



Dr. Inmi Patterson, Chargé d' Affaires of the U.S. Embassy in Dar es Salaam, delivers the keynote address

## CCA and EATIH host U.S.-Tanzania Policy and Innovation Forum in Dar es Salaam

On May 23, 2018, the Corporate Council on Africa (CCA) in partnership with the USAID East Africa Trade and Investment Hub (EATIH) and the Tanzania Angel Investment Network (TAIN) hosted the U.S.-Tanzania Policy and Innovation Forum in Dar es Salaam, Tanzania. The forum began with a U.S.-Tanzania Business Breakfast Roundtable, which provided a platform for U.S. and African businesses to discuss their business interests in Tanzania, challenges they have faced, as well as policy and regulatory reforms needed to improve the Tanzanian investment policy environment. Mr. Laird Treiber, Senior Advisor of CCA, welcomed attendees and invited the head of the Tanzania Private Sector Foundation (TPSF) to deliver the opening remarks.

Mr. Godfrey Simbeye, Executive Director of the Tanzania Private Sector Foundation (TPSF), Tanzania's leading business association, emphasized the government's dedication to working with the private sector in their efforts to produce and promote the 'Blueprint for Regulatory Reforms to Improve the Business Environment'. According to Mr. Simbeye, the document is near completion and would be available to the public soon. He explained that the blueprint examines the existing challenges, lays out strict guidelines for reforms, and indicates how to implement them. It also establishes a benchmark system and a progress tracker for the government to tackle challenges and constraints affecting policy. Private sector representatives at the meeting highlighted the

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## PRESIDENT'S MESSAGE



Florie Liser

Africa Trade and Economic Cooperation Forum (AGOA Forum). Stakeholders in the U.S. economic relationship with Africa, particularly the 40 AGOA-eligible countries, will explore the theme of "Forging New Strategies for U.S.-Africa Trade and Investment". As it has for many years since AGOA was first established in 2000, the Corporate Council on Africa (CCA) will be organizing the AGOA Private Sector Forum – focusing on AGOA success stories as well as the future vision and framework for U.S.-Africa trade engagement.

This turns out to be a most interesting and important time to explore ways to enhance U.S.-Africa trade and investment ties and promote partnerships between U.S. and African companies doing business on the continent. Many African nations have survived the commodity crises of the last few years, growth rates are on the rise in a growing number of countries, and new and

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importance of widening the tax base by targeting non-tax payers, thus putting less pressure on tax payers. They also discussed the need for the government to relax stringent forex rules and tackle Tanzania's poor image issue abroad.

The breakfast discussion was followed by a keynote address by Dr. Inmi Patterson, Chargé d' Affaires of the U.S. Embassy in Dar es Salaam, who reiterated the U.S. Government's commitment to working in partnership with the Tanzanian Government and the Tanzanian people to strengthen the legal and regulatory environment for foreign investment, ensuring a stronger and more prosperous Tanzania. She expressed that "through increased private sector investment, Tanzania can address critical infrastructure demands such as affordable energy and transportation, while simultaneously building local human capital, which will push Tanzania into middle-income status and beyond."

Following her address, Alfred K'Ombudo, EATIH's Senior Economist, officially launched the Tanzania Investment Policy Assessment 2018. The assessment was developed to serve policy makers and investors as they work together to stimulate, protect, and retain greater foreign direct investment (FDI) in Tanzania. Mr. K'Ombudo discussed some of the findings of the assessment, including barriers to foreign investment, market entry strategies, and government-imposed sectoral restrictions on foreign investment such as the "Petroleum Act of 2015 providing preference for local goods and services across the petroleum value chain" or "the Tourism Act of 2008 barring foreigners from mountain guiding, operating travel agencies,



From L to R: Ms. Kanini Mutooni, EATIH, Mr. Ezra Musoke, SEAF AGRI-Tanzania, Ms. Krupa Patel, Anza, Mr. David Ross, Statera Capital, Mr. Salum Awadh, TAIN

car rentals or tour guiding." Mr. K'Ombudo and USAID plan on sharing their findings with the Tanzanian government to support the government's efforts to improve the regulatory environment.

The forum also included an afternoon session which featured the launch of the country's first Angel Investment platform and a panel discussion on Private Capital Facilitation in Tanzania. Moderated by Ms. Kanini Mutooni, Investment Director, EATIH, the panel discussed the opportunities and constraints to attracting private capital for medium-sized enterprises in Tanzania. Speakers included Mr. Salum Awadh, CEO/Founder, TAIN; Mr. David Ross, CEO/Founder, Statera Capital; Mr. Ezra Musoke, Managing Director, SEAF AGRI-Tanzania; and Ms. Krupa Patel, CoFounder and

CEO, Anza.

