



USAID
FROM THE AMERICAN PEOPLE

PARTNERS' GUIDE TO ETHIOPIA



Africa Avenue, one of the main streets in Addis Ababa.



Farmers receiving on-the-farm training at a USAID intervention area.



USAID Ethiopia Mission Director Dennis Weller



Welcome Statement from

Dennis Weller

Mission Director,
USAID/Ethiopia

Dear Reader,

If you've opened this guide, you have already demonstrated an interest in development opportunities in Ethiopia. That is an important first step.

Boasting one of the highest GDP growth rates in the world over the past decade, Ethiopia is certainly on the rise. The Government of Ethiopia was instrumental in leading that growth and now has ambitious plans to move Africa's second most populous country and one of its poorest to middle-income status by 2025. In support of that goal, it is investing heavily in its infrastructure and social services.

For our part, USAID's development portfolio consists of a wide range of activities designed to create opportunities for Ethiopian citizens. We support Ethiopian Government-led efforts to increase the quality and availability of health care and education throughout the country. At the same time, we are partnering with the private sector to drive innovation, find new markets, and create jobs.

So, what does this mean for you? With its vast highland farming areas, Ethiopia could one day become the breadbasket of Africa. There is no doubt that Ethiopia's largely agrarian economy could benefit greatly from increased application of appropriate technologies and best practices throughout all of its value chains. At the same time, its nascent industrial sector, with a large and increasingly educated potential workforce, needs private sector investment to flourish. Investors in the textile and leather industries are already leading the way. And while public health services and education have vastly improved, the private sector still has a role to play in filling gaps and meeting specialized needs.

As the home of the African Union and the United Nations Economic Commission for Africa, Addis Abeba is already the diplomatic hub of Africa. Assuming Ethiopia continues on its current development track, it has the potential to become an economic hub.

All of us at the United States Agency for International Development in Ethiopia (USAID) would like to encourage potential investors to look at the opportunities which Ethiopia offers and to consider investing if it makes sense. As a development agency, we like to say that our goal is to one day work ourselves out of a job. That day may still be some way off in Ethiopia, but we're optimistic that the growing involvement of the private sector in Ethiopia's development will help make that middle-income status goal attainable sooner.

We hope you will find this guide useful, and we look forward to the possibility of working together to drive development in Ethiopia.

Sincerely,

Dennis Weller



Photo: Kelley Lynch

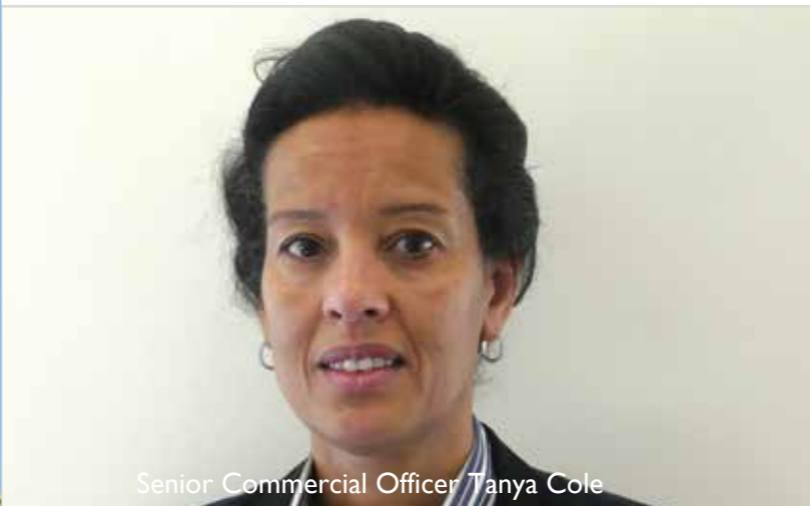
A farmer supported by a USAID agriculture project.



Welcome Statement from

Tanya L. Cole

Senior Commercial Officer
U.S. Commercial Service Ethiopia



Senior Commercial Officer Tanya Cole

Dear Reader,

Greetings from wonderful Ethiopia the Land of Origins. This is certainly an exciting time to travel to Addis Abeba, Ethiopia in the Horn of Africa to explore U.S. business opportunities. There are unlimited opportunities for American companies in trade and investment in the renewable energy, aviation, healthcare, hospitality and tourism, roads and railways, textile, and agricultural businesses.

Although the banking and IT sectors are closed to foreign companies, there are many opportunities for joint ventures, and downstream services in these sectors. American companies have just began to tap into the market and expand their footprint. This is a market that requires patience and relationship building. Ethiopians appreciate American companies' quality, partnership, technology transfer and sustainability. This is where U.S. companies can make their greatest impact: providing value for money and reliable services. Ethiopia has close to 100 million people, a stable and safe environment, with the opportunity to explore historical cultural sites and explore diverse market for quality consumer goods.

U.S. Foreign Commercial Service (CS) Department of Commerce opened its doors in the U.S. Embassy in Addis Abeba just over a year ago. We are your U.S. export trade agency. We have been non-stopped busy branding Ethiopia as a great trade and investment destination for American companies. Our hard work has paid off and we have led trade delegations to the U.S. in the energy, clean tech, construction, and hospitality sectors. We have also facilitated trade delegations to Ethiopia and hosted numerous summits and forums. We pride ourselves on helping American companies navigate the government tender process, market access, and requirements for opening new offices or investment projects. We are dedicated to helping export ready American companies sell their goods and services on the continent.

Some of our most successful companies are small to medium enterprises that use our due diligence, Single Company Promotion, and Signature Gold Key services to find partners, clients, and agents, and obtain appointments with government decision-makers. To

companies, I say take this opportunity to explore our website: www.export.gov/Ethiopia to find out how to make great business connections, receive counseling on the market and sector of interest, launch your products, find good partners, and participate on trade missions.

We also encourage you to use the resources of the U.S. Commercial Service to explore and request market research and to understand better the investment climate. Check out the Country Commercial Guide, which outlines how to do business in Ethiopia and the investment climate. Read Ethiopia's Growth and Transformation Plan 2—a strategy for priority trade and investment objectives for the country. Use the resources of the U.S. Department of Commerce including the Advocacy Center for U.S. support for government tenders and to promote your business and capitalize on best practices. The U.S. Department of Commerce is here to connect you to partners, products and opportunities. On your next business trip, don't forget to taste the wonderful coffee, experience the serving ceremonies, and taste the newest U.S. fad—gluten free injera—eaten by Ethiopians for over centuries. Lastly, don't forget to join the newly established American Chamber of Commerce with has the first cooperative agreement with the Ethiopian Investment Commission.

Business is happening in Ethiopia. Come make a sustainable impact on the economic development of the country!

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Tanya L. Cole



Anthony Amerson, contracting office at USAID Ethiopia



Welcome Statement from
Anthony E. Amerson
Office of Acquisition and Assistance
USAID/Ethiopia

Tena yesterlenn (Greetings):

Welcome from Ethiopia - the "land of origin" and "birthplace of coffee!" I am elated to share with you USAID Ethiopia's inaugural edition of the Partner's Guide which promotes Ethiopia and its vibrant economy in hopes of attracting and fostering business and investment opportunities.

This guidebook also:

- showcases USAID's development focus while highlighting trade and investment opportunities within different sectors related to USAID's areas of interest and involvement in Ethiopia, such as agricultural growth programs, livestock market development, infrastructure projects, energy (hydro, wind, geothermal), education, health, water, sanitation, nutrition, food security and capacity building support.
- serves as an aid for potential U.S. investors/businesses by providing them with essential information and relevant contacts necessary to establish a business in addition to other information relative to local procedures/laws for operating in Ethiopia.
- provides a directory of both American and Ethiopian businesses who are already doing or wish to do business in Ethiopia.
- includes information about attractions and places to see in Ethiopia including tourist destinations and useful traveler's information.

Addis Abeba has been ranked in the top 10 African cities for opportunities. So please allow me to briefly share with you my perspective on the many emerging markets and opportunities in Ethiopia.

Ethiopia is an ecologically diverse region within the Great Riff Valley. This diverse ecology is ideal for several of its major agricultural exports which include lentils, oilseeds, maize, potatoes, sugarcane, and of course, coffee. Coffee is no doubt the king of Ethiopian exports and is consumed daily by aficionados around the world. I would be remiss if I failed to mention other noteworthy emerging markets in Ethiopia, which include leather goods, manufacturing and textiles industries, hospitality services, and solar/wind technology. Moreover, with recent developments in the floriculture subsector, Ethiopia is poised to become one of the top flower exporters in the world.



One cannot begin to understand a culture without discussing food. Ethiopian cuisine is best known for its various thick meat stews called "wat" and vegetable side dishes served atop injera, a large sourdough flat-bread made from teff flour. The food is flavored using many traditional spices indigenous to the region. Dried red pepper mixtures and yellow curries command most of the flavors of traditional entrées. It is not surprising that Ethiopian cuisine has emerged as the latest trend in the international vegan food scene.

Getting to Ethiopia is more accessible than ever now in part due to Ethiopian Airlines, the national air carrier. Daily direct flights are offered to destinations around the world to include Los Angeles, Washington D.C., Dublin, Rome, and New York. As you depart the airport on Bole Road, which is the main thoroughfare in Addis Abeba, one is simply in awe of the modern roads, bridges, viaducts, and high rise construction projects taking place all over the city. With a population of five million people in the capital city, getting around the city can be challenging. However, with the government's recent completion of the first light rail system in sub-Saharan Africa, the Addis Abeba Light Rail boasts a daily ridership of 200,000.

Ethiopia is home to eleven spectacular churches carved both inside and out from a single rock some 900 years ago in the small town of Lalibela, which is a 90-minute plane trip from the capital. The chiseled creations have transformed this mountain town into a place of pride and pilgrimage for worshipers of the Ethiopian Orthodox Church and attract 80,000 to 100,000 visitors a year. This is a must-see attraction for all tourists along with the ancient castles in the city of Gonder and the great religious shrines in the city of Aksum.

We are committed to expanding our partner base through industry engagement that is focused on promoting opportunities. Potential partners are well served to pay special attention to our "How to Do Business with USAID" section, which outlines the steps to be followed in order to receive contracts, cooperative agreements, and grants from USAID. This section also includes information about our agency business forecast (by country) which provides details on potential funding and partnership opportunities with USAID. This valuable information can be used to strategically plan which opportunities best suit your organization's goals.

In conclusion, I hope this guides provides you with useful information and entices you to explore opportunities in Ethiopia while the market is still in its infancy.

Regards

Anthony E. Amerson

Photos left: USAID Ethiopia's Office of Acquisition and Assistance team out and about in Addis Ababa.





Gilgel Gibe III Hydropower plant under construction.

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Queen of Sheba

Ethiopia's famed Queen forges ties with King Solomon

14th
Century BC

Aksumite Dynasty

100–940 A.D.

Christianity

The acceptance of the Christian Faith

4th
Century A.D.

Zagwae

Lalibela

12th
Century A.D.

Gonderine Dynasty

Castle of Gonder

16th
Century A.D.

Zemene Mesafent

17th
Century A.D.

Battle of Adwa

Victory of Africa - the defeat of Italian Army

19th
Century A.D.

League of Nations

1920

A brief history of ETHIOPIA

Ethiopia, known as the cradle of mankind, is an ancient civilization in Africa and one of the oldest independent countries in the world. From the town of Yeha to the Aksumite sites, from the rock-hewn churches of Lalibela to the walled city of Harar, from the castles of Gonder to Addis Abeba—Africa's capital—Ethiopia has been the oldest and naturally evolved polity and governance in Africa. Ethiopia is a land where the two major world religions, Christianity and Islam, arrived at its shores in the 4th and 7th centuries, respectively. Today, the country is on a sustainable path toward economic development.

Today's Ethiopia had its roots in the attempts of establishing a centralized rule by emperors Theodros II, Yohanes IV and Menilik II. As a leader, Emperor Menilik II evoked the spirit of invincibility among Ethiopians in the face of European colonialism after his victory over Italian colonialists in 1896 in Adwa. It was one of the biggest and most significant battles in African history, marking the first ever complete defeat of a European colonial power by a native force. To the rest of Africa, Ethiopia became a beacon of independence and an embodiment of a winning mentality against colonialists in a continent almost entirely enslaved by colonialism. The Victory of Adwa inspired the struggle against colonialism and slavery all over the globe, particularly in Africa.

Menilik II then set his sights on modernization. He abandoned the Shoan capital of Ankober and soon founded Addis Abeba. During his reign, electricity and telephones were introduced, bridges, roads, schools and hospitals built, banks and industrial enterprises established. The greatest technological achievement of the time was undoubtedly the construction of Ethiopia's railway, which eventually linked Addis Abeba to Djibouti in 1915.

After the death of Menilik II, Teferi Mekonen pulled off a major diplomatic coup in 1923, by securing Ethiopia's entry

into the League of Nations. Membership firmly placed Ethiopia on the diplomatic map of the world, which later provided a significant platform to the failed pleas of Ethiopia against the grasping designs of Italian Fascists.

The 1930's saw another attempt by fascist Italy to avenge its bitter defeat at the hands of Menilik II at the Battle of Adwa. From 1936, Italian forces, using mustard gas and chemical weapons, occupied Ethiopia until they were expelled by Ethiopian patriots' resistance with help from the British in 1941.

The 1940s and '50s saw much postwar reconstruction, including (with U.S. assistance) the establishment of a new government bank, a national currency, and the country's first national airline, Ethiopian Airlines. New schools were built and, in 1950, the country's first institution of higher education, the University College of Addis Abeba (now Addis Abeba University). A revised Ethiopian Constitution was introduced. Although for the first time, the legislature included an elected Chamber of Deputies, the government remained autocratic and the Emperor continued to hold absolute power.

The well-crafted diplomatic campaign by Ethiopia to bring the two groupings on African Unity and its beacon of independence status made Addis Abeba the headquarters of the Organization of African Unity in 1962. The UN Economic Commission for Africa (ECA), was established earlier in 1958.

Despite modernization, the pace of development was slow and dissatisfaction with the emperor's autocratic rule began to grow. Finally, taking advantage of a state visit to Brazil in December 1960, the Emperor Haile Selassie's imperial bodyguard staged a coup d'etat. Though put down by the Army and Air Force, it signaled the beginning of the end of imperial rule in Ethiopia.

By 1973, an increasingly powerful and radical military group had emerged within the ranks of the Armed Forces. Known as the Derg (committee), the group used the media with consummate skill to undermine the authority of the emperor himself. The result was an unprecedented wave of teacher, student and taxi strikes in Addis Abeba. Even army mutinies began to be reported. The prime minister and his cabinet resigned and a new one was appointed with the mandate to carry out far-reaching constitutional reforms. But it was too late.

On September 12, 1974, the emperor was deposed. The emperor's absolute power and the divine right to rule and the centuries-old imperial dynasty came to its conclusion.

The Derg soon dissolved parliament and established the Provisional Military Administrative Council to rule the country. Emerging as the leader of the Derg was Colonel Mengistu Haile Mariam, who rode the wave of popular opposition to Haile Selassie's regime, as well as the Marxist-Leninist ideology of left-wing students. Internal political debates, however, degenerated into violence and in 1977, the Red Terror campaign was launched to suppress all political opponents. The campaign only cemented the stance of those opposing the Derg and numerous armed liberation movements against national oppression arose.

In 1984–85, another appalling famine followed a drought, in which up to a million people reportedly died. Failed government resettlement programs, as well as communal farms and 'villagization' programs aggravated the situation in many areas. Mengistu's refusal to address the famine crisis and failure to peacefully resolve the grievances of the various armed opposition groups caused thousands more to die.

The various opposition groups, especially those of the TPLF and the EPDM, eventually united to form the Ethiopian

People's Revolutionary Democratic Front (EPRDF), which in 1989 began its military campaign toward Addis Abeba.

Confronted by the EPRDF in Ethiopia and the Eritrean People's Liberation Front (EPLF) in Eritrea, combined with the fall of its allies in Eastern Europe, and with the state in financial ruins, as well as military defeats in almost all fronts, the Derg was finally defeated when the EPRDF entered Addis Abeba in May 1991.

In July 1991, a Transitional Charter was endorsed, which gave the EPRDF-dominated legislature a four-year, interim rule under the executive of the TPLF leader, Meles Zenawi. First and foremost, Mengistu's failed socialist policies were abandoned, and a de facto independence was granted to Eritrea before it gained its de jure independence in the following year.

In August 1995, a new Federal Constitution was introduced and the Federal Democratic Republic of Ethiopia was proclaimed. Meles Zenawi formed a new government, becoming the Prime Minister of the country.

The EPRDF government introduced a federal approach to address the problems of national oppression and introduce democratization. Ethiopia reoriented its policies to address the rampant poverty and economic stagnation. The past decades indicate that the social, economic and political policies and strategies crafted and implemented were necessary and accurate. Today, Ethiopia enjoys a double digit economic growth and stability in a very turbulent region of the Horn of Africa. Ethiopia has now become a destination for investment and tourism, a country with hope for a bright future for all its citizens.

BUSINESS CLIMATE

Night scene in downtown Addis Ababa.

Ethiopia Overview

With a surface area that covers about 440,000 square miles, Ethiopia is larger than Texas and California combined. It has the world's 27th-largest surface area and Africa's second-largest population after Nigeria with more than 97 million. Ethiopia shares its borders with six countries (Sudan and South Sudan to the west, Eritrea to the north, Djibouti and Somalia to the east, and Kenya to the south).

Economic Overview

Population

97 Million

GDP Current Market Price (2013/14)

USD 62 billion

Nominal GDP Per Capita (2013/14)

USD 691

Real GDP Growth (2013/2014)

10.2 percent

Country Credit Rating

B1/B/B (Moody's, S&P and Fitch , Stable)

The main focus of the government of Ethiopia is to eradicate poverty. To achieve this goal, it has implemented a Growth and Transformation Plan (GTP) to grow the economy 11 to 14 percent annually. To achieve these goals, Ethiopia has embarked upon massive infrastructure and energy projects.

With about 85 percent of the population living in the rural areas, Ethiopia's economy is dependent on agriculture. Major export commodities include coffee, oilseeds, and hides and skins. With horticulture as an emerging subsector, export of cut-flower and vegetables are now among the leading export commodities of Ethiopia, making Ethiopia the 4th largest non-EU exporter to the EU cut flower market. It is the second largest flower exporter in Africa exporting to The Netherlands, France, Germany, Italy, Canada, Norway, Sweden, UK and the Middle East. Aiming to transform Ethiopia's economy from an agrarian to an industrialized one, the government has planned to increase manufacturing output and is in the process of establishing more industrial parks around the country. Foreign investors have been taking manufacturing spaces in these industrial parks. Ethiopia's relatively inexpensive and trainable labor, cheap electricity, as well as investment incentives are helping American, Chinese and European companies to start exporting apparel and shoes from Ethiopia to the world market.

In its 2015 assessment of the Ethiopian economy, the IMF noted, *"The economic outlook remains favorable, reflecting the country's significant potential, generally sound macroeconomic policies, and the government's efforts to improve infrastructure and attract foreign direct investment."* The U.S. Department of State also observed, *"Its population of over 90 million and its stable investment climate, Ethiopia is becoming an increasing priority for foreign investment and foreign companies."*

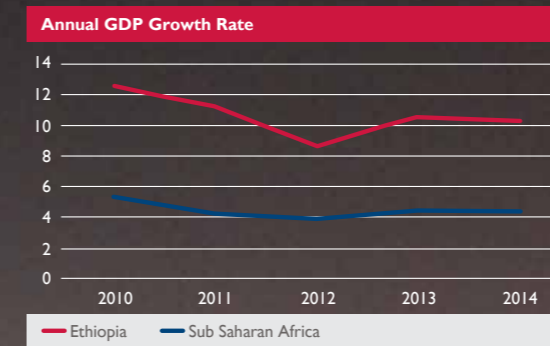
Ethiopia's rapid economic growth has been achieved through pro-poor policies that were sustained and executed by the government in large infrastructure projects. To meet the growth and transformation plan targets over the past ten years, the country has adopted macro-economic policies that are geared to attract local and foreign investment.

