
 Trans Zambezi Industries Limited
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 Navistar International Transportation Corp
 Morning Star International Corporation
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 COMSAT RSI
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 Management Systems International
 C/R International, L.L.C.

Global Industries, Limited
 African Communications Group
 ABB Lummus Global USA Inc.
 Michael Baker Corporation
 Blazer Energy
 J.P. Morgan
 ACDI/VOCA
 Black Entertainment Television
 International Wireless, Inc.
 Spatial Data Institute
 Cargill
 The Obi Group
 Texaco Inc.
 Stewart & Stevenson Services, Inc.
 Triarm Healthcare Inc.
 Wilson Global Communications
 Qualcomm Inc.
 Newfield International, Ltd.
 Emerson Energy Company
 Raytheon
 American Home Products
 Louis Berger
 GTECH
 General Electric
 Overseas Bechtel Inc
 LHR International
 Bristol-Myers Squibb
 Ernst & Young LLP
 Hogan & Harston
 Marriott International, Inc.
 Integrated Packaging Corporation
 Hollis & Company
 Centaur Corporation
 Consolidated Steamship Agency
 SF Partners
 TriWorld International
 Edge Systems
 ORACLE
 Merrill Lynch
 FCA Corp.
 DMS Ltd.
 SigmaOne
 Jackson & Tull Chartered Engineers
 Startec, Inc.
 Houses for Africa Ltd
 Universal Marketing Group
 Barden International
 Prodigy Inc.-Africa Online
 S.D.V. (USA) Inc.
 BHP Minerals International Exploration Inc.
 Zephyr Management LP
 AGCO
 Iridium LLC
 Reichler, Milton & Medel
 International Partners, Ltd.
 Harris Corporation

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PROGRAMS AND ACTIVITIES

- African Visitors Program - The Council is in close contact with the U.S. Department of State and African Embassies to arrange private meetings between visiting African officials and Council Members.
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THE CORPORATE COUNCIL ON

AFRICA



*"Africans engaged in private
enterprise will build wealth within*

Africa, and create jobs and revenue

THE CORPORATE COUNCIL ON

AFRICA



1660 L Street, N.W., Suite 301,
Washington, D.C. 20036.

(202) 835-1115, FAX (202) 835-1117

accountable democratic institutions."

Percy Wilson

Chairman

The Corporate Council on Africa



“Africans engaged in private enterprise will build wealth within Africa, and create jobs and revenue for the development of their countries. An affluent African private sector will demand greater, more efficient, and accountable democratic institutions.”

*Percy Wilson
Chairman
The Corporate Council on Africa*



THE CORPORATE COUNCIL ON AFRICA

A Vision for Wealth and Prosperity on the African Continent

The members of the Corporate Council on Africa believe that Africa's economic future and success is dependent on the ability of Africa's entrepreneurs and business people to make and retain wealth through private enterprise. American corporations and private individuals can contribute most effectively by building partnerships and reaching out to the African private sector in the arena that America knows best: private enterprise, investing capital, technology transfer, and management expertise.

In addition to Africa's private sector, the Council works with African governments to highlight successful public-private initiatives and pitfalls in other parts of the developing world. Learning from the U.S. private sector's experience will assist African decision-makers as they lead their continent along a path of economic growth and prosperity. By working with African governments to identify and remove the barriers that keep the U.S. private sector from working with our African counterparts, the Corporate Council on Africa has and will continue to demonstrate its commitment to good American and African corporate citizenship.

The over 170 members of the Corporate Council on Africa invite you to join and support our efforts to build Africa's commercial infrastructure and assist its business people to access America's resources.



Five African visionaries stand behind the awards their countries received at the "Attracting Capital to Africa" Summit for opening their economies to the world market: Prime Minister Kintu Musoke of Uganda, Deputy Prime Minister Kassu Yilala of Ethiopia, Deputy Executive President Thabo Mbeki of South Africa, Prime Minister Daniel Kablan Duncan of Cote d'Ivoire, and President Joaquim Chissano of Mozambique. Beside them stands Mr. Douglas M. Ivester, COO, The Coca-Cola Company, the inaugural recipient of the "Corporate Citizenship" award for Coke's commitment to creating sustainable development on the African continent.



PROGRAMS & ACTIVITIES

The Corporate Council on Africa works to achieve productive working relationships between the American and African private sectors, expand investment opportunities for U.S. firms in Africa, increase economic prosperity in the African marketplace for U.S. goods and services, and empower the African private sector.

STRENGTHENING U.S.-AFRICA COMMERCIAL RELATIONS

African Visitors Program—The Council is in close contact with the U.S. Department of State and African embassies to arrange private meetings between visiting African officials and council members. The Council has programmed over 40 African Heads of State and hundreds of African cabinet-level officials.

The Meetings Program—The Council affords its members an opportunity to meet with key American and African policy makers to discuss U.S.-Africa policy and business issues. In addition, these monthly meetings provide the CCA members the opportunity to network with other members and invited guests.



Uganda President Yoweri Museveni greets Iridium's Lauri Fitz-Pegado.

Government Outreach—Invitations to testify before Congress and to participate in U.S. government policy seminars provide our members an opportunity to educate senior-level decision-makers about the needs of U.S. corporations doing business in Africa.