A structured businesses-to-business meeting concluded the forum. During this interactive session, several Tanzanian entrepreneurs met with a select group of financiers and representatives of financial institutions. Most of the entrepreneurs represented start-up companies working in sectors such as agribusiness, financial services, and housing. Though the products and services that the entrepreneurs presented were of high quality and meet the needs of the growing Tanzanian middle class, their investment needs were more suited for venture capitalists than private equities or institutional investors. The investors encouraged the entrepreneurs to pitch to venture capitalists and continue to grow their businesses.

## Energy Investment Roundtable: Gas Takes Center Stage in Africa



CCA President and CEO, Florie Liser, delivers the opening remarks

On Tuesday, May 1, 2018, the Corporate Council on Africa (CCA) held its first Energy Investment Roundtable on the sidelines of The Offshore

Technology Conference (OTC) in Houston Texas, with special remarks given by Hon. Boakye Agyarko, Minister of Energy, Federal Republic of Ghana and Mr. Yusuf S. Matashi, Managing Director, Nigerian Petroleum Development Co. Ltd.

The roundtable began with welcome remarks by Jonathan Evans, VP Africa New Initiatives, BP and opening remarks by Tracey Henderson, SVP Exploration Kosmos Energy. Florie Liser, President and CEO of CCA, welcomed attendees to the event and introduced the moderator Natalie Regoli, Partner, Baker & McKenzie. Ms. Regoli then invited Hon. Agyarko to provide his special

remarks.

In his remarks, Hon. Boakye Agyarko emphasized that Ghana is open for business. He stated that the Ghanaian government is working to shrink the size of the informal sector and aims to do things differently in the oil and gas sector. Hon. Agyarko added that Ghana believes its best assets are its people and is committed to training and equipping the people. As part of this commitment, \$103 million of oil revenue in 2018 will be spent on free high school education. Hon. Agyarko went on to outline the steps being taken by

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## Luncheon with Honorable Adan Mohamed, Cabinet Secretary, Ministry of Industry, Trade and Cooperatives, Republic of Kenya

On Tuesday, May 29, 2018, Corporate Council on Africa hosted a luncheon with Honorable Adan Mohamed, Cabinet Secretary for the Ministry of Industry, Trade and Cooperatives of the Republic of Kenya. CCA President and CEO, Florie Liser delivered the welcome remarks, and invited Harry Sullivan, Acting Director for Economic and Regional Affairs, Bureau of African Affairs, U.S. Department of State, and Jahaan Johnson, Senior Vice President, Global Government Affairs, Citi to deliver the opening remarks. She then invited Hon. Adan Mohamed to deliver the keynote address.



Hon. Adan Mohamed delivers the keynote address

To begin his remarks, Hon. Adan Mohamed discussed Africa's growth trajectory and unwavering opportunity. He noted that the private sector is driving growth in Africa, and lauded the increasingly peaceful political transitions across the continent, as well as the abandonment of negative rhetoric about Africa in the global community. He highlighted the departure from dependence on extractive industries and increasing focus on growing the manufacturing and service sectors. Hon.

Mohamed also discussed major challenges which persist on the continent, including the high cost of energy and underdeveloped infrastructure, and urged African governments to continue working to alleviate these barriers to economic growth.

Hon. Mohamed discussed the significant improvements to Kenya's investment climate and highlighted some of the key steps taken by the new administration to improve Kenya's competitiveness in terms of doing business. As a result of these key reforms, more investors are choosing Nairobi as a destination for investment due to its connectivity, livability as a global city, dynamic private sector, and productive labor force. In addition, Kenya has experienced key developments to its infrastructure, with the Port of Mombasa experiencing a 3-fold increase in its capacity in the last 5 years. Hon. Mohamed also highlighted the efforts being taken to create more efficient processes and make the East African community more integrated. "Four years ago, it took eighteen days to move cargo across 1000 kilometers from Mombasa to Kampala. Today, it only takes two and a half days. Our biggest



Jahaan Johnson, SVP, Global Government Affairs, Citi delivers opening remarks

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Mr. Yusuf S. Matashi, Managing Director, Nigerian Petroleum Development Co. Ltd. delivers special remarks at the Energy Investment Roundtable

the government to promote investment in the gas sector which include streamlining regulatory and institutional services to ensure all agencies are clear on their roles and responsibilities. Doing so will in turn provide clarity and assurance for investors looking to invest in Ghana.