ROBUST ECONOMIC GROWTH

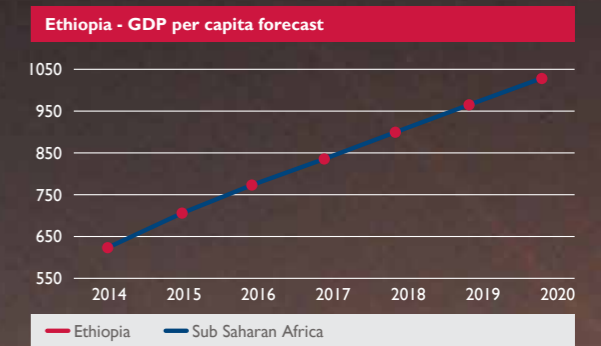
One of the government housing projects in Addis Ababa at night.

According to the International Monetary Fund (IMF), Ethiopia is among the five fastest growing economies in the world. The country is experiencing a sustained, rapid, broad-based and equitable economic growth and development with an average real GDP growth rate of 10.9 percent between 2004 and 2014. The growth rate registered during the same period was double the Sub-Saharan African average consistently outperforming global forecasts including that of IMF and World Bank.

According to the World Bank, the economy has experienced strong and broad based growth over the past decade, averaging 10.8 percent per year in 2003/04 - 2013/14 compared to the regional average of 5.0 percent.



Source – World Bank



Source- IMF



ECONOMIC SECTORS

Historically agriculture has been the primary contributor to Ethiopia's economy. However, in recent years, GDP growth has been increasingly diversified to include services, light manufacturing and construction.



Central Addis Ababa, one of the complex junctions of Addis Ababa.

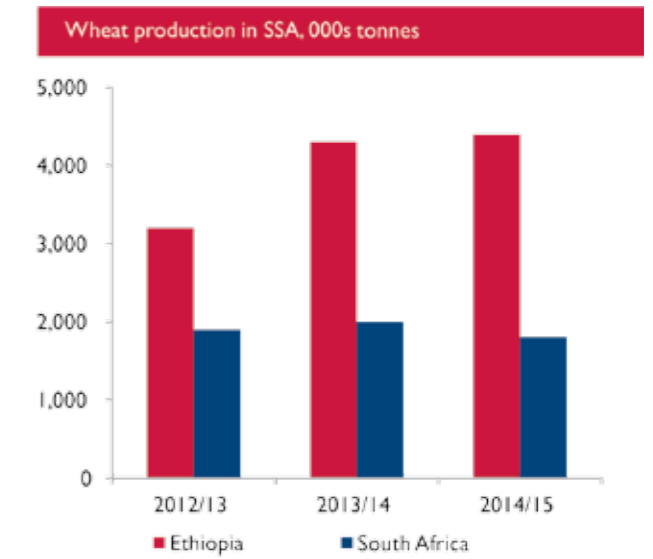
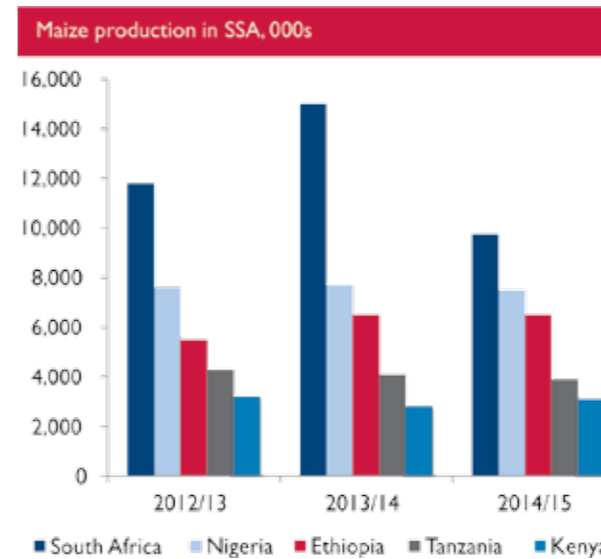
A tea farm in Southern Ethiopia.



Agriculture

Ethiopia is one of the largest grain producing countries in Africa and the 6th largest producer of coffee in the world.

Ethiopia is one of the largest grain producing countries in Africa.



Ethiopia has 183 million acres of arable land of which only 37 million acres is cultivated. Ethiopia's diverse topography and climatic conditions is suitable for the production of some of the world's most wanted food crops such as cereals, pulses, oil seeds, a wide range of fruits and vegetables, coffee, tobacco, sugarcane, tea and spices. In addition, the country holds the largest livestock concentration in Africa with 55 million cattle, 27 million sheep and 28 million goat (CA 2013/14).

Horticulture is growing as a sector: Ethiopia is Africa's leading vegetable and cut flower exporter. One of the largest US private equity firms, KKR made its first investment in Africa in 2014, investing \$200 million in Ethiopian rose producer Afriflora. (Source UNCTAD – World Investment Report 2015)

The government encourages investment in various areas including large mechanized agriculture by providing land and investment incentives. This opportunity is attracting a number of foreign investments to Ethiopia.



Industry

A textile factory in Northern Ethiopia

Industrialization and Industrial Zones

Ethiopia seeks to transform its economy from a predominantly agrarian to a modern and industrialized economy and attain its goal of becoming a manufacturing powerhouse. The government has adopted new policy framework focused on the development of the manufacturing sector using industrial parks to attract foreign direct investment. Ethiopia's Industrial Park Development Corporation is now established to develop and administer industrial zones.

Toward the same vision, the Ethiopian Investment Commission (EIC) has been empowered to support export promotion, implementation of regulation for industrial zones, aftercare services, and policy analysis primarily for foreign investment.

Ethiopia is targeting USD 1 billion of annual investment in industrial parks over the next decade to boost exports and make the country one of Africa's top manufacturing hubs. Industrial zones are positioned to provide favorable conditions for investors to conduct their businesses including land, and infrastructure. Major tax incentives for investments in high priority sectors have also been implemented to attract investors. The government has allocated over 75 million square feet of land to establish industrial zones at various parts of the country linked by railroads and accessing major agricultural hubs, providing sustainable inputs for industrial and manufacturing processes.

Industrial zones are being established in the following areas around Addis Abeba:

- Eastern Industrial Zone,
- Lebu Industrial Zone and
- Bole Lemi Industrial Zone.

The government is also developing industrial zones in regional cities such as Hawassa, Dire Dawa, Mekelle, Adama, Jimma, and Bahir Dar.

The government's vision by 2025 sees manufacturing expanding at 25 percent a year and creating employment for 200,000 jobs every year particularly in the areas of textile, leather, agro-processing and other labor-intensive factories.

Under Ethiopia's Growth and Transformation Plan (GTP), key priority industries include textile and garment, leather and leather products, sugar, cement, metal and engineering, chemical, pharmaceutical and agro-processing. Investments in this area are accompanied with additional tax and duty incentives.



Montage of pictures, a textile plant inside and out, Northern Ethiopia.

The new light rail in Addis Ababa.

INFRASTRUCTURE INVESTMENTS

In past years, fiscal revenues in Ethiopia have been channeled toward poverty reduction endeavors, infrastructure development, provision of basic services, as well as creating an enabling environment for business and investment. In 2012, combined with public consumption, public sector investment accounted for roughly one quarter of the GDP. The main sectors of focus for this investment are energy, transport, communications, agriculture, housing, industrial buildings, road, railway, education and health.

Power

Ethiopia has a rich renewable energy resources including 45,000 MW in hydropower potential, more than 10,000 MW geothermal resources and significant wind and solar generation opportunities around the Rift Valley.

Ethiopia's current priority is to increase the national energy output, transmission and distribution capacity to fully attain domestic energy demand and export surplus production to the regional market. Ethiopia is currently exporting power to Djibouti while transmission connections to Sudan are being tested and lines to Kenya are under construction.

Through its renewable energy resources, Ethiopia aspires to attain a total installed generation capacity of 37,000 MWs of energy to become a major power exporter in the region, by 2037. Currently, Ethiopia is building Africa's largest hydroelectric dam, the Grand Ethiopian Renaissance Dam, on the Blue Nile River with power generation capacity of 6,000 MW.

To realize this development vision, foreign investment in power generation and transmission is strongly encouraged. To this end, Ethiopia has recently signed Independent Power Purchase agreement with Reykjavik Geothermal as part of the U.S. Government's Power Africa initiative.



A wind farm in Oromia Region.

Road Network

The road sector in Ethiopia has continued to witness increased investment as part of the overall government development strategy that focuses on infrastructure investment to speed up economic growth. This investment helped the federal and regional road network to increase from 26,500 km in 1997 to 60,000 km in 2014. Under the Universal Rural Road Access Program initiative some 39,070 km all-weather district roads were constructed.



Cross regions road.

As a result, the proportion of districts connected by all-weather roads increased from 39 percent in 2009/10 to 68 percent in 2013/14. On the other hand, road density increased from 44.5 km/1000 km² to 90.5 km/1000 km² during the same period thus making the average time taken to reach the nearest all weather roads to reduce from 3.7 hours in 2009/10 to 1.8 hours by 2013/14.

Railways

Railway infrastructure development has been one of the priority areas of the public sector investment program. A number of railway projects have been initiated to enhance connectivity of cities and towns. The main supply line from Addis Abeba to the port of Djibouti is planned to be operational in September 2016 with an additional 3,000 miles of railroad planned to be built over the next five years.

A recent accomplishment in rail engineering is the new light-rail service stretching across 21 miles with 39 stations, which became fully operational in January 2015.

The light-rail system connects the capital city from East to West and North to South, with one line running 11 miles from the center of the city to industrial areas in the south of Addis Abeba. The two lines, which have their own dedicated power grid, have the capacity of carrying 60,000 passengers per hour. The plan is to increase its coverage to 45 miles in the next five years.

The country's long-term goal is not just to connect Ethiopia, but to see the country connected to the region. Involvement in this sector is highly encouraged.

Telecommunications



Telecom facilities.

Ethiopia has one of the highest installed fiber densities in Africa. High-speed internet, with the latest global standards is being continuously rolled out around the country with 4G speeds currently available in Addis Abeba. Telecom has seen major infrastructure investment over the past decade with Chinese and Swedish firms playing major roles in the expansion and modernization of the sector. The country aims to grow the number of mobile subscribers to 60 million in the next few years.



Gilgel Gibe III Hydropower Dam under construction.



Cross regions railway.

Air Transport

Ethiopian Airlines is the biggest airline in Africa with an outstanding safety record in its 70 years of active service. It is the most profitable airline in Africa - more profitable than all Sub-Saharan African airlines combined.



Some of the Ethiopian Airlines fleet at Bole International Airport



Owing to Ethiopia's convenient location between Africa, the Middle East and the Far-east, and the rapid expansion of Ethiopian Airlines, Addis Abeba is becoming an international air hub.

Ethiopian Airlines is the biggest airline in Africa with an outstanding safety record in its 70 years of active service. It is the most profitable airline in Africa - more profitable than all sub-Saharan African airlines combined.

Ethiopian links more than 92 international and 19 domestic destinations of which 51 are in Africa, 25 in the Persian Gulf, Middle East and Asia and 16 in Europe and the United States. The connections include major cities such as New York, Washington D.C., Los Angeles, Toronto, Sao Paulo and Rio de Janeiro in the Americas. Having been one of the first airlines to fly the Boeing 787 Dreamliner, the airline has over 80 Boeing aircraft and just became the first airline in Africa to receive an Airbus A350. There are a large number of new aircrafts on order as part of the airlines' growth plan.

Ethiopian now holds ownership shares and manages two African Airlines, namely, ASKY in Togo, and Malawian Airlines. The three strategic hubs, Addis Abeba in the east, Lomé, Togo in the west, and Lilongwe, Malawi in the south provide African passengers a much smoother connectivity to the rest of the world.

70 years
of active service

92 Destinations
Worldwide

51 Destinations
In Africa

25 Destinations
In the Persian Gulf, Middle East, Asia

16 Destinations
In Europe and United States

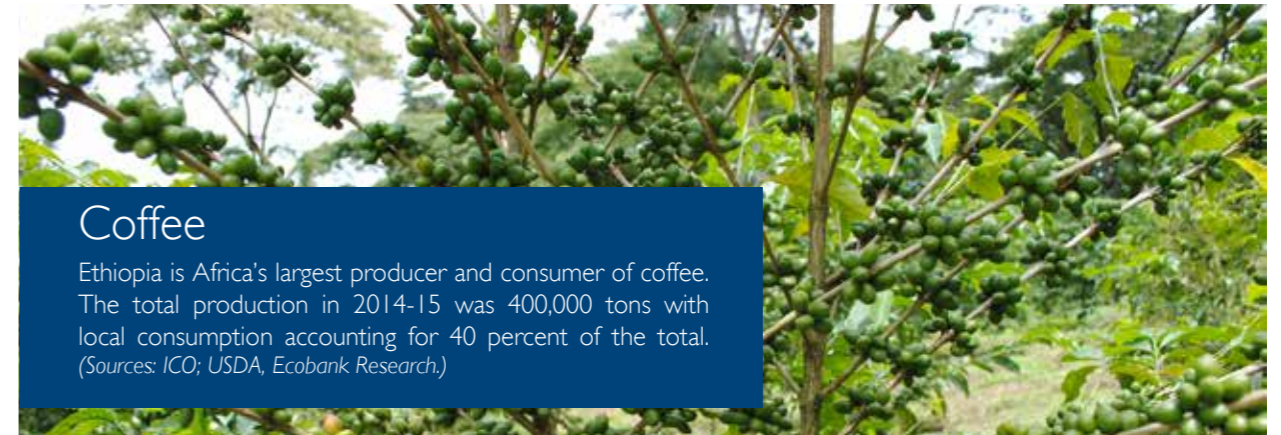
19 Destinations
Domestic

PRIORITY INVESTMENT AREAS

Agro – Processing

Agro-Processing industry is amongst the priority sector in Ethiopia. High potential manufacturing and investment areas in the agriculture sector include production and value addition of horticulture, crop, livestock, beverage, fishery, beekeeping, forestry, dairy, wood based products manufacturing, and spices extraction and processing.

There are also opportunities in high value crop production, hybrid seed production, fertilizer manufacturing and sales of agricultural equipment.



Coffee

Ethiopia is Africa's largest producer and consumer of coffee. The total production in 2014-15 was 400,000 tons with local consumption accounting for 40 percent of the total. (Sources: ICO; USDA, Ecobank Research.)

Ethiopia is Africa's largest producer and consumer of coffee. The total production in 2014-15 was 400,000 tons with local consumption accounting for 40 percent of the total. (Sources: ICO; USDA, Ecobank Research.)

Ethiopia is the world's 6th largest producer of coffee, and the 3rd largest producer of Arabica beans in the world. (Source: U.S. Department of Agriculture)

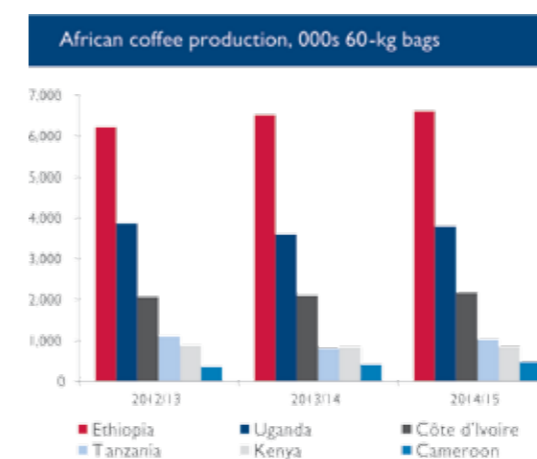
Top international coffee roasters source Ethiopian varieties of coffee for direct sales and for blending purposes. Ethiopia's coffee, which is mostly organic and mainly collected from natural forests, has consumption demands across the globe from Japan to the United States, and most recently, with a growing market in Hong Kong and China. Coffee is the most significant export crop and one of the primary sources of foreign-exchange reserves in Ethiopia. In 2015, coffee accounted for 25.8 percent of the total export earnings

(Source: NBE 2014/15)

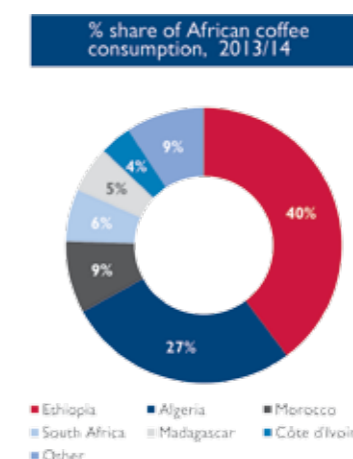
It is proclaimed that coffee originated from the indigenous South Western part of Ethiopia in a place called Keffa. Since coffee grows in almost all regional states due to the suitability of the geographic altitude, the country has more genetic diversity among its coffee varieties than any other country. The primary coffee growing regions, however, are the southeastern, southern and southwestern highlands of Ethiopia.

More than nine different bean varieties are cultivated in Ethiopia. However Arabica and Robusta are the two major types of commercial coffee. Arabica is known to contain less caffeine than Robusta, which makes it more preferable in the world market, in addition to the popularity of its flavor profile.

Areas of coffee value addition, such as processed (roasted and milled) coffee, is open to foreign investors and currently a very small amount of processed coffee is exported to international markets. In addition, the local demand for processed coffee is growing and estimated to reach nearly 23,500 tons by 2018; hence a great investment opportunity exists for the local and international coffee markets.



Source: EcoBank



Source: EcoBank



Livestock

Improved livestock farm.

Ethiopia has the highest livestock population in Africa with 55 million cattle, 27 million sheep and 28 million goats (CA 2013/14). In 2015, the export of live animals and meat products contributed 4 percent and 3 percent, respectively toward the total export earnings of the country.

Ethiopia's 'Livestock Master Plan' sets out investment intervention areas potentially contributing to the long-run development of the sub-sector in three key livestock value chains:

- Poultry
- Crossbred dairy cow
- Red meat and milk (from indigenous cattle, sheep, goats, and camels)

The master plan emphasizes increasing the role of the private sector and public-private partnerships in improving productivity and total production in the three key livestock value chains including the adoption of appropriate genetic, health and feed technologies and high value-added processing.

The master plan indicates:

- The national herd will significantly contribute to livestock trade with increased access to the international markets. This will be achieved through increased competitiveness by meeting the increasing standards for livestock and livestock products such as auditing and certification requirements, implementation of livestock identification, registration and traceability system for export animals.
- The total red meat and milk production is expected to increase by 52 percent by 2020.
- Annual chicken meat and egg production in Ethiopia will rise to 164,000 tons and 3.9 billion, respectively with a 247 percent increase in chicken meat production by 2020.

- Through improvements in genetics, health and feeding requirements, domestic cow milk production is expected to increase by approximately 93 percent by 2020, which is expected to meet local consumption and help jump-start the export of cow milk and milk products.

To achieve the above goals, the involvement of the private sector is imperative. As a result, extensive investment opportunities exist in rearing and breeding of livestock in Ethiopia.

(Source: Ethiopian Investment Commission 2015)



Improved livestock farm.



Tannery and leather goods

Ethiopia's leather is one of the finest in the world.
Youngil Song, Hiroki Co. Ltd

The skins and hides from Ethiopia's large cattle population have contributed for some of the world's best leather products.