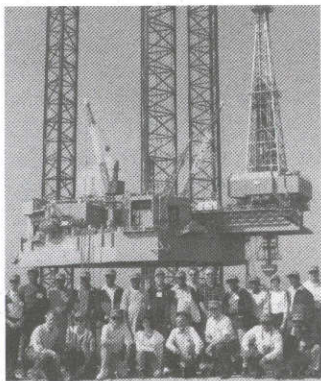
Working Groups—Where members' interests warrant, the Council organizes *Working Groups* to collect and distribute information and to act as a focal point for contacts between CCA members and U.S. decision-makers on specific countries and issues. The Council is currently sponsoring three Working Groups: Nigeria, Congo, and Finance.

Policy Review—The Council keeps its members informed about current legislation, trends and initiatives that affect the commercial relationship between the United States and the countries in Africa. The members of the Corporate Council on Africa work regularly with officials at the State Department, the National Security Council, and members of Congress to ensure that the American private sector's voice is heard regarding U.S. policy towards the African continent.

EMPOWERING THE AFRICAN PRIVATE SECTOR

Business Program for Africa—The Council, in conjunction with the United States Information Agency, has developed a business internship program that provides training at U.S. corporations for mid-career African business executives.

Reverse Trade Missions—The CCA works with African embassies, member companies, and the U.S. government to sponsor trade



African petroleum ministers and officials visit Mobil Oil Corporation's off-shore drilling platform in Mobile Bay, Alabama, during the U.S. Trade and Development Agency sponsored orientation visit in May 1995.

missions of African private sector delegations to the United States. The multi-city tours are designed to introduce African business leaders and government officials to potential American commercial partners and to develop business contacts between African private sector representatives and their American counterparts.

Orientation Visits—

The Council develops orientation visits by industry for small delegations of African ministers to underscore the American private sector's commitment

to the African marketplace. By meeting with U.S. corporations and the appropriate U.S. Government officials, the African government representatives are exposed to the importance of public-private partnerships in a thriving democracy.

Summer Internship Program—The Council sponsors summer internships for American and African business students interested in pursuing international careers. This program increases the exposure of future African and American business leaders to the climate of each other's business milieu.

Regional Organizations—The Council's unique relationship with the African Business Roundtable and the West Africa Enterprise Network gives the CCA the ability to foster greater understanding between Africa and the United States and to support the development of an African private sector.

African Embassy Outreach—The Council maintains strong relations with African Ambassadors and provides commercial assistance and education to the embassies on marketing business opportunities to the U.S. private sector.

ATTRACTING CAPITAL TO AFRICA

Trade & Outreach Missions Program—The Council sponsors Trade and Outreach missions to specific African countries. These missions are designed to introduce participants to commercial opportunities in Africa and the African private sector. Countries visited during recent Council missions include: Mozambique, Zimbabwe, Ethiopia, Eritrea, Côte d'Ivoire, Equatorial Guinea, Congo, Benin, Togo, Angola, and Namibia.

The Summit—The "Attracting Capital to Africa" Summit, April 19-22, 1997, was the largest event in the United States to focus exclusively on attracting business to the African continent. Attended by six African Heads of State, 70 African ministers, and over 500 American and African private sector leaders, the Summit created a unique public-private partnership to forge broad-based economic development strategies for the African continent. The next Summit will be in April 1999.

Opportunities in Africa—The Council maintains a database of World Bank, African Development Bank, and U.S. Government projects in Africa, informing its Members of procurement and tenders, and other trade and investment opportunities in Africa on a monthly basis.

"We need infrastructure and we need foreign investment. That is what we need. The rest we shall do ourselves."

President Yoweri Museveni
The Republic of Uganda



Mr. Frank Fountain and Mr. Leroy Ritchie, Chrysler Corporation, with Secretary of Transportation, Rodney Slater.



His Excellency Joaquim Chissano, President of Mozambique, high fives Mr. Bill Sullivan, Anadarko Petroleum, after a round of golf.



South Africa's Deputy Executive President, Thabo Mbecki, receives "Attracting Capital to Africa" Summit Award from Caterpillar Inc., Chairman and CEO, Donald V. Fites.



First Lady Hillary Rodham Clinton addresses 1997 "Attracting Capital to Africa" Summit participants.

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In order by membership as of September 1997

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Louis Berger
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Overseas Bechtel, Inc.
LHR International
Bristol-Myers Squibb
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Exploration Inc.
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PUBLICATIONS OF THE CORPORATE COUNCIL ON AFRICA

Perspectives—“Perspectives” is The Council’s quarterly publication where members voice opinions in various areas of interest concerning the trade and investment climate in Africa.

Perspectives of the American Private Sector—Produced from the workshops at the 1997 “Attracting Capital to Africa” Summit, *Perspectives of the American Private Sector-Commercial Policy Issues in Africa* highlights twenty issues that confront the African marketplace. Corporate America selected the topics to address issues that will provide business leaders with a better understanding of the realities of doing business in Africa.

Policy Review—Each year, the Council, in cooperation with the U.S. Government, sponsors a series of policy roundtables designed to identify issues and formulate recommendations to improve the commercial environment for U.S. companies doing business in Africa. The paper produced from the ideas and recommendations from the discussions is presented as “*Policy Review: Commercial Opportunities in Africa for the U.S. Private Sector.*”

“The Corporate Council on Africa can play a key role in what I believe is the best avenue for fostering economic growth in Africa and integrating Africa into the global economy: developing private sector activity.”

The Honorable Robert Rubin
U.S. Secretary of the Treasury



Corporate Council on Africa Trade and Outreach Mission Delegation poses with His Excellency Joaquim Chissano, President of Mozambique (center) at the State House in Maputo, Mozambique in August 1995.



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