Following a short break, Ms. Regoli introduced Mr. Yusuf Matashi to provide his special remarks. He acknowledged that although Nigeria has oil and gas resources, it has not been able to generate power for its people.



Hon. Boakye Agyarko, Minister of Energy, Federal Republic of Ghana delivers special remarks at the Energy Investment Roundtable

Going forward, Nigeria will put gas at the center of its strategy and will build the infrastructure necessary to utilize the gas resources. He pointed out that Nigeria has the 9th largest gas reserve in the world and that investment is required in the upstream sector. In closing, Mr. Matashi explained that Nigeria has a gas master plan which was developed with the aim of transforming Nigeria from an oil-based country to a gas-based country. Its main goal is to produce gas for internal consumption and not for export.



task as policy makers is to see how we can make these interconnections possible.” The Kenyan government continues to implement initiatives to improve its business environment including the development of one-stop border posts, the creation of new visa-on-entry policies, and the introduction of direct flights from Nairobi to New York.

Hon. Mohamed closed by highlighting the administration’s economic agenda and the corresponding opportunities for investors. Per the ‘Big Four Agenda’, the four key pillars of the administration are Universal Healthcare,



From L to R: Hon Adan Mohamed, Kenya, Harry Sullivan, U.S. Department of State, Ben Lambert, Caterpillar Inc.

Manufacturing, Affordable Housing, and Food Security.

Hon Mohamed encouraged American companies to take advantage of the opportunities in these sectors and invited companies with the technology to provide end-end healthcare services., reduce the cost and increase the quality of housing, enhance agro-processing and agro-production, and establish Kenya as a premier manufacturing hub.



A cross section of delegates at the Luncheon with Hon. Adan Mohamed



A cross section of delegates at CCA's working group on the Economic Benefits of a Connected Continent

## Economic Benefits of a Connected Continent

On Tuesday, June 26, 2018, the Corporate Council on Africa held a working group with guest speaker, Chaitan Jain, Assistant Director of External Affairs at the International Air Transport Association (IATA). Mr. Jain began his remarks by discussing the importance of aviation, which he called “an engine of economic growth.” He then stressed the importance of improving intra-continental air travel in Africa to increase tourism and international trade.

Concerning current challenges to intra-continental travel, Mr. Jain highlighted issues of connectivity and cost. Flights within Africa are 45 percent more expensive than flights within Europe. As a result, African intra-continental flights are only two-thirds full. Acknowledging that these high costs are not limited to passengers, he discussed the tariffs that are placed on African airlines and their impact on market competition. Mr. Jain then mentioned the infrequency of flights and the lack of direct flights within the continent. He asserted that this lack of connectivity limits Africa’s productivity.

Regarding the benefits of having a connected continent, Mr. Jain stated that air connectivity is a key condition for Africa’s progress because “connectivity builds cohesion in an African context.” Mr. Jain referred to a 12-country study done by IATA to demonstrate the benefits of the open skies agreements within Africa. The study showed that these agreements would lead to increased passenger traffic in all markets. Moreover, it would result in new routes and time savings, which would increase both business and leisure travel. In terms of economic growth, increasing

connectivity creates an extra 155,000 jobs and \$1.3 billion in GDP growth.

To increase African connectivity, Mr. Jain emphasized the importance of liberalizing intra-African markets. Currently, air service agreements within the continent are very restricted and are not based on market demands. Governments limit the days carriers can fly and choose which aircrafts can be used. Mr. Jain discussed how these



From L to R: Morayor Essieh, CCA, Akaego Okoye, CCA, Chaitan Jain, IATA

restrictions make it harder for African airlines to compete with foreign airlines who have open skies agreements. Because of this, 80 percent of African air traffic is carried out by non-African carriers. One solution to this problem is the Single Africa Air Transport Market (SAATM), which was introduced by the African Union in January 2018. SAATM will remove the restrictions and make Africa a more competitive destination. Mr. Jain concluded his remarks by reiterating the importance of connectivity and the need for the implementation of SAATM.



# Addressing Business Challenges in Nigeria's Healthcare Industry

On May 30, 2018, the Corporate Council on Africa (CCA) held a Health Working Group meeting to discuss challenges and opportunities within Nigeria's healthcare industry. The discussion, led by Dr. Egbe Osifo-Dawodu, the founding partner of Anadach Group, examined how private investment can drive Nigerian health sector reform and intervene to improve quality of care.