The export of processed and semi-processed skins constitutes one of Ethiopia's leading export commodities and earned approximately USD 123 million at 4 percent of the total export earnings in 2015. (Source: National Bank of Ethiopia 2015)

Since 1992, more than 40 international investors have established leather and leather product companies in Ethiopia supplying to international brands such as Guess and Calvin Klein. However, having the largest livestock population in Africa, Ethiopia has the potential to substantially increase the contribution and further develop the leather sector. To support this sector, the government of Ethiopia is implementing consistent incentives scheme to promote quality throughout the supply chain from producers to processors and traders.

Major Investment areas include:

- Tanning of hides and skins up to finished level
- Manufacturing of luggage (such as handbags), saddle and harness items, footwear, and garments
- Integrated tanning and manufacturing activities

Ethiopia's leather export has expanded vastly in the past few years. For example, from 2005 to 2011, Italy's imports from Ethiopia rose from \$21.7 million to \$39.4 million, an 82 percent increase, and China's rose from \$12.5 million to \$27.5 million, an increase of 120 percent. The United Kingdom and India rank third and fourth, respectively, as destinations for Ethiopian processed leather. (Source: EIC)

In 2011, one of the largest shoe exporters in China, Huajian, set up a factory in Ethiopia, as part of a plan to invest \$2 billion over 10 years in developing manufacturing clusters focused on shoemaking for export. The company produces shoes for brands such as Guess and Calvin Klein, and hopes to see its exports from Ethiopia reach US\$4 billion within ten years.

Source: Deloitte, "Ethiopia, a Growth Miracle," 2014

Otto Kessler is a German company specializing in the production of top quality leather gloves for fashion brands, department store chains, select catalogue companies, and military & police authorities. Its products are sold in Europe, North America, and Japan. The company has established a leather processing plant in Ethiopia in the city of Gonder.

Source: Deloitte, "Ethiopia, a Growth Miracle," 2014

The Japanese manufacturer Hiroki Co. Ltd is setting up a \$400,000 manufacturing operation in Ethiopia. It plans to produce leather shoes and other luxury accessories. Youngil Song, president of Hiroki Addis stated "It is one of the finest leather in the world." She explained they decided to open a factory in Ethiopia because of the availability of quality leather raw material.

Source: Deloitte, "Ethiopia, a Growth Miracle," 2014



Textile & Garment

Several companies are taking advantage of the Africa Growth and Opportunity Act by establishing textile, garment and shoe factories in Ethiopia. More than 65 textile investment projects from international investors have been licensed in Ethiopia since 1992.



Raw materials for textile industry.

Ethiopia's long history in textiles began in 1939 when the first garment factory was established. The country's current textiles industry encompasses spinning, weaving and processing. Today, the garment and textile sector show particular development potential with the opportunity to expand into large-scale textile manufacturing industries including cotton production, man-made fibers manufacturing, technical textiles manufacturing, and natural fibers manufacturing including wool, silk and sisal.

Ethiopia currently has five public textile factories producing mostly work-wear garments for the domestic market. The numerous privately-owned factories in the country produce shirts, suits, work clothes and uniforms for national and international markets. The local production of cotton is the basis for the business opportunities and the enormous growth potential for the textile industries.

Ethiopia has more than 3.2 million hectares of land with a suitable climatic and soil conditions for cotton cultivation. Large-scale cotton production is carried out under irrigation, mainly in the Awash Valley, which has more than 50,000 hectares under cultivation. Another 45,000 hectares of high-quality cotton is cultivated by small-scale farmers. Of the total production potential, barely 7 percent is currently being used. There still exists huge potential for the expansion of cotton cultivation in Ethiopia, especially in the Omo-Gibe, Wabi Shebelle, Baro Akobo, Blue Nile and Tekeze River basins. The production of cotton is well integrated into the textile sector, with garment factories relying heavily on domestically produced cotton.

There has been rising interest in Ethiopia as potential sourcing destinations for apparel. Since 2013, a number of international companies invested in Ethiopia's Textile industries mostly from Asia. H&M, Primark, Tesco and the British arm of Walmart stores have already began sourcing some of their garments from Ethiopia. As a result, the Ethiopian garment and apparel industry has grown an average of 51 percent over the last six years.

The UK accounts for 10 percent of the exports, with other European countries accounting for 50 percent and the U.S. for 40 percent. According to the Ethiopian investment agency.

Availability of all essential ingredients for a competitive textile industry such as raw materials (raw cotton and other natural fibers), low wages, low energy costs as well as Ethiopia's access to domestic, regional and international markets gives Ethiopia a competitive advantage over other countries. Currently, textile factories pay between \$0.78 and \$0.002 per KW (Source: Ethiopian Investment Commission)

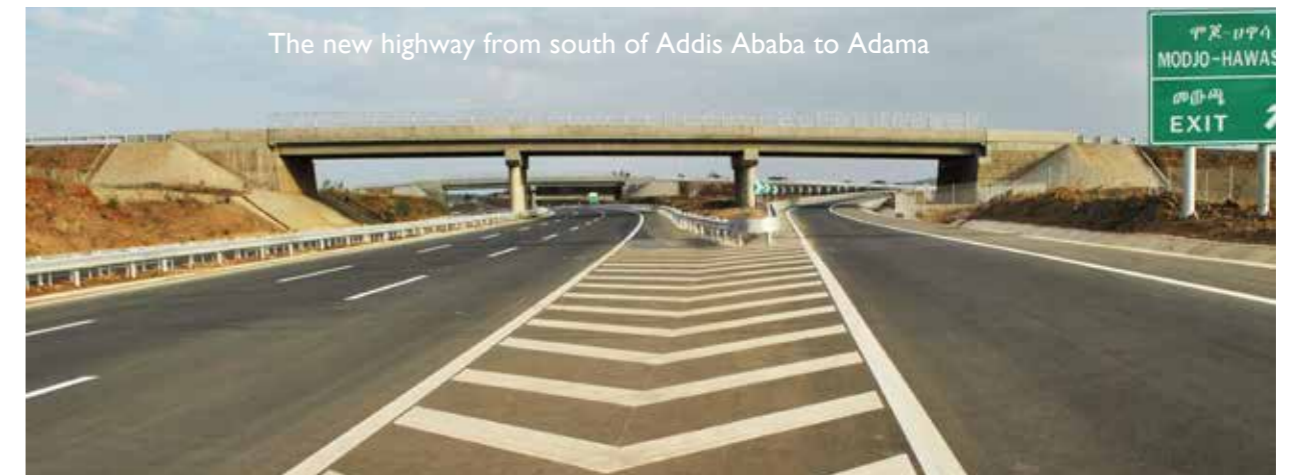
In addition, the Ethiopian Government is actively promoting the further modernization of the textile sector to attract foreign investors that can penetrate the global market. (Source: Ethiopian Embassy Washington DC Official Website)

In the summer of 2016, U.S. clothing giant PVH Corp, owner of the Tommy Hilfiger and Calvin Klein brands, is expected to begin manufacturing its clothing products in Ethiopia. PVH has plans to begin sourcing garments from well-established suppliers in Ethiopia and establishing an Ethiopian clothing sourcing network. The clothing provider will operate out of a newly-built industrial park in Hawassa city, south of the capital Addis Abeba. The newly built Hawassa Industrial Park offers 37 factory-units on 300 hectares plot for apparel and garment production.

Source: Just-style, PVH prepares for Ethiopia production

EMERGING KEY INDUSTRIES

Infrastructure Investment



The new highway from south of Addis Ababa to Adama

Although there has been a great amount of public sector investment in infrastructure, significant investment opportunities still exist in all aspects of infrastructure in Ethiopia such as telecom, geothermal and wind power, electricity, road, railways, transport and logistics, water, social infrastructure and aviation.

In the energy sector, there is a huge gap between the exploitable reserve and the amount that has been exploited in which less than 5 percent of essential energy resources such as hydro, solar, and geothermal and wind have been used. With a potential to produce 45,000 MW of electricity from renewable resources, Ethiopia has the capacity to fulfill domestic energy demand and export electricity to the neighboring countries.

Untapped Natural Resources



Ethiopia has untapped opportunities in oil and gas resources, both upstream and downstream, as well as the construction of pipelines. There are estimated unexploited gas reserves of 4.6 trillion cubic feet. In addition, the country has diverse mineral resources few of which have been exploited. These include gold, diamonds, tantalum, phosphate, potash and iron ore. Companies from the U.S., UK, Israel and Australia are currently involved in exploration activities in various areas of the country.

“ Ethiopia and Djibouti signed an agreement for a \$1.55 billion fuel pipeline with developers Mining, Oil & Gas Services and Blackstone Group LP-backed Black Rhino Group. - Reuters

“ A British mining company prospecting for potash mineral in the Danakil basin of the Afar Regional State, Circum Minerals Ltd, on Thursday announced that it discovered a major potash deposit estimated at 4.2 billion tons - The Reporter – May 11, 2015

“ The Israeli chemical giant, ICL, has embarked on potash mine development project in the Afar Regional State, in Dallol region. - The Reporter October 29, 2015

“ Discovered by the American firm Tenneco in 1973, the Calub and Hilala gas fields have a potential four trillion cubic feet of natural gas.

CONDUCTIVE BUSINESS ENVIRONMENT

1 Low Operational Cost

Competitive labor cost

Ethiopia has one of the lowest manufacturing labor costs in the world; wages in Ethiopia are a fifth of China's and half of Vietnam's. Further, when using similar technology, Ethiopian workers can produce the same quality and quantity of shirts per day as workers in Vietnam.

On the other hand, although labor productivity in Addis Abeba compares well with firms in peer countries with same level of development, this reflects higher capital intensity rather than more efficient production. Despite this challenge, low wages in Ethiopia of about \$1,000 per worker per year enable firms to remain competitive.

(Source: Ethiopian Investment Commission)

Low electricity prices

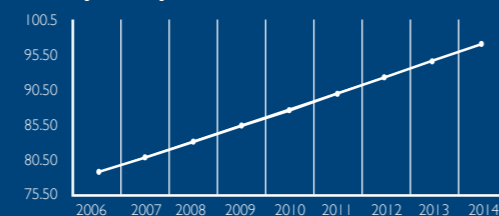
On average, the electricity cost in Ethiopia is \$0.023 per kWh, compared to \$0.068 in Kenya, \$0.083 in Tanzania, \$0.118 in China, \$0.180 in South Africa, and \$0.240 in Djibouti.

2 Demography and Labor Force

According to the UN World Population Prospects, Ethiopia's population was approximately 97 million in 2015. The population has also been growing at an average rate of 2.6 percent annually for the last eight years. It is estimated to be 10 percent of the sub-Saharan region population of which, over 50 percent are at productive age.

Ethiopia has made significant progress in expanding access to primary education and has successfully reached a gross enrollment ratio in primary education comparable with middle-income countries. The expansion of education creates a more literate and trainable labor force making Ethiopia more attractive to investors.

Ethiopia Population Data, in millions



Source: World Bank, 2014

3 Quick Market Access

With a population of more than 97 million people, Ethiopia is the second largest market in Africa, and is also part of the Common Market for Eastern and Southern Africa comprising 19 member countries and more than 400 million people. Further, the geographic location of Ethiopia has a huge advantage for expanding into the regional market and easy access to international market.

The capital, Addis Abeba, is the main air hub for Africa and the home of Ethiopian Airlines, which has won repeated recognition as the best airline in Africa. Ethiopian offers flights to 92 international destinations and carries two thirds of Africa's air freight. Major cities in the world, including Beijing, Dubai, London, and Johannesburg, can be reached within eight hours flight. Ethiopian has strategic partnerships across Africa that include hubs in Togo in the west and Malawi in the South. These hubs provide the travelers and shippers in these regions speed and convenience to connect to rest of the world.

Because Ethiopia is a landlocked country, most goods must make their way to regional and international markets via other countries. However, owing to long-term partnerships, Ethiopia has access to Djibouti's state-of-the-art container port and Port Sudan.

(Source: Ethiopian Investment Commission)

5 Ethiopia's Credit Rating

In May 2014, Moody rated Ethiopia's credit worthiness a B+ rating, while S&P and Fitch gave a B rating. The rating agencies underscored Ethiopia's stable outlook and positive prospects for continued economic growth in the short and medium term. Key drivers of their ratings were the huge investments in infrastructure and power generation and their likely effect in improving trade conditions. The country's peace and stability also positively influenced the rating. The rating agencies noted, however, that the private sector remained weak and access to domestic credit restricted economic growth.

Source (US Department of State - <http://www.state.gov/le/le/rls/othr/rls/2015/241555.htm>)

4 Free Trade

Ethiopia also benefits from the African Growth and Opportunity Act, which aims to expand trade and investment with sub-Saharan Africa and accorded duty-free access to U.S. markets. In addition, the country also benefits from the EU's "Everything but Arms" quota and duty free trade arrangement that has been set up to provide access to the EU market for underdeveloped countries, free of duty and without quota restriction for all export products except arms. Many bilateral trade agreements are concluded with western countries including The Netherlands, Belgium and Luxembourg. The government of Ethiopia is currently pursuing accession to the World Trade Organization.

6 Security

Security in Ethiopia has been ranked 55th out of 148 countries by the World Economic Forum (Global Competitiveness Report, 2013-2014), well above most of its regional peers such as South Africa (109th), Kenya (131st), and Nigeria (142nd). Ethiopia ranked 36th and 38th globally in business costs of crime and violence, and organized crime, respectively.

Peace ranking - Selected Very Large Countries with a population of 90 million and higher

United States	103
Ethiopia	119
China	120
Mexico	140
Egypt	142
Nigeria	149
Russia	151

Source: Global Peace Index, 2016

INVESTMENT AREAS

Investment Areas Open for Foreign Investors

Manufacturing

Food industry
Beverage industry
Textiles and textile products industry
Leather and leather products industry
Wood products industry
Paper and paper products industry
Chemical and chemical products industry
Basic pharmaceutical products and pharmaceutical preparations industry
Rubber and plastics products industry
Other non-metallic mineral products industry
Basic metal industry (excluding mining of minerals)
Fabricated metal products industry (excluding machinery and equipment)
Computer, electronic and optical products industry
Electrical products industry
Machinery and equipment industry
Vehicles, trailers, and semi-trailer industry
Manufacturing of office and household furniture (excluding those made of ceramic)
Manufacturing of other equipment (jewelers and related articles, musical instruments, sports equipment, games and toys and similar products)
Integrated manufacturing with agriculture

Agriculture

Crop production
Animal production
Mixed (crop and animal) farming
Forestry

Information Communication Technology (ICT) Generation, transmission and supply of electrical energy

Hotel and tourism

Star designated hotel and resort, motel, lodges and restaurant
Grade one tour operation

Construction contracting

Construction contracting, water well and mineral exploration drilling grade one

Real estate development

Education and training

Secondary and higher education by constructing own building
Technical and vocational training service including sport

Health services

Hospital service by constructing own building

Architectural and engineering works and related technical services, technical testing and analysis

Publishing

Import trade

Importation of LPG and bitumen

Export trade

Export trade (excluding raw coffee, chat, oil seeds, pulses, precious minerals, natural forestry products, hides and skins bought from the market, and live sheep, goats, camel, equines and cattle not raised by the investor.)

Wholesale trade

Supply of petroleum and its by-products as well as whole sale of own products

AREAS OPEN FOR JOINT INVESTMENT WITH THE GOVERNMENT

Production of weapons and ammunition
Telecommunication services

Areas of Investment Eligible for Exemption of Income Tax

Areas of Investment	Exemption Period	
	Addis Abeba and Special Zone of Oromia Surrounding Addis Abeba	Other Locations
Food industry	1 to 5 years	2 to 6 years
Beverage industry	1 to 3 years	2 to 4 years
Textiles and textiles products industry	2 to 5 years	3 to 6 years
Leather and leather products industry (Except tanning of hides and skins below finished level)	5 years	6 years
Wood products industry	2 years	3 years
Paper and paper products industry	1 to 5 years	2 to 6 years
Chemical and chemical products industry	2 to 5 years	3 to 6 years
Basic pharmaceutical products and pharmaceutical preparations industry	4 or 5 years	5 or 6 years
Rubber and plastics products industry	1 to 4 years	2 to 5 years
Other non-metallic mineral products industry (Except manufacturing of cement in Addis Abeba and its surrounding and manufacturing of clay and cement products both in Addis Abeba and other areas)	1 to 4 years	2 to 5 years
Basic metal industry (excluding mining of minerals)	3 to 5 years	4 to 6 years
Fabricated metal products industry (excluding machinery and equipment)	1 or 3 years	2 or 4 years
Computer, electronic and optical products industry	2 to 4 years	3 to 5 years
Electrical products industry	2 or 4 years	4 or 5 years
Machinery and equipment industry	5 years	6 years
Vehicles, trailers, and semi-trailer industry	2 to 5 years	3 to 6 years
Manufacturing of office and household furniture (excluding those made of ceramic)	1 year	2 years
Manufacturing of other equipment (jewelers and related articles, musical instruments, sports equipment, games and toys and similar products)	1 year	2 years
Integrated manufacturing with agriculture	4 years	5 years
Agriculture		
Crop production (Except growing of fiber crops, medium-term spices, aromatic or medicinal crops, perennial fruits, beverage crops and other perennial crops in Addis Abeba and its surroundings)	2 or 3 years	3 to 6 years
Animal production (except farming of wild animals and production of milk, eggs and similar products in Addis Abeba and its surroundings)	2 or 3 years	3 or 4 years
Mixed (crop and animal) farming	3 years	4 years
Forestry	8 years	9 years
Information Communication Technology	4 years	5 years
Generation, transmission and supply of electrical energy	4 years	5 years

Investment Requirements and Procedures

According to the Ethiopian investment proclamation, the minimum capital requirement for foreign investor is \$200,000 per project for a fully owned investments and \$150,000 for a joint investment with local investors. The following points should be noted:

1 Foreign investors are required to register the capital inflow to the Ethiopian Investment Agency and get a certification.

2 No initial capital for project will be required from investors who wish to re-invest the net profit or share that is gained from previous investment.

Acquiring an investment license

An investor should provide a copy of the following documents along with an [application forms](#) (Available at www.ethiopianinvestmentagency.gov.org or from directly from the office)

- 1** Fill out the application form
- 2** A copy of the investors passport and 2 photographs
- 3** If the application is done through a representative, a copy of a legal representation document
- 4** If the investment is planned to be implemented by a company established in Ethiopia:
 - A** For an already established company– memorandum of establishment
 - B** For a new company - passport and two photographs of all the partners for PLC
 - C** If a local investor(s) is involved, a copy of identification of local investor(s)
- 5** If the investment is planned as a branch company of an already established company in another country:
 - A** A memorandum of establishment and a copy of license
 - B** A document that shows the assignment of local branch manager along with Identification of branch manager
 - C** A document that shows the decision of authorized individuals / committee to invest in Ethiopia
 - D** The copy of business license and VAT registration certificate
 - E** A document that shows the financial status of the investor

COUNTRY PROFILE

PREPARED BY USAID ECONOMIC ANALYSIS AND DATA SERVICES (EADS)

ETHIOPIA

May 2016

Subregion	East Africa	
Income group	Low income	
PEOPLE		
Population (millions)¹	99.39 (2015)	138.30 (2030)
Urban ²	19% (2015)	27% (2030)
Rural ²	81% (2015)	73% (2030)
Population growth¹ (annual)	2.5% (2015)	1.9% (2030)
Human Development Index rank³	174/188 Low human development	
Languages¹⁹	Oromo 33.8%, Amharic (official national language) 29.3%, Somali 6.2%, Tigrigna (Tigrinya) 5.9%, Sidamo 4%, Wolaytta 2.2%, Gurage 2%, Afar 1.7%, Hadiyya 1.7%, Gamo 1.5%, Gedeo 1.3%, Opuuo 1.2%, Kafa 1.1%, other 8.1%, English (major foreign language taught in schools), Arabic (2007 est.)	
Religion¹⁹	Ethiopian Orthodox 43.5%, Muslim 33.9%, Protestant 18.5%, traditional 2.7%, Catholic 0.7%, other 0.6% (2007 est.)	
Ethnic composition¹⁹	Oromo 34.4%, Amhara 27%, Somali 6.2%, Tigray 6.1%, Sidama 4%, Gurage 2.5%, Welayta 2.3%, Hadiyya 1.7%, Afar 1.7%, Gamo 1.5%, Gedeo 1.3%, Silte 1.3%, Kefficho 1.2%, other 10.5% (2007 est.)	

GOVERNMENT

Capital¹⁹	Addis Ababa
Government type¹⁹	Federal parliamentary republic
Head of State¹⁹	President MULATU Teshome Wirtu (since 7 October 2013)
Head of Govt¹⁹	Prime Minister HAILEMARIAM Desalegn (since 21 September 2012)
Legislature¹⁹	Bicameral Parliament consists of the House of Federation or Yefedereshin Mikir Bete and the House of People's Representatives or Yehizb Tewokayoch Mekir Bete
Females in Parliament⁴	28%
Corruption Perceptions Index rank⁵	103/167 (2015)
Ibrahim Index rank⁶	31/54 (2014)
Land area (sq km)⁷	1,000,000 (2X the size of California)

OFFICIAL DEVELOPMENT ASSISTANCE

From all donors (US\$ millions, net)⁸	\$3,585.1 (2014)
as % of income ⁷	6.69% (2014)
per capita ¹⁸	\$37.0 (2014)
From U.S. (US\$ millions)⁸	\$664.8 (2014)



Prepared by USAID's Economic Analysis and Data Services (EADS) with data from the International Data and Economic Analysis website (<https://idea.usaid.gov/>). DISCLAIMER: The views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development (USAID) or the United States Government.

ETHIOPIA

EDUCATION

Completion rate, primary gross⁷	53.7% (2014)
Female completion rate ⁷	53.3% (2014)
Male completion rate ⁷	54.0% (2014)
Pupil-teacher ratio, primary⁹	64 (2014)
Pupil-teacher ratio, secondary⁹	39 (2012)
Public education expenditure (% of GDP)⁹	4.5% (2013)
Youth literacy rate (ages 15-24)⁷	55% (2007)
Children out of school, primary⁷	2,123,670 (2014)
Of which, female ⁷	60% (2014)
Of which, male ⁷	40% (2014)

ECONOMY

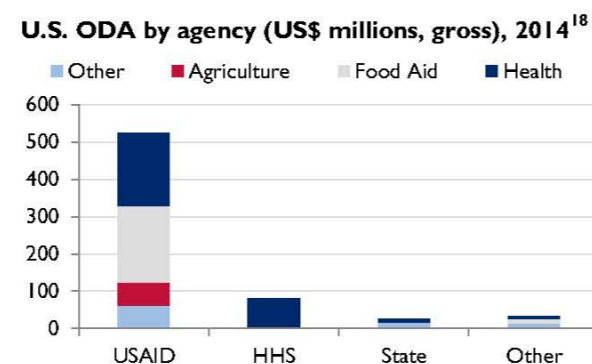
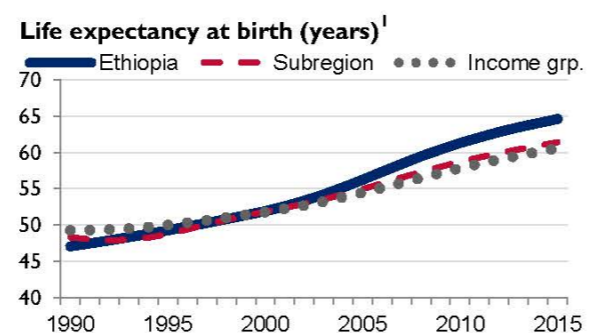
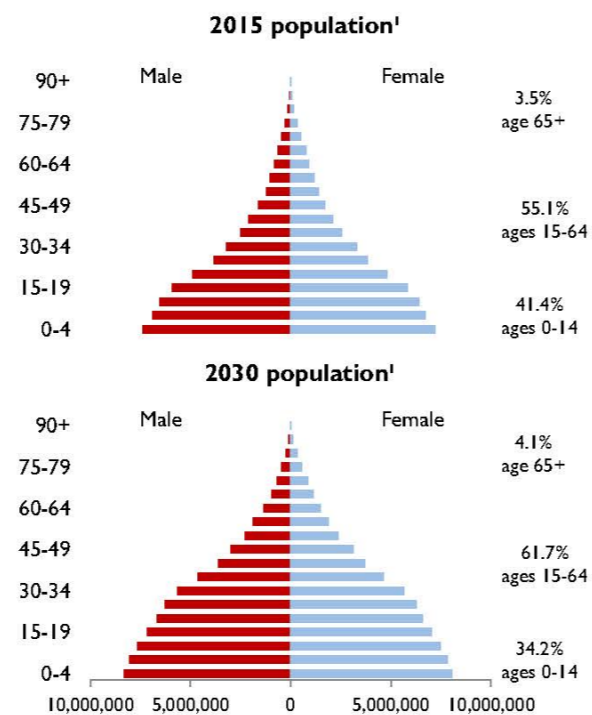
GDP (US\$ millions)⁷	\$55,612 (2014)
GDP growth (annual %)⁷	10.3% (2014)
10-year average	10.7% (2014)
Merchandise exports (US\$ millions)¹⁰	\$2,956 (2015)
Merchandise imports (US\$ millions)¹⁰	\$18,489 (2015)
Percent of population living under \$1.90/day⁷	33.5% (2010)
Share of income going to the poorest 20%¹¹	8% (2013)
OECD average ¹¹	8% (2013)
Share of income going to the richest 20%¹¹	42% (2013)
OECD average ¹¹	42% (2013)
Youth unemployment (ages 15-24)⁷	7.1% (2014)
Annual inflation¹²	10.1% (2015)

HEALTH

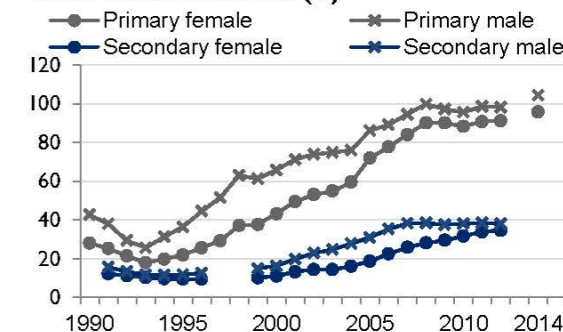
Prevalence of HIV (ages 15-49)¹³	1.2% (2014)
Antiretroviral coverage (% of adults 15+ meeting WHO guidelines)⁷	50% (2014)
Prevalence of TB (per 100,000 population)¹⁴	211 (2013)
Deaths from malaria (per 100,000 population)¹⁴	16 (2012)
Prevalence of stunting (% of children under 5)¹⁵	44% (2011)
DPT3 immunization rate (children aged one)¹⁵	32% (2011)
Fertility rate (children per woman)¹⁵	4.8 (2011)
Modern contraceptive prevalence¹⁵	19% (2011)
Births attended by skilled health worker¹⁵	11% (2011)
Improved water source (% of population)⁴	57% (2015)
Public health expenditure (% of GDP)¹⁶	3% (2014)

SOURCES: ¹UN, World Population Prospects; ²UN, World Urbanization Prospects; ³UNDP, Human Development Report; ⁴UN, Millennium Development Goals Indicators; ⁵Transparency International, Corruption Perceptions Index and Bribe Payers Index; ⁶Mo Ibrahim Foundation, Index of African Governance; ⁷World Bank, World Development Indicators; ⁸OECD/DAC, Destination of Official Development Assistance and Official Aid - Disbursements (Table 2a); ⁹UNESCO Institute for Statistics (UIS) Database; ¹⁰IMF, Direction of Trade Statistics; ¹¹Population Reference Bureau, World Population Data Sheet; ¹²IMF, World Economic Outlook Database; ¹³UNAIDS, Report on the Global HIV/AIDS Epidemic; ¹⁴WHO, World Health Statistics; ¹⁵Demographic and Health Surveys, STATcompiler; ¹⁶WHO, Global Health Expenditure Database; ¹⁷UN Inter-agency Group for Child Mortality Estimation, Child Mortality Estimates; ¹⁸OECD/DAC, Creditor Reporting System (CRS++); ¹⁹CIA, World Factbook; World Bank, Country and Lending Groups.

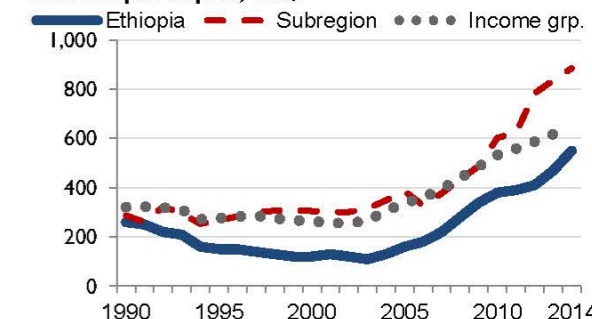
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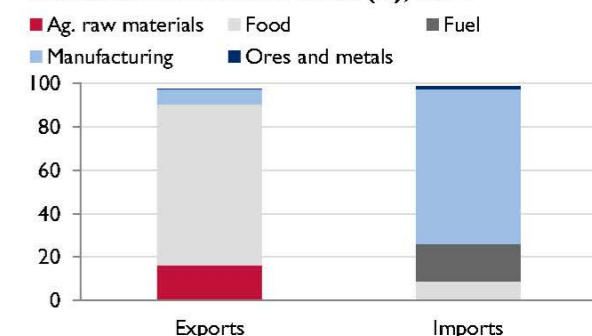
Gross enrollment ratio (%)⁹



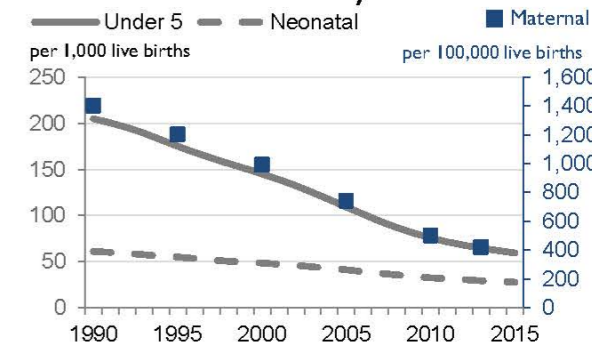
Income per capita, US\$⁷



Shares of merchandise trade (%), 2014⁷



Child and maternal mortality^{17,14}



DISCOVER ETHIOPIA

—
Land of Origins

Meet Ethiopia, home to the ultimate gluten free crop, teff, which according to many, is well on its way to being the new super grain, and is starting to replace basic cereal grains such as wheat in homes across the globe for making anything from waffles to pastato pizza bases. This country in East Africa is also credited to being the birthplace of Coffee. These ripe red berries gradually made their way from the forested hillsides of 'Kaffa' to the rest of the world as early as the 10th century, now branded as Coffee Arabica.

Today the new spread of small businesses seems to emerge from homes to streets as young women carry around thermoses selling traditionally made coffee or small houses display signs like 'Pot Coffee' which is prepared through a long process of manual grinding and roasting. Where coffee is almost inseparable from its ceremony, Ethiopian lives are intertwined with hospitality and social interaction exemplified primarily with a simple coffee invitation from a neighbor taken with sugar/salt and complemented with popcorn and an intimate conversation.

Witnessing the small farms where it all begins, and the mere reality of the whole process of these beans making their way, literally from those farmers' hands to our everyday to-go cups in the west is humbling.

Semien Mountains in the Amhara Region, Northern Ethiopia.

ADDIS ABEBA

The New Flower

Addis Abeba, a sprawling metropolis recently opened its very first metro line in sub-Saharan Africa and the 5th in the continent making commuting a lot easier for Ababeans. This city of startling contrast was the seat of Emperor Haile Selassie I, the last king of a 237 years long lineage, but for many across the world known as Ras Teferi Mekonen. The emperor became an inspiration to many black people across the world and more so, to Jamaicans who regard his birth as the second coming itself and his name was the basis for the eponymous religion, Rastafarianism. His imperial majesty single-handedly instituted the Organization of African Unity in 1963, now known as the African Union Commission, which made Addis Abeba its permanent headquarters setting in motion the union of African nations.

While it is difficult to estimate the exact size of African cities due to recent urban sprawl into surrounding countrysides, Addis Abeba is more or less the geographical equivalent of Columbus, Ohio making it one of the largest cities in Africa. This city on the rise has given out more than 100,000 public houses to residents in just over five years to keep up with the mounting young population and inflated rents.

Expressways have changed the landscape of a bustling neighboring city known as Bishoftu. Its five crater lakes make it the resort capital of the country. The proximity and the lake activities attract Abebeans to sun and sand daily, bridging the two cities together.

Planning a trip to Africa might seem like a grim journey to endure, but Ethiopian Airlines, captioned as the New Spirit of Africa, has direct flights from the east and west coasts of the United States to Addis Abeba. The nation prides itself as being the first African airliner to have purchased 15 Boeing Dreamliners back in 2012, which has rightfully made flying to this capital all the more comfortable.

From the vantage point of a road side café, it is apparent how Addis Abeba harmoniously mixes many cultures, all seeming from its small alleyways to its world class restaurants such as Castelli, rumored to have fed celebrities such as Bob Geldof, Brad Pitt, Angelina Jolie and many more, making it the perfect blend to experience Africa. This city of extreme contrast is a major vibrant metropolis, which parades a wide range of activities; such as the Great Ethiopian Run, which hosts more than 35,000 participants running the 10K while nightlife entertainment reveals Addis' unique take on music and festivity.

Photos right: A montage of Addis Addis City.



Completed in 2015 in Addis Abeba, Ethiopia is the first country in Africa to have a light rail system.



Bete Geogis, one of the churches in Lalibela.

LALIBELA

“African Jerusalem” - A Town of 2000 Priests

While many might know Lalibela as a hit album from the famous American 1960's surf band, The Pyramids, it means something totally dissimilar in Ethiopia. King Lalibela in the 12th century had a dream to bring the soul of Jerusalem to Ethiopia and strategically chose a land northwest of the capital to realize it. He birthed this eponymous city from a vast slumbering plateau by chiseling through bedrocks and carved out multiple-story buildings and tunnels with an uncanny resemblance to Mount Olive and Golgotha of Jerusalem. This symbolic replication of the topography of the holy city becomes a metaphorical reflection of human life and a Christianized place of relentless worship.

Using superlatives such as 'Remarkable' and 'Amazing' to describe the rock-hewn churches of Lalibela won't do it justice. As the first European explorer to visit Lalibela, Francesco Alvarez is cited as saying, "I swear by God, in whose power I am, that all that is written is the truth, and there is much more than I have already written, and have left that they may not tax me with its being falsehood."

Nine hundred years later, one can walk into the valley of these churches amid the ancient luridly-beautiful chanting of priests and will be left in dismay. Like Nail Finneran, a central figure in African Archeology who raised queries like, "Where is the evidence for the technology used to excavate the structures? Where are the remains of ancillary buildings? Is there evidence for alteration and evolution of the structures and what happened to the vast quantities of tufa spoil excavated?"

These ancient buildings captioned as 'The Eighth Wonder of The World' have become a prime attraction internationally and has bid massive reform of this old city through building resorts that match contemporary standards.

Relishing an olden honey wine, tej, overlooking one of the most beautiful sunsets framed by ceaseless rugged terrains might not be a bad way to end a day in Lalibela.

AKSUM

Land of the Lost Ark

Leap back to biblical times just north of Afar to the ancient city of Aksum where the quest for the lost ark completes. Ethiopia rightfully claims the Ark of the Covenant to have been brought to Ethiopia by the first king and son of the Queen of Sheba and King Solomon of Israel. It is believed to have been kept to this day in a small but significant temple within the St. Mary of Zion Church complex. Many will wonder and question the ark's presence, but simply witnessing a door closed for centuries guarded by hermits that never leave its site is truly a cherished experience.

While it is contrary to the Indiana Jones sequel of the ark being lost somewhere in Arabia, this city validates its ancient story through many artifacts and inscriptions, particularly the lofty stone obelisks that were erected more than 1700 years ago. These rock-cleaved obelisks intricately designed by each king signified their immensity with these tombstones leaving a mark of their everlasting legacy; some weighing more than 200 tons erected tall against the opening of hidden underground tunnels where corpses of these Aksumite kings and their servants lay in giant granite coffins.

Graffiti written in the language of Sheba endorse that the queen ruled her kingdom from Aksum up to the land of Yemen across the Red Sea. Ink grazed skins and parchments have become a testament to the ingenuity of Ethiopians as articulation of Ge'ez literature testifies its advancement long before English, endowing the country with its unique alphabet still used today.

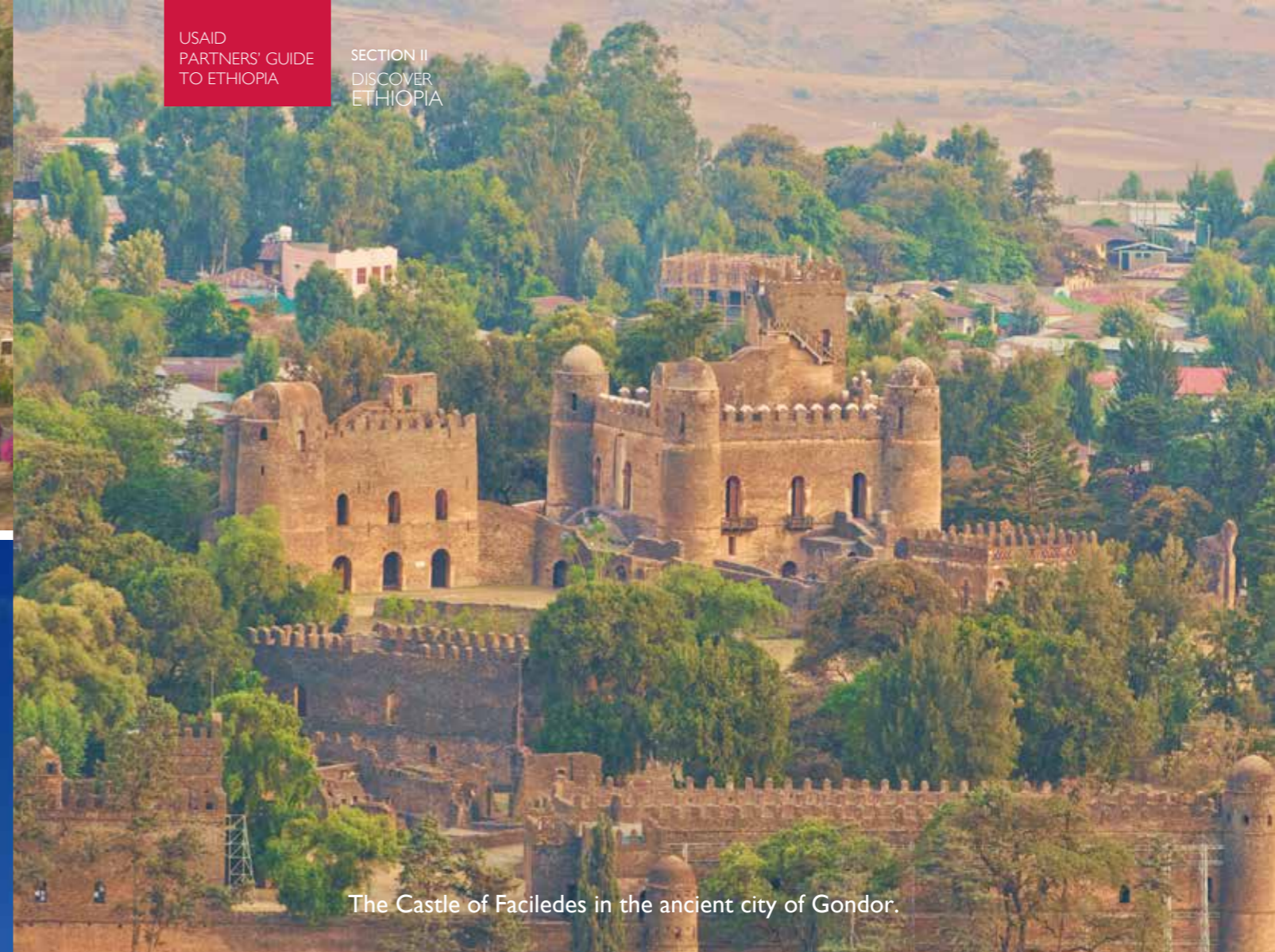
It was only in 1769 that Scottish explorer James Bruce awakened the western world to the existence of Ethiopian Jews that supposedly followed the ark when brought by Ibn-Al-Melik, son of Queen of Sheba. These Jews known as 'Bete-Israel' meaning 'House of Israel' had sought sanctuary in the highlands of the North practicing Judaism in their inconspicuous synagogues for two millennia before they were finally reunified to Israel in the 70's.