Dr. Osifo-Dawodu highlighted two accelerating trends: divergent demands between the rural and urban poor and new demands from the urban elite and emerging middle class. For example, in the country's northwest region, where security challenges remain, improving maternal health services remains the focus as only 1/3 of women have access to health facilities. Yet, in Lagos and other large cities, critical attention is needed to treat non-communicable diseases, such as heart disease and diabetes.

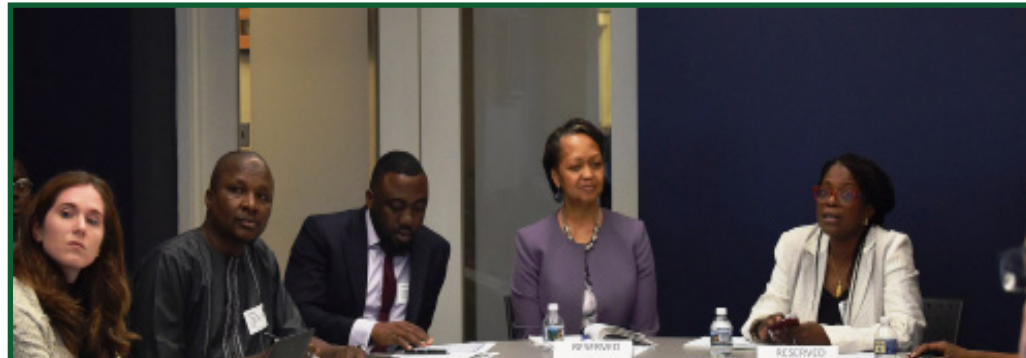
While the most recent proposed government budget calls for a 15 percent allocation towards healthcare - the highest ever slated - private expenditure is still needed to continue to drive health care, Dr. Osifo-Dawodu stated. She stressed that both poor and wealthy Nigerians continue

to pay out of pocket for private health services. Prepaid health services, regardless of their public or private nature, remain underutilized. At the local community level, pharmaceutical stores continue to serve as first-stops for medical products and advice, prior to public hospitals and facilities. In urban cities where specialized medical facilities and staff are lacking, medical tourism has significantly increased to an estimated \$1-2 billion annually, particularly for orthopedics, cancer, and hip replacements.

The discussion also centered on how opportunities for intervention exist at the state

level. While the federal level remains stymied by fiscal arrangements, flexibility in implementation rests with Nigeria's 36 States. Here, more public-private partnerships are needed to update medical facilities at the primary level and update drug manufacturing facilities to provide better services at an appropriate scale.

Just a few decades ago, Nigeria was a leader in the medical field, boasting one of the best medical schools. Dr. Osifo-Dawodu affirmed that Nigeria's strong tradition for medical successes still exists but that the road ahead can only be paved by hard work and creativity.



Dr. Egbe Osifo-Dawodu, the founding partner of Anadach Group delivers remarks at the Health Working Group

## Scaling Up Child Health Interventions in Nigeria, DRC, and Rwanda

On Tuesday, May 15, 2018, the Corporate Council on Africa (CCA) in partnership with USAID's Maternal and Child Survival Program held a working group session to discuss recent health innovations in three Sub-Saharan Africa countries. Panelists included government representatives from the child and maternal health departments of the Democratic Republic of the Congo (DRC), Nigeria, and Rwanda.

The session, moderated by Dr. Jim Ricca, USAID's Team Leader for Learning and Implementation

Science, underscored the need within the child and maternal health field for continued public-private innovation. Particularly at the local-community level, these partnerships can maximize resources and promote innovation capable of filling remaining health facility and human resource gaps. The panelists also discussed using and improving data collection methods as a key means to monitor and improve local interventions.

Dr. Jean Fidèle Ilunga Mubayi, the National Coordinator of Integrated Management of Neonatal

and Childhood Illnesses for DRC's Ministry of Health, highlighted the country's introduction of an Integrated Community Case Management (iCCM) program. The system has shown progress in improving the country's health coverage. Currently, only 30 percent of the population has access to health care services. Dr. Mubayi noted that public-private partnerships provide the majority of local health services and are critical to overcoming the logistical, facility, and resource barriers that hinder greater health care access. The iCCM system has increased local nurse training and supervision programs that aim to improve the quality of care for children under the age of five.