Axumite site.



The Axum Obelisk.



The Castle of Facilades in the ancient city of Gondor.

GONDER

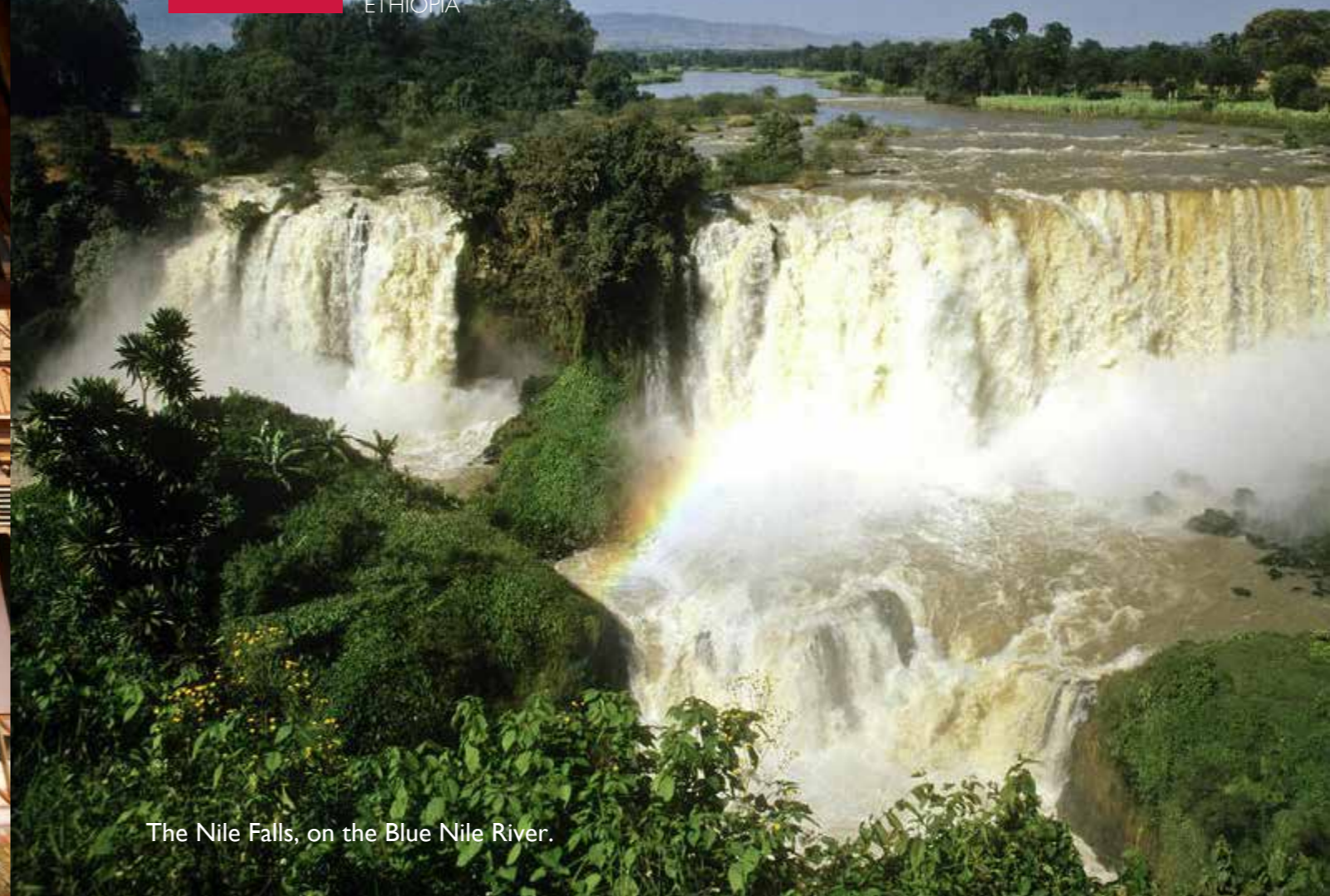
Castles in Africa?

King Fasiladas of Gondar endowed Ethiopia with an exhibit of his expression of royalty. This 900-meter long royal enclosure in the heart of the city of Gondar is a testament to the eccentricity of the king and his successors.

These 400-year-old castles slumber in a vast garden perfected to the last block of stone, which usually becomes unsettling to many finding these castles in Africa especially of this majesty. This site is a riveting peek into the spectacle of the prime days of Ethiopia. Witnessing the royal amphitheater, horse stables, libraries, saunas and every momentous piece of this enclosure defies stereotypes enrapturing the mind into a time where black Africans roamed around these castles with their royal gowns where art and innovation was the summit of their expression.

Every January, Gonderians and people from all over the country gather to celebrate the ritual reenactment of the baptism of Jesus in the Jordan River. Described eloquently by Pennsylvanian sociologist Donald Levine in the 1960's as: "By noon on Timqat (Epiphany) Day a large crowd has assembled at the ritual site, those who went home for a little sleep having returned, and the Holy Ark is escorted back to the church in colorful procession and festivities. The clergy, bearing robes and umbrellas of many hues, perform rollicking dances and songs; the elders march solemnly with their weapons, attended by middle-aged men singing a long-drawn, low-pitched haaa-hooo; and the children run about with sticks and games. Dressed up in their finest, the women chatter excitedly on their one real day of freedom in the year. The young braves heap up and down in spirited dances, tirelessly repeating rhythmic songs. When the Holy Ark has been safely restored to its dwelling-place, everyone goes home for feasting."

Arthur Rimbaud's house in Harar.



The Nile Falls, on the Blue Nile River.

HARAR

Eat, Pray & Love

This unique fortified historic town built in the 10th century bears brilliant proof to cultural traditions related to Islamic and African roots. Harar was featured by the host of Travel Channel's hit series, Bizarre Foods, for being one of the most outstanding gastronomic destinations in the world. Dining with locals and eating everything from roasted cow intestine to raw camel liver, chef Andrew Zimmern accomplished one of Harar's challenging dares—feeding hyenas. Accompanied by Harar's hyena man, visitors often get a chance to visit this part of the city where people call out hyenas to sit and feast with the covetous carnivores.

Harar is a melting pot of various influences framed with its maze of cobblestone alleyways and every so often considered to be resonant of Fez in Morocco for its vivacious markets, numerous mosques and shrines and peeling walls. The social and spatial structure and the language of the people all reflect a particular and even unique relationship that has existed for centuries.

This city is also featured by Lonely Planet as the best destination in the country for its myriad alleys and treasures.

LAKE TANA

Source of the Blue Nile

The islands of the large and calm Lake Tana house more than 20 monasteries that had remained unknown to outsiders until the 1930's. Five times the size of Lake Tahoe, this lake is the major source of the Blue Nile and home to locals that still boat in hand woven papyrus crafts. Stepped in secrecy and fables, these monastic churches were built in the 13th century and are as intact as when they were built, and harbor various forest birds and the colobus monkeys.

The tuneful mix of nature, islands, wildlife and the true epitome of ancient Orthodox Christianity makes this journey a magical one.

AFAR

The Alien Planet

Ethiopia validates its primeval age and moniker, Cradle of Mankind, with the finding of the world renowned archaeological fossil - Lucy. Found in the Hadar region of Afar by two American Paleontologists, this fossil was named after a Beatles song 'Lucy in the Sky with Diamonds' which was playing while they were unearthing this remarkable relic.

Heading northeast from the capital is this region which gives away one of the most surreal places on Earth, being a gateway to the hottest inhabited place on Earth, Ert'ale, meaning a smoking mountain in the local language. Ert'ale is a marvel for the eyes with its magnificent caldera staring and bubbling endlessly to an average of 1,868 degrees Fahrenheit just below your feet. The journey alone is of comparable importance as you drive through the sinking hydrothermal field of the Dallol and witness camel caravans drifting long journeys through the crusty landscape of sulfur and mineral salt while the grouchy Afaris roam these harsh lands propping their Kalashnikovs.

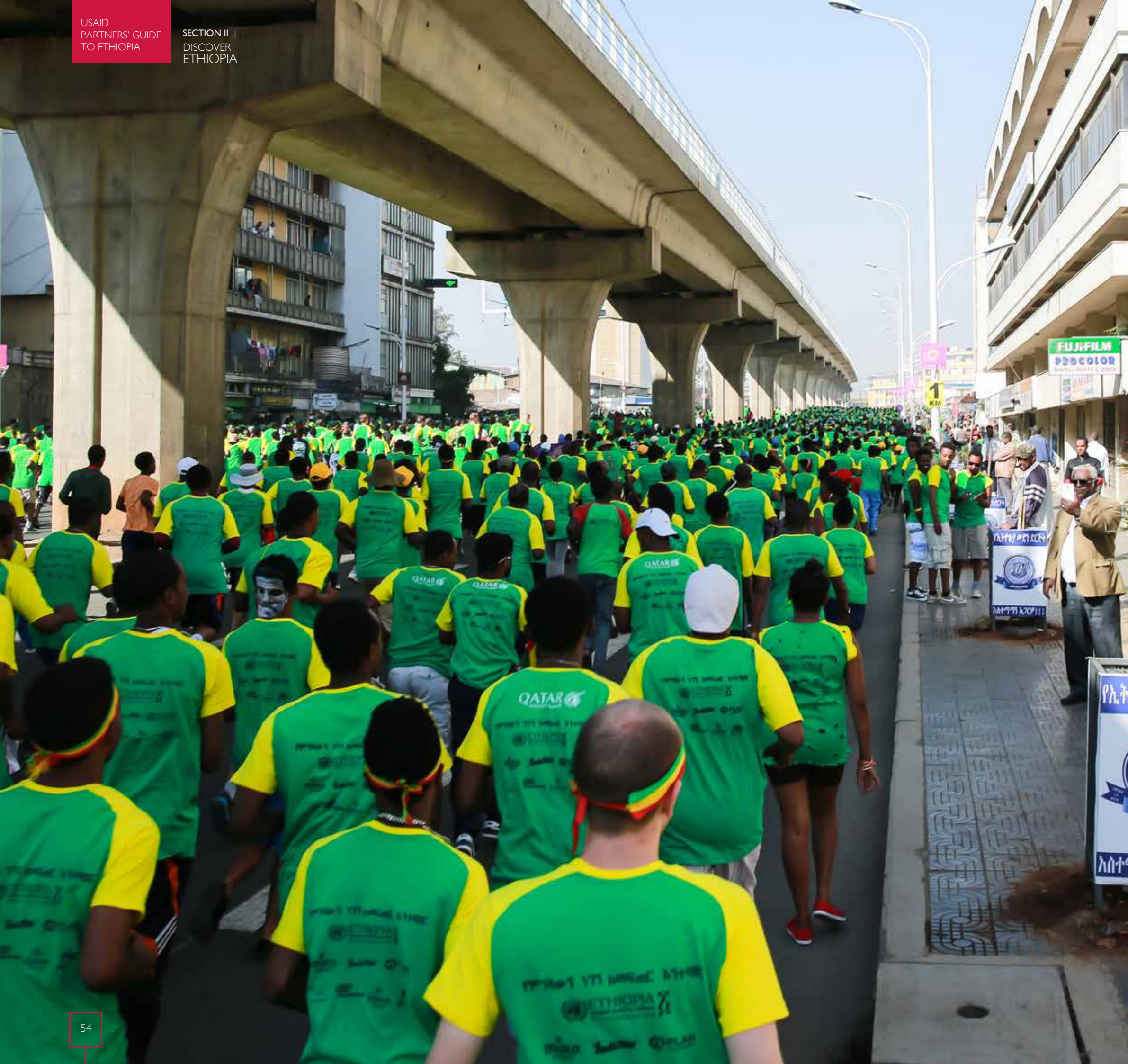
Afar also has one of the lowest places on the planet with a depression of more than 300 feet below sea level known as the Dallol Depression. This place was dubbed by National Geographic as the cruelest place on earth or quoted as "Visitors could be forgiven for thinking that they're on an alien planet." The region's bizarre landscapes feature panoramas of twirling orange rocks, blue picturesque stretches and lakes that appear unearthly.



Ert'ale, an active volcano in the hottest place on earth, Afar Region.



Dallol Depression, the lowest point on the planet, Afar Region.



GREAT ETHIOPIAN RUN

The Great Ethiopian Run is the largest road race in Africa which invites more than 40,000 participants every year. It is becoming one of the most interesting events in the Ethiopia travel adventure for many. Since its commencement in 2001, the usual and interesting scenario of this event is the fact that most of the participants are Ethiopians themselves who walk, jog or run and sing different kinds of Ethiopian songs along the way. And the definite plus is that many of the participants express their creative impulse in the most entertaining and colorful ways which provides The Great Ethiopian Run its very own flavor.

Photo left: Every year, runners take to the streets of Addis Ababa to compete in the Great Ethiopian Run, a 10K race that attracts thousands.

Investment Opportunities in Tourism



Driving in Afar.

African tourism potential remains largely untapped and Ethiopia holds the highest collection of UNESCO World Heritage Sites in Africa boasting nine diverse tourist destinations with its counterpart, Morocco, on the same rank. The World Bank has categorized Ethiopia in the initiating stage of tourism development, which fortunately leaves the market unsaturated and open to investors locally and internationally.

With the government's emerging incentives given out to involved investors, tributaries of the tourism sector are being harnessed to meet demands of the prevailing tourism community. Of the various unfilled segments in tourism investment in Ethiopia, these can be mentioned as the most prominent:

Travel Operation

Travelers are frantic about planning their next trip. Be it adventure or discovery, Ethiopia is one of the few countries that meet these diverse needs making it highly eligible in the sector. Introducing Ethiopia to outbound tour operators may be a bit challenging at first because it is underpublicized and under propped. However, after an introduction, tour operation can be a cash cow as any explorer will pick a place where they can combine their diverse expectations in travelling to Africa.

With the government granting incentives such as duty free privileges for anyone who opts to start a tour operation business; it makes it that much easier to begin operation.

Trekking Routes and Lodging in National Parks

Abundantly found in Kenya and Tanzania's game reserves, Ethiopia has more potential than most to meet the contemporary demands in safaris and game parks. With the prevailing lack of structured trekking routes, travelers are forced to look elsewhere for a similar organized expedition. This, in essence, can be remedied by preparing a structured itinerary, which is exactly what's needed in this particular situation.

Constructing lodges that can accommodate the various travelers who want a unique set of safaris in the East will give investors a strong stance to increase sales volume in the current perfectly competitive market.

Hotels

Currently an escalating business, the hospitality industry is now a secure venture to invest in as quality and tourism in Ethiopia have never been more entwined. Starting from neighboring cities around the capital to the various world heritage sites around the country there is an immense lack of hotels. Bridging this gap through investment in the operation of hotels can be very lucrative as Ethiopia claims its place on the international stage.

TRAVEL TIPS

Visas and Immigration

All visitors to Ethiopia require a visa. However, at Bole International Airport in Addis Abeba, a tourist visa on arrival is available to leisure visitors from the U.S., Canada, Mexico, Brazil, New Zealand, Australia, South Africa, China, Japan, Korea, Israel, Russia, the UK and EU nations. A one-month tourist visa costs \$50 and a three-month visa is \$70. Multiple-entry visas are not currently available on arrival, so they should be obtained in advance at an Ethiopian embassy. Please note that visa on arrival is not available to visitors entering by land borders. Business travelers, consultants and professionals working for non-governmental organizations need a business visa. This should be obtained in advance from an Ethiopian embassy. Visitors who have their residence in countries without an Ethiopian embassy, or are far from a city where an embassy is located, can get the support of the organization they are working for in Ethiopia to provide them with a document issued by the immigration authority allowing them to get a one-month single-entry visa on arrival. Tourist and business visas can be extended at the immigration authority office located in Churchill Road, near the Post Office, in Addis Abeba.

Banking and Money

The Ethiopian birr is one of the strongest currencies in Africa, though it has devalued significantly in recent years. Banknotes come in denominations of 100, 50, 10, 5 and 1. Foreign currency, in particular U.S. dollars, pounds sterling and euros, can be changed into birr at private forex bureaux, as well as at most banks during banking hours (usually 8.30am to 4pm Monday–Saturday). Local currency can be drawn from a countrywide network of 24-hour ATMs with international Visa and MasterCard.

Retail Opening Hours

Shop hours tend to be less fixed and more whimsical than in Europe or North America. However, most places operate from around 8am to 5pm Monday–Saturday, but some might stay open until as late as 9pm or 10pm, and many also open on Sundays and public holidays.

Power Supply

Electricity is 220 volts at 50 cycles. Power cuts are frequent although the largest hotels and restaurants serving international visitors usually have generators. In any case, it is a good idea to bring a flashlight as some streets in Addis can be dark at night. A flashlight will also be useful if you are planning to visit remote locations. Plug standards vary but the Type C (European two-pin) and Type L (Italian three-pin) sockets are most common.

Telephone

The international dialing code is +251. As is the case elsewhere, mobile phones are now more popular than land lines. The only provider is Ethio Telecom (www.ethiotelecom.et), which sells inexpensive local SIM cards at its stores in Addis Abeba and elsewhere. All phone numbers are now 10 numerals long, and mobile numbers can easily be recognized because they all start with '09'.