The Rwandan Ministry of Health representative, Catherine Mugeni, the Director of Community Health, Maternal Child and Community Health Division, discussed how the country's creation of a technical working group, incorporating traditional health associations, has improved capacity and knowledge transfers between regional and community health services. This program, which uses a unique mentorship approach, has



From L to R: Dr. Jean Fidèle Ilunga Mubayi, DRC's Ministry of Health, Dr. Abosede Adeniran, Nigerian Ministry of Health, Catherine Mugeni, Rwandan Ministry of Health

# A Roundtable Discussion with World Bank Chief Procurement Officer



Mr. Enzo de Laurentiis Chief Procurement Officer at the World Bank addresses delegates at the working group

On June 7, 2018, the Corporate Council on Africa (CCA) held a working group with guest speaker Mr. Enzo De Laurentiis, Chief Procurement Officer, World Bank. Opening remarks were made by Florizelle Liser, President and CEO of CCA.

Mr. De Laurentiis provided a presentation on the World Bank's portfolio of projects and its new procurement framework. In 2017, the bank provided \$61.8 billion in loans, grants, equity investments and guarantees to partner countries

and private businesses. Transport, water and energy projects were top spending areas, with the bank providing \$11 billion in financing for 1,600 projects in 132 countries across those three sectors. He also highlighted the World Bank's global commitments by region, noting that Africa remains the biggest area of investment.

Mr. De Laurentiis continued by outlining the new procurement framework which launched in 2016. This modernized and business-friendly framework allows for greater focus on value for money, more

opportunities for dialogue and discussion, and offers more ways for bidders to differentiate bids. The new framework also helps clients achieve better development results by enhancing the World Bank's ability to support countries with developing their own procurement systems. Mr. De Laurentiis concluded his remarks by encouraging more U.S. companies to bid on World Bank projects, discussing ways to identify contract opportunities and outlining the benefits the new procurement framework.



A cross section of delegates at the working group with Mr. Enzo De Laurentiis.

## NEW MEMBERS

Welcome to our new members.

AmericaTowne  
APR Energy  
CLKA Law Firm  
Deux Projects  
EcoBank Plc  
Gilead Sciences  
Jam International  
Kabundi Lusaka  
Kountable

## RECENT EVENTS

5/1: CCA's Energy Investment Roundtable: Gas Takes Center Stage, Houston, Texas  
5/15: Corporate Council on Africa in partnership with USAID's flagship Maternal and Child Survival Program presents: 'Scaling Up Child Health Interventions in Nigeria, DRC, and Rwanda'  
5/29: Corporate Council on Africa presents 'A Luncheon with Honorable Adan Mohamed'  
5/30 Corporate Council on Africa presents 'Addressing Business Challenges in Nigeria's Healthcare Industry'  
6/7: A Roundtable Discussion with Mr. Enzo De Laurentiis, Chief Procurement Officer, World Bank  
6/26: Corporate Council on Africa presents 'The Economic Benefits of a Connected Continent with IATA'

## Scaling Up Child Health Interventions in Nigeria, DRC, and Rwanda

been helpful in reinforcing the relationship and trust among health service providers. Additionally, digital and mobile health reporting systems have helped the Ministry identify non-obvious and highly specialized interventions.

In response to a finding that 1 out of 4 neonatal deaths are due to preventable diseases, chief among them sepsis, Dr. Abosede Adeniran, Director of the Child Health Division of Nigeria's Family Health Department, discussed the success of Nigeria's National Scale Up Strategy. The program, a public-private partnership, has linked pharmaceutical companies to potential development partners at the local ministry level and implemented a national plan to increase the use and awareness of the antiseptic Chlorhexidine.

More recently, Nigeria has started manufacturing Chlorhexidine locally. The government has been able to foster this market by implementing an import tax waiver for the import of the active ingredients needed to manufacture Chlorhexidine. This has in turn facilitated local production of the finished product which has boosted jobs, increased product resilience, and even increased regional demand as shown by recent exports to other African countries. The program in-

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tends to continue to build awareness of Chlorhexidine, which remains a challenge at the local level where traditional alternatives are often used, by launching a digital health campaign that includes information on Chlorhexidine.

Prior to a question and answer session, CCA President and CEO Florizelle Liser, thanked all participants and emphasized CCA and its members' commitment to improved African health services.