Tour & Travel Companies

Tour Operators

There are more than 300 hundred tour operators. Most of them are located in Addis Abeba, a few among the recommended are:-

LAL TOURS

Haile G/Selassie Street, Haile G/Selassie Bldg, 3rd Floor, Suite 310
Mob +251 930 034 708
+251 911 124 600
Tel +251 116 626 586
Fax +251 116 623 731
P.O.Box 62964
info@lalhoteltour.com
www.lalhoteltour.com

Abeba Tours Ethiopia

Phone, +251.115.15.95.30/3
info@abebatoursethiopia.com
www.abebatoursethiopia.com

Dinknesh Ethiopia Tour

Phone +251 11 567837
dinknesh2012@gmail.com
www.dinkneshethiopia.com

Red Jackal Tour Operator

Phone +251 11 1559915
yohannesassefa2013@gmail.com
www.redjackal.net

Grand Holidays Ethiopia Travel & Tours

Phone +251 116183163
tour@grandholidaysethiopia.com
www.holiday-to-ethiopia.com

Experience Ethiopia Travel

Phone +251 115 152 336
info@experienceethiopia.com
www.experienceethiopia.com

Sharyem Tours

Phone +251 111 113636
sharyemethiopia@gmail.com
www.sharyemtoursethiopia.com

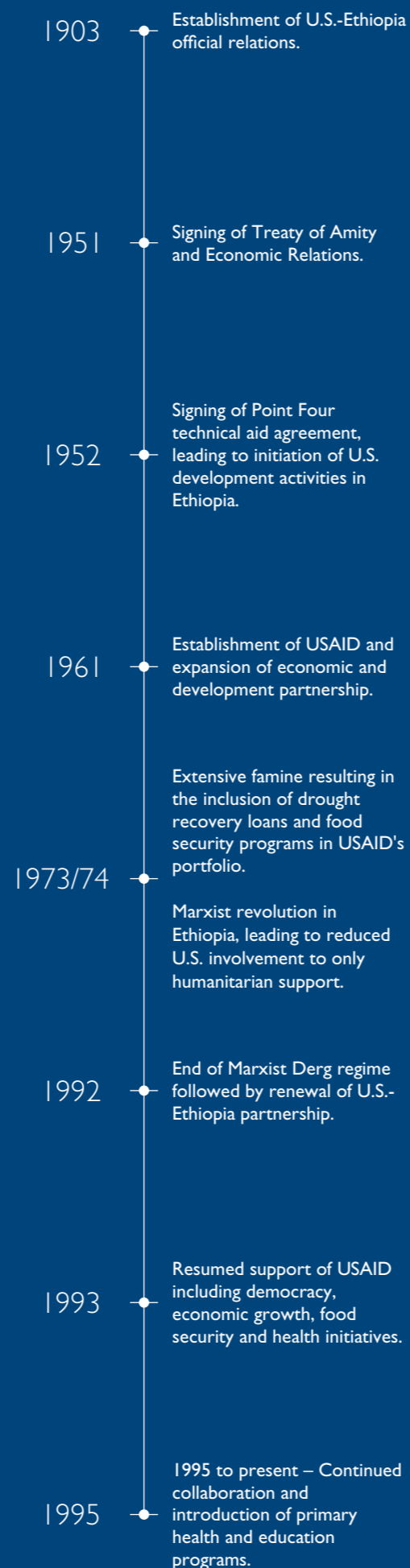
For more information and alternative tour operators, please check the Ethiopian Tour Operators Association www.ethiopiaturassociation.com



USAID in Ethiopia HISTORY

The U.S.-Ethiopia relationship dates back to the early 20th century. The signing of a technical aid agreement in 1952 was a significant milestone that initiated U.S. assistance activities in Ethiopia. The establishment of USAID in 1961 further strengthened and expanded economic, development and humanitarian assistance and partnership between the two countries. During the reign of the Marxist Derg regime from 1974 through the early nineties, there was a lull in economic and development assistance, but the U.S. still provided humanitarian support. In 1993 after the fall of the Derg regime, the partnership regained momentum and now covers a wide range of assistance activities.

This partnership supports U.S. national interests in the Horn of Africa and has strengthened Ethiopia's ability to play a positive role in improving food security and leading development gains in the region. Through Up until September 2013 the U.S. development assistance to Ethiopia through USAID reached approximately \$11.7 billion. Today, USAID's portfolio in Ethiopia is one of the largest and most complex in Africa.



USAID's Historical Development Priorities

1960's

Support focused in developing infrastructure, institutions and manpower in the areas of agriculture, natural resources, education, health, industry and mining with the bulk of the support focusing on the agriculture sector.

EARLY 1970's

Support expanded to include rural development and education. The devastating famine that affected hundreds of thousands of people in 1973-74 and the recurring droughts which followed resulted in the inclusion of drought recovery loans and food security programs, in addition to humanitarian assistance and emergency relief.

MID 1970's TO EARLY 1990's

Following the 1974 Marxist revolution U.S. assistance was restricted to only humanitarian assistance until the end of the Derg regime in 1992.

EARLY 1990's TO PRESENT

In 1993, USAID's assistance program resumed to provide support in economic growth, building democracy, food security and health initiatives. Primary health, education and disaster mitigation programs were later launched and remain key elements of USAID's portfolio which tracks closely with the Government of Ethiopia's growth and transformation agenda.

A woman in Gode in the Somali Region takes her flock to the field for grazing during the day.

Photo: Kelley Lynch

2 USAID's Involvement in Ethiopia

The main areas of focus for USAID program in Ethiopia are:



Agriculture and Food Security: focusing on smallholder farmers and vulnerable populations, activities in this sector improve food security, enhance agricultural productivity, increase value chain profitability and support resilience.



Democracy, Human Rights, and Governance: activities in this sector promote an improved governance environment in Ethiopia to enable sustainable and inclusive development.



Economic Growth and Trade: to strengthen involvement of the private sector, USAID facilitates access to credit and technical support for small- and medium-sized enterprises and smallholder farmers.



Education: USAID supports the Ministry of Education to improve the education system focusing on early grade reading and train teachers and key government institutions.



Environment: in promoting sustainable development, USAID's activities in this sector support climate change adaptation and mitigation, as well as natural resource management, including rangeland restoration and more efficient use of water resources.



Gender Equality and Women's Empowerment: is mainstreamed across USAID's portfolio with a focus on enhancing the social, economic and political status of women.



Global Health: USAID supports the Ministry of Health to improve health systems and increase the skills of health workers. Activities under this sector range from maternal and child health to nutrition and infectious diseases.



Nutrition: USAID activities support the government's national nutrition program and works across sectors, in particular, water and agriculture, to reduce stunting and the impact of childhood illnesses.



Water: USAID's water-related activities support the Government of Ethiopia's One WASH National Program to increase access to improved drinking water sources and sanitation facilities, as well as to catalyze healthier hygiene behaviors.



Working in Crises, Conflict, and Resilience: to improve conflict management policies at various levels, USAID facilitates interaction between government and civil society organizations. It also collaborates with various international partners and UN agencies to respond to disasters and build the resilience of vulnerable communities.

3 Brief Accounts on Selected USAID Activities



Demonstration sites supported by USAID agriculture activity.

3.1 Agriculture and Food Security

Agriculture contributes 43 percent of the GDP and 90 percent of exports in Ethiopia. More than 80 percent of Ethiopian livelihoods are tied to the agricultural sector. Despite its importance to the country's economy, the agriculture sector faces numerous challenges including lack of mechanization and a dependence on rain-fed agriculture. Recognizing the gaps, as well as the important role agriculture plays in the country's economy, USAID supports the Government of Ethiopia efforts to:

Improve livelihoods and nutrition | Strengthen market linkages | Increase crop yields

Key Programs

Feed the Future: Ethiopia is one of 19 countries that have benefitted from the U.S. Government's \$3.5 billion dollar pledge as part of a global initiative to improve agricultural development. In Ethiopia, the initiative involves 149 woredas (districts) with total population of 16 million people. The initiative focuses on three core areas: food security through agricultural growth, market linkages, and policy and capacity support. The initiative in Ethiopia links six regions with different levels of food productivity (potentially productive, pastoral and food insecure) to generate economic growth for the whole country. Among the achievements of this initiative is an increased value of agricultural product sales by more than \$45.6 million. Feed the Future in Ethiopia focuses on wheat, maize, coffee, chickpea, honey, dairy, poultry and livestock. Key activities under Feed the Future include the following:

- **Agricultural/Agribusiness Growth:** USAID supports the Government of Ethiopia to sustainably reduce poverty and hunger by improving the productivity and competitiveness of value chains to create more and better jobs and income opportunities for rural households and by strengthening small and medium-sized enterprises through access to credit and technical support. Successful interventions of the program include a farmer cooperative union signing first of its kind agreement with World Food Program and delivering 120 metric tons of maize to less food secure areas; and a cooperative union establishing the first fertilizer blending factory in Ethiopia. Livestock Market Development focuses on improving smallholder incomes and nutritional status through investments in selected livestock value chains including live animals, dairy and meat. Key partners include government agencies, private sector producers and processors, cooperatives and smallholder farmers. The activity is implemented in the Tigray, Amhara, Oromia and SNNPR regions.
- **Graduation with Resilience to Sustainable Development:** aims to graduate households from the Productive Safety Net Program (PSNP) through increased income and asset creation that enhance their livelihoods. This effort works with communities to create access to financial services and business opportunities for chronically food insecure households, and is supportive of the Government of Ethiopia's PSNP IV.
- **Pastoralist Areas Resilience Improvement and Market Expansion:** targeting pastoral areas of Ethiopia to promote the viability and resiliency of pastoralist communities through market development, natural resource management, access to finance and alternative livelihood opportunities.

Food Assistance: USAID supports Ethiopia in providing food assistance to vulnerable communities. Ethiopia continues to be affected by natural calamities, and in 2015 the worst drought in 50 years was felt in much of the country. In response to continued recurrences of drought, the Government of Ethiopia now runs one of the largest safety net programs in the world –the Productive Safety Net Program (PSNP). The program focuses on building resilience of chronically food insecure communities and provides seasonal transfer of food and cash resources in exchange for labor. PSNP supports approximately 8 million beneficiaries in 319 woredas in different parts of the country. USAID is the largest bilateral donor to PSNP. Currently USAID with other donor partners, is supporting the Government of Ethiopia in shaping the vision for the next generation program.



3.2 Economic Growth and Trade

The number, diversity and market share of private businesses in Ethiopia have shown impressive growth in the past decades. Further, to support its vision of sustainable growth in agriculture, industry and services, the Government of Ethiopia has developed comprehensive agricultural and economic development plans. However, despite substantial efforts and growth in this sector, private sector investments remain low. USAID is working with the government to reverse this reality and create an environment that encourages increased private sector involvement.

Key Activities

Under the Feed the Future initiative, USAID works with producers, processors and suppliers to strengthen the private sector's capacity and competitiveness in the Ethiopian economy. Examples of accomplishments under this initiative include establishment of 40 farm service centers that can support more than 200,000 smallholder farmers. Through these centers, farmers have access to high quality supplies and services that are customized for their local production needs.

The New Alliance for Food Security and Nutrition was launched in 2012 to create sustained and inclusive agricultural growth globally to raise 50 million people out of poverty over 10 years. Accomplishments in Ethiopia under the alliance include:

- Linking a private company with farmer cooperative unions to source maize and chickpeas, which are then processed into sustainable and nutritious products including a supplemental food to improve young children's nutrition.
- Establishing a public-private partnership to provide improved varieties of maize seed and technical assistance to farmers. USAID partnered with DuPont Pioneer to promote farmer demonstration plots and extension services throughout four regions of Ethiopia, which promoted the value of using improved inputs including hybrid maize. Farmer yields have doubled, and in some cases tripled through this partnership.

USAID improves access to finance and credit for underserved populations by focusing on women, and local and diaspora entrepreneurs engaged in small- and medium-sized businesses in the agriculture and health sectors. To facilitate the process, USAID works with seven private commercial banks through multiple loan portfolio guarantees.

USAID has established trade and investment hubs to support African countries realize global economic competitiveness and benefit from AGOA and other trade initiatives. Ethiopia is covered by the USAID East Africa Trade and Investment Hub, which works to boost trade and investment with and within East Africa. The hub provides a range of support including capacity building, facilitating better market access, creating improved environment for private sector involvement and promoting African products for export markets.

Power Africa, which is a presidential initiative, supports the creation of an enabling environment for private sector energy investments in hydro, geothermal, wind and solar resources to increase generation capacity by up to 18,900 MW to meet targets in Ethiopia's Growth and Transformation Plan. The initiative also supports the maintenance of the power grid and access to electricity for populations off the grid.

3.3 Global Health

The commitment of the Ethiopian Government to improving health service provision especially in primary health care over the last decade has resulted in significant changes in the lives of its people. However, the country still faces high rates of mortality and disease with approximately 350,000 children dying each year. Ethiopia also has one of the world's highest rates of pregnancy-related maternal deaths and high rates of childhood stunting. To address these challenges, USAID, in collaboration with Centers for Disease Control and Prevention, is closely working with the Government of Ethiopia to improve the health of women, newborns and children, increase the availability of quality health services, and address the challenges of infectious diseases.

Key Activities

Supporting Ethiopia's fight against HIV/AIDS at different levels, the agency worked to strengthen the pharmaceutical supply chain, supported rural health workers, and technically assisted policymakers. Through integrated efforts in the country, the number of people on anti-retroviral therapy has increased from 900 in 2005 to 376,000 in 2015.

Providing voluntary family planning and reproductive health support.

Implementing activities focusing on preventing, controlling, and treating infectious diseases including HIV/AIDS, tuberculosis, and malaria.

Increasing access to clean water and sanitation.

Improving nutritional status of women, infants and young children.

Supported 54 pre-service education institutions of the host government to train and deploy more than 10,400 health extension workers and more than 30,400 midwives, nurses and anesthesiologists. The accomplishment of the government's health workers' program, which is supported by USAID and other donors, is recognized as a model by other countries in the region.

Providing management training: USAID's support to 192 government hospitals and 185 health centers has improved quality in service and financial management in the country.

Provide policy support: through USAID's support, the Government of Ethiopia introduced community-based health insurance for the informal sector. It is preparing to launch the social-health insurance for formal sector employees.



Photos right: USAID activity working to improve maternal and child health.



3.4 Education

USAID's educational activities have focused on education access, equity, quality, and relevance for more than 15 years. To improve the quality of education, which is presently the main challenge for the Ethiopian education system, USAID is working in partnership with the Ministry of Education.

Key Activities

Primary education

Improving early grade reading: to improve early grade reading skills of 15 million children, USAID is working with the Government of Ethiopia and civil societies. The activities within the program include development of supplementary reading materials, facilitating activities such as reading corners and clubs that will encourage development of reading habits, and supporting the involvement of parents and community members around reading activities.

Reading for Ethiopia's Achievement Developed (READ): the project aims to ensure high quality teaching and learning in the Ethiopian education system. To this end, it provides training to teachers and supports development of curriculum and teaching and learning materials. With these integrated activities, the nationwide impact of READ is estimated to be more than 75 percent of primary school students.

Youth education

Building the Potential of Youth: focusing on vulnerable community groups, the activity supports youth to secure employment or better employment and to become economically self-sufficient. To reach 35,000 youth, the activity provides training in literacy, numeracy and life skills. In addition, in collaboration with other institutions such as small businesses and micro finance institutions, USAID's activity provides vocational and entrepreneurship development support. To ensure this activity continues beyond USAID's support, the agency is building the ability of local institutions that will sustain the vision in the long term.

Higher education

As part of its educational program, the agency closely works with universities. It has created partnerships with local universities and provides support based on local needs. To this end, it has upgraded faculty skills and provided training in education and research programs. Further, USAID has invested to improve the academic and life skills of women students during their first year of study.

Photos left: School children supported by USAID education activity.

3.5 Democracy, Human Rights and Governance

Democracy, human rights and governance are keys in creating sustained development. To support Ethiopia in this effort, we work to expand efforts to increase resiliency and adaptation to manage conflict at the federal, state and local levels. USAID also promotes accountable governance that is responsive to the aspirations and needs of its citizens and that government and constituencies come together to develop consensus on improving service delivery and policy. USAID also works to promote the rule of law for sustainable development practices and access to justice and support for vulnerable populations.

Key Activities

Conflict management at national, state and local levels. This includes creating partnerships between communities and government to ensure that the risk of conflict is mitigated in development and humanitarian work.

Promoting accountable governance responsive to the needs of citizens through transparency and public accountability and the participation of civil society.

Promoting dialogue between government and communities and encouraging inter-communal dialogue to ensure improved basic services, and peace and security.

Creating access to justice and legal awareness through legal aid and education to support vulnerable populations.

Using sustainable natural resource management, land use agreements and livelihood opportunities as tools to create collaboration between pastoral and agricultural communities and strengthen social cohesion and peace building.

Providing education to the judiciary on human rights and application of the law; and creating platform that promotes discussion between the justice sector and law enforcement professionals.

Working with youth, women and inter-religious institutions to increase their involvement in peace building processes.

Creating peace centers for social and climate resilience that will support communities to mitigate potential triggers of conflict and create resilient communities for possible future shocks.

Ensuring participatory governance within communities across its portfolio.

Promoting the role and capacity of local organizations to act as key partners to Ethiopia's development, and their role in promoting transparency and good governance.

Photos right: USAID works to improve democracy, human rights and governance.





WHAT POWER AFRICA MEANS FOR ETHIOPIA

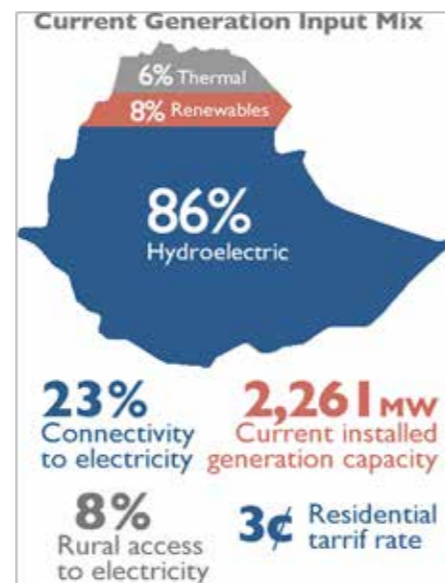
Ethiopia Energy Sector Overview

Ethiopia, under its Growth and Transformation Plan (GTP), envisions to transition from a developing country to a middle-income country by 2025. However, energy constraints limit this aggressive goal in key areas of Ethiopia's economy, including the agriculture and industry sectors. Although Ethiopia is endowed with abundant renewable energy resources and has a potential to generate over 60,000 MW of electric power from hydroelectric, wind, solar and geothermal sources, there is only around 2,300 megawatts (MW) of installed generation capacity to serve its population of over 97 million people. Ethiopia plans to increase generation capacity to over 14,000 MW by 2020 and to 35,000 MW by 2037 to promote economic growth and become a regional renewable energy hub in East Africa. The Government of Ethiopia has determined that private sector investment is critical to support their goal of increasing power generation and access but it lacks experience with Independent Power Projects (IPPs). The government also faces many challenges to expanding the country's energy system over the next five to ten years: rehabilitation of an aged distribution system which suffers high losses, efficiently operating and maintaining the system as it is expanded, becoming a creditworthy purchaser of electricity, foreign exchange constraints, reforming tariffs to allow for full-cost recovery, and power delivery to the majority of the population living off-grid.

Power Africa Support

Power Africa is supporting Ethiopia's energy development strategy through a wide range of technical assistance in cooperation with Sweden, Norway, the World Bank, the International Finance Corporation, European Commission, UN, DFID, and other donors:

- Assisting with the development of new laws and regulations that will facilitate private-sector led investment in geothermal, solar, wind and hydro projects
- Assisting with negotiations related to the Government of Ethiopia's initial landmark IPP for the Corbetti and Tulu Moye Geothermal Projects which will generate up to 1,000 MW
- Assisting with new independent power projects, with a focus on procurement based on competitive tariff rates
- Assisting with the management, planning and operation of the generation, transmission, and distribution systems as they are expanded
- Developing a plan for the development of the electricity network that specifies the rules and responsibilities for all stakeholders
- Introducing "smart grid technology" which can dramatically reduce distribution losses through a feasibility study and pilot project
- Improving Government of Ethiopia procurement



for supply, installation, and construction to ensure full realization of life cycles for equipment and facilities

- Strengthening the Ethiopian Electricity Authority to perform as an effective regulator
- Assisting with the establishment of sustainable tariff rates through research and assistance
- Supporting access to off-grid electricity through mini-grids, small solar power systems for households, and new technologies

In addition, Power Africa is supporting the Eastern Africa Power Pool, which is based in Ethiopia. The pool seeks to facilitate cross border trading of renewable energy power supplies at the lowest possible cost and efficiently manage a regionally integrated system. Power Africa support includes development of common codes for the electricity network, interconnecting countries to enable them to trade electricity, and training for the power pool and member countries for operation of the regional power system.