Dr. Jim Ricca, USAID's Team Leader for Learning and Implementation Science moderating the working group discussion



reinstated leadership in countries like Ethiopia, Ghana, Kenya, South Africa, Zimbabwe, Liberia, and Angola are signaling a commitment to policies that will promote and facilitate trade and inward investment in key growth-enhancing and job creating sectors. Moreover, with the adoption of the African Continental Free Trade Area (AfCFTA), African leaders have collectively signaled a commitment to increased intra-African trade and the creation of a unified African market of 1.2 billion people with combined GDP of \$2.5 trillion. CCA member companies (both U.S. and African) welcome larger regional markets linking numerous small (and often landlocked) African economies into commercially viable regional markets that make it possible to integrate Africa into global value chains while reducing cross border barriers and customs red tape that will lead to increased African competitiveness. Four countries (Ghana, Kenya, Niger, and Rwanda) have thus far ratified the AfCFTA, and we all anxiously await ratification by at least 18 others to do so in order for the agreement to become effective. We urge full implementation of the agreement's provisions by as many African signatories as possible to reap the regional and global benefits AfCFTA promises.

U.S.-Africa trade also faces time-sensitive action. There are only about seven years remaining under current AGOA legislation (extended in 2015 until 2025). Fewer than half of the 40 AGOA eligible countries have established AGOA utilization strategies which, unfortunately, means the full potential of AGOA's duty free access to the U.S. market will not be realized. Yet, there are good signs and success stories highlighting growing AGOA trade in select sectors from a range of AGOA-eligible countries. According to the recently released U.S. International Trade Commission (USITC) publication, *U.S. Trade and Investment with Sub-Saharan Africa: Recent Developments*, the fastest growing U.S. imports of goods from AGOA countries between 2010 and 2016 were cocoa, chocolate and confectionery, apparel, refined copper, catalytic converters, and edible nuts, and several other sectors including footwear and raw cane sugar show potential for growth in U.S. imports from sub-Saharan African

countries under AGOA. And another report, the *African Growth and Opportunity Act: 2018 Biennial Report*, released in the last few days by the Office of the U.S. Trade Representative (USTR) examines developments in AGOA over the last two years. The report includes AGOA eligibility review and country reports, and highlights a range of trade capacity building assistance and initiatives being provided to sub-Saharan African countries by a host of U.S. government agencies. The report also states that the United States wants to "build on AGOA's success by strengthening bilateral trade and investment relationships with countries in the region", and concludes the report by emphasizing that "it will become increasingly important that the United States and its sub-Saharan trading partners move toward more advanced trade arrangements".

The dispute leading to Rwanda's unfortunate recent loss of AGOA eligibility for its apparel and textiles exports to the U.S. reflects the complexity and urgency of establishing a U.S.-Africa trade and investment relationship that goes beyond AGOA. In some ways, it also highlights the importance of a growing trend in investments into a diversified African industrial base. For example, Volkswagen SA has just invested \$20 million in a small-scale vehicle assembly plant in Rwanda. The plant – which has a start-up annual capacity of 5,000 vehicles, going up to 10,000 – will reassemble vehicle kits sent from South Africa, and is an important step in the development of a regional auto manufacturing base. While Rwanda's autos will initially be for local and regional mobility services, I can envision Rwandan auto exports to the United States – a product Rwanda would be eligible to ship duty free under its current AGOA benefits. But beyond AGOA, African nations need to be active architects in whatever kind of relationship is established to enhance post-2025 U.S.-Africa trade and investment, including potential free trade agreements (FTAs).

CCA looks forward to hosting the AGOA Private Sector Forum, and to a robust and interesting discussion among U.S. and African government and private sector stakeholders of the challenges as well as opportunities of AGOA and beyond. I hope to see you there.

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# 2018 CALENDAR OF EVENTS

## MAY

1 | Houston, TX (during OTC)  
Energy Investment Roundtable

23 | Dar es Salaam, Tanzania  
U.S. Tanzania Policy and Innovation Forum

## JULY

2 | Abidjan, Ivory Coast  
CCA Business Roundtable

10 | Washington, DC  
AGOA Private Sector Dialogue

## SEPTEMBER

UNGA Week | New York, NY  
CCA UNGA Events

## NOVEMBER

5 - 6 | Johannesburg, South Africa  
Infrastructure Innovation Conference

TBD | Angola and Zimbabwe  
CCA Trade Mission

## Working Groups

CCA will host working group meetings on the continent and in the U.S. on key issues in the following sectors: Agribusiness, Capacity Building, Energy, Finance, Health, ICT, Infrastructure, Security, Tourism and Trade.

## Trade Missions

CCA will host trade missions and reverse trade missions during the course of the year

*\*Please note events are subject to change*



For more information, please visit  
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