Leveraging Partnerships to Increase Access to Power in Sub-Saharan Africa

Power Africa, an initiative led by the U.S. Government, aims to increase the number of people in sub-Saharan Africa who have access to power. Launched by President Obama in 2013, Power Africa works with African governments and private sector partners to remove barriers that impede sustainable energy development in sub-Saharan Africa and to unlock the substantial wind, solar, hydropower, natural gas, biomass, and geothermal resources on the continent.

Power Africa's goals are to increase electricity access by adding more than 30,000 megawatts of cleaner, more efficient electricity generation capacity and 60 million new home and business connections across sub-Saharan Africa. Power Africa also includes the Beyond the Grid sub- initiative, which works to expand rural electrification and access to small scale and off-grid technology.

A New Operating Model: Mobilizing Partnerships & Investments in Energy

A unique, private sector-led model, Power Africa draws on the combined expertise and abilities of 12 U.S. Government agencies, the World Bank, IFC, the African Development Bank, the Governments of Sweden and Norway, the European Commission, African governments, and private sector partners. Power Africa's toolbox approach offers a range of resources and tools to advance key projects on the electricity grid, or beyond

it. By leveraging U.S. expertise in energy technology and regulatory reform, combined with international donors and private sector financial resources, Power Africa helps drive quick-impact interventions and policy reforms to push for sustainable energy development.

To date, Power Africa has leveraged more than \$20 billion in commitments from the private sector for new on- and off-grid projects in sub-Saharan Africa. The U.S. Government is committed to providing more than \$7 billion in financial support, loan guarantees, and technical support. As a result, every dollar the U.S. Government has committed to Power Africa leverages almost three dollars in private sector investment commitments. Additionally, the African Development Bank, the World Bank Group and the Governments of Sweden and Norway have collectively committed an additional \$9 billion in support of Power Africa

Power Africa Contact for Ethiopia:

Gene Lin,
Senior energy advisor, USAID
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William Butterfield,
Mission economist, USAID
Email: wbutterfield@usaid.gov

U.S. Government Coordinator for the Power Africa Initiative:

Andrew Herscowitz
Email: powerafrica@usaid.gov
Follow on Twitter: [@aherscowitz](https://twitter.com/aherscowitz)

For more information on Power Africa: visit www.usaid.gov/powerafrica or Email: powerafrica@usaid.gov

Trade Africa is a U.S. Government initiative to boost trade and investment with and within Africa.



Overview

President Obama announced the Trade Africa Initiative in 2013 to support greater U.S.-Africa trade and investment, regional integration, and trade competitiveness with an initial focus on the Partner States of the East African Community (EAC): Burundi, Kenya, Rwanda, Tanzania, and Uganda.

In 2016, Trade Africa, through the East African Trade and Investment Hub, expanded to include Ethiopia. The hub is based in Nairobi, Kenya and is working with the five EAC countries plus the AGOA member states of Mauritius, Madagascar, Seychelles, and Ethiopia. The entire group is collectively known as EAC+. Hub partners with East African and American businesses to attract investment that drives economic growth and transforms the East African private sector into vibrant global trading partners. Improving the region's trade competitiveness, encouraging the diversification of exports beyond natural resources, attracting trade and promoting broader, more inclusive economic growth will lead to more food-secure and resilient East African communities. It is being implemented through four components:

- Increase East African investment and technology acquisition
- Increase the competitiveness of selected regional agricultural value chains
- Increase exports and trade promotion, particularly with the United States under AGOA
- Improve and implement a more conducive policy environment for EAC+ integration, trade and investment

AGOA Support in East Africa

USAID introduced the following initiatives to deepen the commercial relationship between East African and American companies:



Origin Africa awareness campaign to change perceptions about doing business in Africa, put Africa on the map as a preferred sourcing destination and demonstrate to international buyers and industry leaders that creativity and innovation are an integral part of Africa's future

Friends of Africa Apparel Board of Advisors, a cross section of leaders in the U.S. apparel industry contributing knowledge and expertise to guide Africa through its growth as a global sourcing destination.

Buyer missions, customized visits from motivated American companies seeking to source from Africa

Trade Africa Impact

TradeMark East Africa achieved an aggregate reduction of end-to-end corridor transport time of 8.7 percent. The time and cost of transit along East Africa's Northern Corridor (Mombasa to Kampala/Kigali) accounts for nearly 40 percent of the value of a good by the time it reaches the market.

TradeMark support to Mombasa Port Authority and Revenue Authority to improve efficiency and transparency in clearance of goods, reducing the cost of doing business in East Africa. Mombasa is not only Kenya's main gateway to international markets, but all of East Africa's.

USAID's East Africa Trade and Investment Hub facilitated more than \$80 million of exports under AGOA in its first year of operation (Oct. 2014 to Sept. 2015). According to a 2014 McKinsey apparel industry survey, Ethiopia and Kenya were at the top of many buyers' list of future sourcing destinations.

East Africa provides a reliable and cost-effective apparel sourcing destination for international companies looking to diversify and expand their portfolios.

USAID/KENYA AND EAST AFRICA CONTACT
 Matt Rees, USAID Deputy Coordinator for Trade Africa
 mrees@usaid.gov





Working with USAID

- Business Forecast
- Partnership Opportunities
- Resources for Partners
- How to get involved
- Registration Requirements

Business Forecast

- Each quarter, USAID publishes a Business Forecast
- The Business Forecast is an informational resource on potential funding and partnership opportunities at USAID.
- Advanced look at grants, contracts, and cooperative agreements that USAID is in the process of developing and plans to issue in the coming year.
- The forecast includes helpful information such as a description of the award, estimate dollar amount, anticipated date of award, location, and point of contact at USAID.
- Two separate forecasts are developed each quarter—one for USAID missions overseas and one for USAID in Washington, DC.

www.usaid.gov/business-forecast



Mission/Overseas Forecast Document

Country	Award Title	Award Description	Total Estimated Cost	Anticipated solicitation release date
...
...
...
...
...

- ① Country
- ② Award Title
- ③ Award Description
- ④ Total Estimated Cost
- ⑤ Anticipated solicitation release date



Partnership Opportunities

USAID recognizes that achieving sustainable solutions to global challenges requires us to work in close collaboration with countries, partners of all sizes, citizens and the wider development community.

Respond to a Solicitation



Build a Partnership with Us



Bring Us Your Ideas



www.usaid.gov/partnerships



Resources for Partners

With so many partners in so many different countries, sharing information and resources can be a challenge. This section of the website is set-up as a resource for new and existing partners.

- USAID Partners
- USAID Regulations
- Agency Compliance Procedures
- Partner Vetting System
- Agency Branding and Marking Policies
- Implementing Partner Notices Portals (IPN Portals)

www.usaid.gov/work-usaid/resources-for-partners



How to get involved

- Follow Us on Social Media (Facebook, Twitter, Flickr, YouTube)
- Volunteer
- Research
- Work With Us
- Speak Up!
 - Do you have an idea for a project?
 - Think we can do something better?
 - Have a question about US assistance?

<https://www.usaid.gov/work-usaid/take-action>



USAID, a federal government agency, has missions in more than 80 countries and programs in more than 100. USAID works in a variety of technical areas, including agriculture, economic growth, environment, education, infrastructure, democracy, human rights, and governance, women's empowerment, water and sanitation, global health, and humanitarian disaster response and relief. The agency partners with a variety of different types of organizations to achieve its key mission of ending extreme global poverty and enabling resilient, democratic societies to realize their potential. Organizations include faith-based and community, private sector, colleges and universities, non-governmental organizations, and more.

If you wish to work with USAID, here are some helpful basics to know:

How We Operate

USAID's funding comes from Congress. USAID works with Congress and the Executive Office to determine budget priorities. Across USAID, there are a variety of policies, strategies, and frameworks that outline how we work. These are available on USAID.gov. Within USAID missions, country development cooperation strategies govern USAID's work locally. It is important to familiarize yourself with USAID's policies, as well as the strategy, if you are interested in working with USAID.

USAID Funding Opportunities

USAID issues a quarterly Business Forecast of upcoming business and partnership opportunities. You can see Washington and overseas business opportunities and sign up to receive future Forecasts on USAID's Business Forecast web page.

The majority of USAID's funds are awarded competitively through contracts, grants, or cooperative agreements.

Grants: USAID provides funds to a responsible grantee to implement a program with little direct involvement during the program.

Cooperative Agreements: USAID provides funds to a partner but has more substantial involvement and contact with the partner during the life of the project.

Contracts: USAID purchases technical assistance services, goods, products, or other services from a responsible party to implement a program as directed by the agency.

To solicit help for its programs, USAID typically uses requests for proposals for contracts and notice of funding opportunities for cooperative agreements or grants.

All contracts that are available for bidding are posted on the Federal Business Opportunities (FBO.gov) website.

Grants and cooperative agreements are available on Grants.gov. Additional grant programs and funding opportunities are available under the Work with USAID>Partnership Opportunities section of USAID.gov.

In April 2014, USAID established the U.S. Global Development Lab, building on the belief that science, technology, innovation, and partnership can make development happen faster, more cheaply and in a more sustainable manner. There are a variety of exciting funding opportunities available within the Lab, such as the Grand Challenges for Development and the Development Innovation Ventures.

Finally, USAID does accept unsolicited proposals and applications. You can find more information about the unsolicited proposal and application process on our website. USAID reviews every submission, but note that only a small number are approved. It is important to read the full guidance provided online.

Requirements to work with USAID

To be eligible to apply for USAID awards (and all U.S. federal awards), organizations must register in the following systems:

DUNS (Data Universal Number system) Number

CAGE (Commercial and Government Entity Code) for U.S. based organizations or NCAGE (NATO Commercial and Government Entity Code) non-U.S. based organizations

SAM (System for Award Management)

Additional Information

A series of online training modules is available in English, Spanish, Portuguese, and Haitian Kreyol on USAID.gov to better understand how to work with the Agency. Search "Training on How to Work with USAID".

The Essential NGO Guide to Managing your USAID Programs is designed to help NGOs effectively manage USAID funds: NGO Connect Resource Guide.

Acquisition and Assistance Updates Email List is used to share updates on the Business Forecast, events, news, and more related to USAID contracts, grants, and cooperative agreements. You can sign up on our "How to Work with USAID" web page.

The office of Small and Disadvantaged Business Utilization (OSDBU) has a variety of resources for Small Businesses looking to work with USAID, including outreach events and a mentoring program. They can be contacted at osdbu@usaid.gov.



USAID
FROM THE AMERICAN PEOPLE

PARTNERS DIRECTORY

Economic Growth and Trade Sector



AECOM International Development

Technical services focused on the following areas; Urban Infrastructure, Energy, Water, Sanitation, Environment, Institutional Governance, Economic Growth, Disaster and Crisis Management
Location: Virginia (USA)
Contact: Torge Gerlach, President, International Development
+1 (703) 465 5862
torge.gerlach@aecom.com
www.aecom.com

AIS Development Corp

Technical services focused on Economic Growth, Urban Planning, Climate Change and Agribusiness
Location: New Mexico (USA)
Contact: Cecilia Ciepiela- Kaelin, President
+1 (571) 276 4683
Cecilia@ais-development.com
www.is-development.com

Alter Modus International Corporation

Technical services focused on the following areas; Capacity building, food security, M&E, health and economic growth
Location: Washington DC, USA
Contact: Robert Simmons, President
+1 (202) 572 1053
rjrobert.simmons@alter-modus.com
www.alter-modus.com

AMA Consulting LLC

Technical services focused on providing entrepreneurship trainings to small businesses in developing countries
Location: Maryland (USA)
Contact: Maria Asuelimen, Managing Director
+1 (301) 557 9300
Masuelimen@amaconsultonline.com
www.amaconsultonline.com

AMEC Foster Wheeler

Technical assistance in the following areas; Power, Climate Change/Resiliency, Environment, Infrastructure and Capacity Building
Location: Washington DC (USA)
Contact: David A. Fulton, Vice President
+1 (703) 488 3700
David.fulton@amecfw.com
www.amecfw.com

Amethyst Technologies, LLC

Technical assistance services focused on the following areas; Health, Agriculture, Manufacturing and Trade
Location: Maryland (USA)
Contact: Kimberly Brown, CEO
+1 (443) 543 5576
info@amethysttech.com ;
kbbrown@amethysttech.com
www.amethysttech.com

Apposit LLC

IT services focused on building systems for financial services and agriculture in Ethiopia
Location: Addis Abeba, Ethiopia
Contact: Adam Abate, Managing Partner
+251 114 160637/67
aabate@apposit.com
www.apposit.com

ARVEN Services LLC

Full service transportation and logistics provider
Location: Virginia (USA)
Contact: Ed Brown, President
+1 (703) 497 8596
eb@arvenservices.com
www.arvenservices.com

Asrat, Gezahegn & Birberssa Audit General Partnership (ASGB Partners)

Auditing/financial management services
Location: Addis Abeba, Ethiopia
Contact: Asrat Bekele
+251 930 013563/4
info@asgbpartners.com
www.asgbpartners.com

Axumic Technology Systems PLC

Manufacturing plants design, consultancy, installation, supervision and commissioning

Location: Addis Abeba, Ethiopia

Contact: Daniel Admassu, Technical Manager
+251 118 601263
services@axumic.com
www.axumic.com

BDS-Center for Development Research

Consultancy services in the following areas; Agriculture, Education, Health, WaSH, Energy, M&E and Strategic Management

Location: Addis Abeba, Ethiopia

Contact: Sewareg Adamu
+251 116 479517
bdscdr@bdscdr.com
www.bdscdr.com

BE Kollektive Creative Consulting and Productions Group

Company specializes providing interpreting services, creative cultural project productions, management, and consulting, event planning, marketing, and conferencing.

Location: Addis Abeba, Ethiopia

Contact: Meron Dagnew
+251 912 625712
nubienne2000@gmail.com

BET Architects PLC

Consultancy Services for Architectural, Engineering and Construction Management activities

Location: Addis Abeba, Ethiopia

Contact: Daniel Alemayehu
+251 113 727971
betarchitects@yahoo.com

Betru Tefera Tekele

General Construction contractor

Location: Addis Abeba, Ethiopia

Contact: Nardos Berhanu
+251 911 376108
Bt_gencon@yahoo.com

Bixal Solutions Inc.

Services focused on integration of Information and Communications Technology into the following sectors; Economic Growth, Trade, Educational Services, Monitoring/Evaluations and Democracy/Governance

Location: Virginia (USA)

Contact: Jose Briceno, President
+1 (703) 864 0816
jose.briceno@bixal.com
www.bixal.com

Blue line Technology, Inc

Services include video Communication and storage of digital media files

Location: Texas (USA)

Contact: Weseley Crenshaw, President
+1 (940) 497 5500
wcrensha@bluelinetech.com
www.bluelinetech.com

BMMI Djibouti

Provides end-to-end supply chain solutions, integrated facility management, logistics and procurement services to various governments and organizations

Location: Djibouti Free Zone

Contact: Mr. David Hanse
+1 (253) 21320 600
dhanse@bmmi.com.bh
gss@bmmi.com.bh
www.bmmigroup.com

Boom Business Advisory

Investment and business consulting services for medium to large size companies

Location: Addis Abeba, Ethiopia

Contact: Sirak Solomon
+251 912 621694
sirak@boomadvisory.com
www.boomadvisory.com

251 Communications and Marketing PLC

Marketing, Advertising, Media, Social Media, Public Relation, Creative/Design, Production, Research, Promotion, Merchandising and activation services

Location: Addis Abeba, Ethiopia

Contact: Addis Alemayehou
+251 116 621824
info@251communications.com;
addis@251communications.com
www.251communications.com

Crimson Capital Corp.

Services focused on creating employment and business opportunities within emerging markets

Location: Georgia (USA)

Contact: Pleurat Hundozi
+1 (404) 847 6956
Pleurat.hundozi@crimsoncapital.org
www.crimsoncapital.org

Development Info Structure (Devis)

Technical assistance services focused on supplying appropriate technology to international development programs in the following areas; Educational Services, Monitoring/Evaluations and Democracy/Governance

Location: Virginia (USA)

Contact: Cristina Mossi, CEO
+1 (703) 525 6485
cmossi@devis.com
www.devis.com

DevTech Systems, Inc. (DevTech)

Provides consultant services supporting the following areas; Economic Analysis, M&E, Education, Youth Development, Gender, Public Financial Management and Capacity Building

Location: Virginia (USA)

Contact: Dr. Rafael Romeu, President and CEO
+1 (703) 312-6038
Estollof@devtechsys.com; devtech@devtechsys.com
www.devtechsys.com

Dexis Consulting Group

Provides technical assistance in the following areas; M&E, Program Management, Institutional Support, Training Solutions for Economic Growth, Governance and Civil Society challenges

Location: Washington, DC (USA)

Contact: Ashley Gasque
+1 (202) 625 9444
mlevine@dexisonline.com
www.dexisonline.com

Econvalue consult

Provides Civil Society Policy Research Services

Location: Addis Abeba, Ethiopia

Contact: Gemechu Desta
+251 912 000006
gemechu@econvalueconsult.com
www.econvalueconsult.com

ENSIRAD Civil Systems Engineering PLC

Provides engineering consultancy services

Location: Addis Abeba, Ethiopia

Contact: Ms. Yetnayet Ayaleneh & Mr. Betesebe Feleke
+251 911 890163; +251 930 000079
ensiradcseplc@gmail.com

Ermias Arega Kebede

Provides construction services

Location: Addis Abeba, Ethiopia

Contact: Ermias Arega
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Eakcon2015@gmail.com

Ethiopian Commercial Services

Provides technical assistance in the following areas; Economic Growth, Trade, Education, Health and Agriculture

Location: Addis Abeba, Ethiopia

Contact: Tsehay Gibner
+1 (973) 3332 8754
admin@ethiopiancommercialservices.com
www.ethiopiancommercialservices.com

EUREKA Services PLC

Consultancy services in the area of health and development

Location: Addis Abeba, Ethiopia
Contact: Zenaw Tafere, Managing Director
+251 911 516262
info@eurekaquality.com
eurekahealth1@gmail.com
www.eurekaquality.com

Global Business Solutions, Inc

Provides technical assistance in the following areas; Economic Growth & Trade, Infrastructure Advisory Services and M&E services

Location: Washington, DC (USA)
Contact: Karye Y. Braxton
+1 (202) 669-2728
kbraxton@globalbizsolns.com;
info@globalbizsolns.com
www.globalbizsolns.com

Green Generation Group

Economic Growth - Power Generation

Location: South Carolina (USA)
Contact: Frank Burns, PE
+1 (803) 396 0880
fburns@greengenerationgroup.com
www.greengenerationgroup.com

IAP Worldwide Services, Inc

Provide technical support in the following areas; Economic Growth, Trade, Agriculture, Education, M&E, Humanitarian support, Power, Mobile technology

Location: Florida (USA)
Contact: Maureen P. Fitzgerald,
Director of Corporate Comm.
+1 (321) 784 7100
+1 (703) 253 2764
Maureen.fitzgerald@iapws.com
www.iapws.com

IBS Management & Consultancy Services, LLC

Provides broad variety of accounting, financial and management consulting services

Location: Washington DC (USA)
Contact: Olu Adebo, CEO, Principal
+1 (202) 534 7436
oadebo@ibs-mc.com
www.ibs-mc.com

Integra Government Services International LLC

Technical assistance services supporting the following areas; economic and social development

Location: Washington DC (USA)
Contact: Robert Otto, President
+1 (202) 898 4110
botto@integrallc.com
www.integrallc.com

International Business Initiatives (IBI)

Consulting firm specializing in economic growth, good governance, public financial management, and capacity building including Human and Institutional Capacity Development, and ICT strategies

Location: Virginia (USA)
Contact: Robert Reschke, Vice President for Programs
+1 (703) 525 2277
reschke@ibi-usa.com
www.ibi-usa.com

International Development Enterprises - Ethiopia (iDE Ethiopia)

Offers affordable and sustainable agricultural and WASH products and services

Location: Addis Abeba, Ethiopia
Contact: Kebede Ayele, Country Director
kayele@ideorg.org
+251 911 510668, +251 114 672906
www.ideorg.org;
www.ide-ethiopia.com

IOS Partners, Inc

Consultancy services focused on the following areas; Economic Development, Trade facilitation, Investment promotion, Private sector development supporting Aviation, Tourism, Ports, Energy, Infrastructure, finance, public sector governance and social development activities

Location: Florida (USA)
Contact: Robert Hans
+1 (305) 648 2877
iospartners@iospartners.com
www.iospartners.com

IPE Global Limited

Management consultancy services in Social Development including Research and Technical Assistance in Health, Education, WASH, Agriculture.

Location: Addis Abeba, Ethiopia
Contact: Sunil Verma, Country Head
+251 928 680596
sunilverma@ipeglobal.com
www.ipeglobal.com

IPE Global, Ethiopia

Consultancy services focused on the following areas; Economic Growth, Health (Malaria, HIV/AIDS), Trade, Agriculture, Democracy and Governance, Monitoring/Evaluation, Agriculture, Education, Forest Governance, Urban Development, Infrastructure Finance, Public Finance, Economics, Public Policy, Social Empowerment, Gender, Climate Change

Location: Addis Abeba, Ethiopia
Contact: Sunil Verma
+251 116 670453
ipeethiopia@ipeglobal.com
www.ipeglobal.com

Iris Industries, LLC

Water, Sanitation and Hygiene (WASH); Architecture and Engineering Services

Location: Maine (USA)
Contact: Gretchen Mikeska, P.E.
+1 (202) 247 7733
irisindustriesllc@gmail.com
www.irisindustriesllc.com

ITAB Consult PLC

Economic Growth, Agriculture and Monitoring/Evaluation Services

Location: Addis Abeba, Ethiopia
Contact: Itab Ayana, General Manager
+251 911 216288
itanaleta@gmail.com
www.itabconsult.com

iTECH Computer Systems PLC

IT services focused on Economic Growth & Trade sectors

Location: Addis Abeba, Ethiopia
Contact: Murad M. Abdella, CEO
+251 115 153482
Murad@itechplc.com
http://www.bizearch.com/company

JDM Consulting, LLC

Consultancy services focused on the following areas; Auditing, Financial Management and Economic Growth

Location: Maryland (USA)
Contact: Janine McGregor, President
+1 (301) 421 1141
Janine@jdmconsultinggroup.com
jdm@comcast.net
www.JDMConsultingGroup.com

JE Austin Associates

Consultancy services focused on the following areas; Economic Growth, Trade, Agriculture, Educational Services and Monitoring/Evaluation

Location: Virginia (USA)
Contact: Martin Webber, Executive Vice President
+1 (703) 841 9841
mwebber@jeaustin.com
www.jeaustin.com

JEA Offspring Consulting Group

Consulting services focused on the following areas; economic development, energy sector reform and M&E activities

Location: Addis Abeba, Ethiopia
Contact: Mr. Lazarre Potier
+251 912 634 944
Lazarre.potier@offspringgroup.com
www.offspringgroup.com

Kora Image

Professional Photography Service

Location: Addis Abeba, Ethiopia
Contact: Abate Damite
+251 913 923892/+251 116 621650
prokoraimage@gmail.com
www.koraimage.com

Laterite Ltd

Economic & Social Research, M&E, Economic Policy Analysis, Electronic Data Collection Services, Market Research, Developing Resource Publications

Location: Addis Abeba, Ethiopia
Contact: Sachin Gathani, Data Research Advisory
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sgathani@laterite-africa.com
www.laterite-africa.com

Letta Microfinance Institution (SC)

Credit and Saving Services

Location: Addis Abeba, Ethiopia

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+251 911 658497
Soloteka251@gmail.com
www.iassist.org

LMI

Economic growth, trade, agriculture, monitoring/evaluations, health, democracy/governance, logistics and supply chain services, information management / information technology, performance management and measurement, acquisition services.

Location: Virginia (USA)

Contact: Roger Miller, Senior Consultant
+1 (703) 917 9800
twilkerson@lmi.org
www.ghsc.lmi.org

Making Cents International

Consulting services and technical assistance (supporting people to advance their social and economic well-being)

Location: Washington, DC (USA)

Contact: Tijana Dabic
+1 (202) 783 4090
tijana@makingcents.com
www.makingcents.com

MASLAW Consultancy Services on Social and Natural Sciences PLC

Training & Research Services

Location: Addis Abeba, Ethiopia

Contact: Workneh Nigussie
+251 911 659765
maslawconsult@gmail.com

Macbel LLC

Services focused on food export and import to and from Ethiopia

Location: Maryland (USA)

Contact: Macbel Woldie
+1 (240) 423 8158
catchmacbel@gmail.com

Mathematica Policy Research

Policy Research, Technical Assistance & Evaluation

Location: Princeton, NJ (USA)

Contact: Allison Logie
+1 (609) 7993535
info@mathematica-mpr.com
www.mathematica-mpr.com

McKinsey & Company, Inc

Technical assistance towards institutional development.

Location: London, England

Contact: Bobby Demissie, Principal and Location Manager
+251 111 6672912
Booby_demissie@mckinsey.com
www.mckinsey.com

ME&A (formerly Mendez England & Associates)

Creative solutions for Economic Dev. & Social Progress

Location: Maryland (USA)

Contact: Teresita Perez
+1 (301) 6524334
meainfo@engl.com
www.mendezengland.com

Micro Engineers Group

Provide consulting services in the area of water and sanitation, and transportation including project management, construction management, design and asset management

Location: Addis Abeba, Ethiopia

Contact: Alazar Feleke, Managing Director
+251 960 093030, +1 (571) 3375 738,
+1 (703) 6286 301
microengineersgroup@gmail.com
www.microengineersgroup.com

Millennium Water Alliance

Water, Sanitation and Hygiene (WASH)

Location: Addis Abeba, Ethiopia

Contact: Melkamu Jaleta
+251 911 678120
Melkamu.jaleta@mwawater.org
www.mwawater.org

Mollalign Abebe & Associates Energy Consultant

Consultancy in renewable energy efficiency contractual, legal and regulatory frameworks

Location: Addis Abeba, Ethiopia

Contact: Mollalign Abebe
+251 912 170172
mollalignabebe@gmail.com

MWH Global

Engineering Services

Location: Addis Abeba, Ethiopia

Contact: Moghes Ayalew Mekonen
+251 11 667 0352
Moghes.a.mekonen@mwhglobal.com
www.mwhglobal.com

Nigat Private Limited Company

Consultancy, Research, Training and Event Organizing (conference, seminar, workshop, etc.)

Location: Addis Abeba, Ethiopia

Contact: Mollalign Abebe
+251 118 333628
info@nigat-plc.com
www.nigat-plc.com

NSF Certification

Consultancy services required to manage technical activities

Location: Stellenbosch, South Africa

Contact: Wouter Conradie, Managing Director
+1 (270)21 880 2024
wconradie@nsf.org
www.nsfafrika.com

Oromo Self Help Organization (OSHO)

Striving to make a better tomorrow for the people of Oromia

Location: Addis Abeba, Ethiopia

Contact: Ato Yohannes Mitiku, General Manager
+251 115 536967
osho@ethionet.et
www.ethiomarket.com

Overseas Strategic Consulting Ltd.

Research, evaluation and strategic/behavior change communications solutions

Location: Philadelphia, PA (USA)

Contact: Ryan Crow
+1(215) 8936167
rcrow@oscltd.com
www.oscltd.com

OXFORD Epidemiology Services

Health and monitoring and evaluation. Additionally, we have a software that helps to manage project data in real time and can be used across sectors

Location: Washington DC (USA)

Contact: Rachel Jean-Baptiste, President
+1 (202) 821 1829
Rjean-baptiste@oxfordepi.com
www.oxfordepi.com

Palladium International LLC

International Development, Strategy Execution Consulting

Location: Washington, DC (USA)

Contact: Mark Ketcham
+1(202) 775 9680
mark.ketcham@thepalladiumgroup.com
www.thepalladiumgroup.com

Panagora Group

Health(malaria, HIV/AIDS), Monitoring/ Evaluations

Location: Maryland (USA)

Contact: Betsy Bassan, President and CEO
+1 (202) 580 8318
betsybassan@panagoragroup.net
www.panagoragroup.net

Parcel Logistics PLC

Full service logistics provider

Location: Addis Abeba, Ethiopia

Contact: Tsegaye Worku, General Manager
+251 114 671351
+251 911 528421/22
parcel@ethionet.et
parcellogistics@gmail.com
info@parcelplc.com
www.parcelplc.com

Portals LLC (Portals Global Consulting)

Economic Facilitation, Capacity Building, Stakeholder engagement, SME Development, Leadership Development, ICT Solution

Location: Virginia (USA)

Contact : Mr. Omo Igiehon
+1 (703) 597 1856
omo@portalsLLC.com
www.PortalLLC.com

Precise Consult International

A leading private institution in the development of business and private sector revolution, with unmatched research and knowledge capacity that helps clients make better informed decisions.

Location: Addis Abeba, Ethiopia

Contact: Henock Assefa, Founder and Managing Partner, PCI
+251 116 631080/+251 926 797850
Kidus_aman@yahoo.com
www.preciseethiopia.com

Premier Group Services, inc

Auditing/Financial Management

Location: Maryland (USA)

Contact: Joye Sistrunk, CPA
+1(301) 577 6444
accounting@pgservicesinc.com
www.pgservicesinc.com

Pro Pride

Pro Pride wishes to be listed under the technical sectors including Economic Growth, Education Service, Health (mainly including Mother and Child Health and HIV/AIDS) represent some of the organization's primary areas of focus .

Location: Addis Abeba, Ethiopia

Contact: Digafe Feleke
+251 115 524417/18, +251 116 630144
info@propride.org,
dfeleke@propride.org
www.propride.org

Project Concern International (PCI)

Economic growth, food security, health (MCH, malaria, HIV/AIDS), educational services, humanitarian support, Community based disaster risk reduction and climate change adaptation.

Location: Addis Abeba, Ethiopia

Contact: Walleigne Alemaw
+251 114 169675/ +251 114 169704
walemaw@pci-ethiopia.org
www.PCIglobal.org

RTZ Consulting

Economic Growth and Trade Economic Empowerment of Women and Youth

Location: Washington DC (USA)

+1 (202) 587 2782 / +1 (703) 7722780

Contact: Roza E. Makonnen, Principal
makonnen@rtz-consult.com
www.rtz-consult.com

Save the Children International

International development and humanitarian support: health, HIV/AIDS, nutrition, food security and livelihoods, water, sanitation and hygiene (WASH), education, child protection, and child-centered policy support.

Location: Addis Abeba, Ethiopia

Contact: John Graham
+251 113 728455/60
John.Graham@savethechildren.org
www.ethiopia.savethechildren.net
www.savechildren.org

Save Your Generation Ethiopia/ SYGE

Adolescent and Youth, Health, HIV/AIDS, Humanitarian Support

Location: Addis Abeba, Ethiopia

Contact: Henok Melesse
+251 116 464347/48
henoksyg@gmail.com
www.saveyourgenerationethiopia.org

SEGURA Consulting LLC

Economic Growth & Trade (EG&T) consulting service

Location: Maryland (USA)

Contact: Jorge F. Segura,
Managing Partner & CEO
+1 (301) 469 4724
JS@segura-co.net
www.seguraconsulting.net

Selam Consultancy LLC

A global management consulting company that focuses on advising leaders in the areas of strategy, marketing & sales, operations, advanced analytics, mergers & acquisition.

Location: Washington DC (USA)

Contact: Selam Teshome
+1 (202) 469 0416
selamconsultancy@gmail.com
selam@selamconsultancy.com
www.selamconsultancy.com

Sharakpur Ltd

Monitoring and Evaluation Services

Location: Washington DC, USA

Contact: Dr. Sulaiman S. Wasty
+1 (202) 669 5803
sulaiman@sharakpur.com
www.sharakpur.com

Sheladia Assocites, Inc

Economic Growth, Agriculture and Monitoring /Evaluation.

Location: Maryland (USA)

Contact: Matthew Kane
+1 (301) 590 3939
mkane@sheladia.com
www.sheladia.com

Sholla Corporation

Economic growth, trade, Information and communication technology, training and educational services, auditing /financial management areas

Location: Maryland (USA)

Contact: Asmamaw Mengistie (Dr.), CEO
+1 (240) 429 1445/+1 (301)588 3893
asmamaw@sholla.com
meswait@sholla.com
www.sholla.com

SMEC International

Economic Growth & Trade (EG&T) consulting service

Location: Addis Abeba/Ethiopia

Contact: Shimeles Mulugeta Kebede,
Assistant Country Manager
+251 116 632249
fekere.mamo@smec.com
shimeles.kebede@smec.com
nasser.harrasy@smec.com
www.smec.com

Solimar International Inc

Sustainable Tourism Consulting & Marketing

Location: Washington DC (USA)

Contact: Chris Seek, President/CEO
+1 (202) 518 6192 x101
info@solimarinternational.com
www.solimarinternational.com

SSG Advisors

Economic growth, trade, agriculture, educational services, monitoring/ evaluations, and/or democracy/ governance

Location: Burlington, VT (USA)

Contact: Brett Johnson
+1 (802) 735 0762
brett.johnson@ssg-advisors.com
www.ssg-advisors.com

STS Global Inc.

Telecommunications – Satellite telecommunications

Location: New York (USA)

Contact: Frederic Dugourd
+1 (631) 246 5000
Fred@stsglobal.com
www.stsglobal.com

TechnoServe

Economic growth, agriculture, gender, cooperative strengthening, access to finance

Location: Addis Abeba, Ethiopia

Contact: Mefthe Tadesse, Country Director
+251 116 630017
mtadesse@tns.org
www.technoserve.org

The Arthur Group PC

Financial Transactions & exports, economic growth, trade, agriculture, educational & training services, monitoring/evaluations, Program Resources Management, democracy/ governance, auditing/financial management areas, capacity building and information technology.

Location: Maryland (USA)

Contact: Sam Arthur
+1 (301) 379 2742
sarthur@thearthurgroup.com
www.thearthurgroup.com

The Michell Group, Inc

Economic growth, trade, agriculture, educational services, monitoring & evaluations, health, democracy/governance, and auditing/financial management.

Location: Washington DC (USA)

Contact: Lloyd M. Mitchell, President/CEO

Jenkins Cooper, Vice President of Operations

Walter Pfannmuller, Chief Financial Officer

+1 (202) 745 1919/+1 (202) 234 1697

lloyd@michellgroup.com

jenkinsc@michellgroup.com

lansk@michellgroup.com

www.the-michellgroup.com

The Mifos Initiative

Technical service focused on Economic Growth and Financial Management

Location: Washington (USA)

Contact: Dayna Harp, Director

Strategic Initiatives

+1 (501) 628 9686

dharp@mifos.org

www.mifos.org

UNIBEST International LLC

Providing services in water Quality Monitoring and Control Systems

Location: Washington (USA)

Contact: Mark Riess

+1 (509) 525 3370

mriess@unibestinc.com

www.unibestinc.com, www.ecotrackservices.com

USA International Procurement Agency Inc

Providing non-profit and governmental agencies with supply chain management services including superior procurement, project supplies and international logistical solutions

Location: Ohio (USA)

Contact: Alexis Pugh, Program

Development Specialist

+1 (330) 477 5020

alexis.pugh@usaipa.com

www.usaipa.com

USAID/Deliver Project/Addis

Health (Newborn and Child Health, Family Planning/Reproductive Health, Health Care Financing, Social and Behavior Change Communication, Health Service Delivery, Supply Chain Management, HIV, Immunization.

Location: Addis Abeba, Ethiopia

Contact: Wuleta Betemariam

+251 116 620066

jsinfo@jsi.com

www.jsi.com

Victory Consult

Multi-sectoral consultancy service

Location: Addis Abeba, Ethiopia

Contact: Zelalem Temesgen, Manager

+251 911 857624 / +251 911 936124

vict8576@gmail.com

Zolatem2010@gmail.com

Washington Technology Partners, LLC

Location: Washington DC (USA)

Contact: Dr. Cynthia R. McIntyre

+1 (202) 638 6229

mcintyreon@gmail.com

www.washingtontechpartners.com

Water Engineering Solutions

Water Engineering Solutions specializes in Water Sanitation and Hygiene (WASH), water and wastewater facility evaluations and upgrades, well/pump optimization, sustainable groundwater studies to determine sustainability of drinking water.

Location: Washington (USA)

Contact: Rachael Fox, Project

Coordinator

+1 (206) 243 2818

rfox@wesh2o.com

www.wesh2o.com

Yirgalem Addis Textile Factory Plc

Manufacturing 100% Cotton Products Starting From Knitting ,Dyeing Garment Printing And Blanket, Recycling Textile And Garment Wastes In To Eco Friendly Products.

Location: Addis Abeba, Ethiopia

Contact: Mrs. Yirgalem Asfaw Alemu, CEO

Mr. Nahom Aron Abraha, Commercial

Manager and Co-owner

+251 911 527265/4

adeycollection@gmail.com

yatplc@gmail.com

www.yatplc.com

YTB Logistics Transport

Economic Growth & Trade Educational Services Monitoring/Evaluation Auditing/ Financial Management

Location: Addis Abeba, Ethiopia

Contact: Blein Kidane Yirdaw

+251 115 573455/38

+251 914 303517

bleink@ytb-ethiopia.com

bleink@ytblogistics.com

www.ytb-ethiopia.com

www.ytblogistics.com

Zerihun Associates LLC

Monitoring and Evaluation, Trade, Agriculture, Economic Growth,

Location: Virginia (USA)/Addis Abeba

Contact: Yetnayet Z. Demissie,

Senior Associate

+251 914 303517

yetnayet@zerihunassociates.com

contactus@zerihunassociates.com

www.zerihunassociates.com

Zoie Construction Material Supplier Plc

Construction Material, Electrical fittings and Materials, Water pipe and fittings and water tanker.

Location: Addis Abeba, Ethiopia

Contact: Asamenew Tesefaye

+251 912 640339 /+251 912 022043

Zoie.con.supply@gmail.com

asetess@gmail.com

Environmental Chemical Corporation (ECC)

Provides services in the following areas; design-build, construction, environmental remediation, engineering, design management, energy and munitions response

Location: California (USA)
Contact: Roland Moreau, Vice President, Marketing
+1 (650) 347 1555
corporate@ecc.net
www.ecc.net

Environmental Systems Research Institute Inc (Esri)

Monitoring and Evaluation Services

Location: California (USA)
Contact: Salim Sawaya, Manager Nonprofit & Global Org.
+1 (909) 793 2853
info@esri.com
www.esri.com

Epsilon Innovation Group Inc

Consulting services in climate change, energy, environment, policy and risks analysis

Location: Washington, DC (USA)
Contact: Asmerom M. Gilau, CEO, Principal Researcher
+1 (202) 465 8740
asmeromg@epsiloninnovation.com
www.epsiloninnovation.com

GeothermEx, Inc

Consulting on all aspects of geothermal development, from exploration through operation and expansion

Location: California, USA
Contact: Ann Robertson-Tait, Business Development Manager
+1 (510) 527 9876
AnnI@slb.com
www.geothermex.com

Green Powered Technology, LLC

Provides technical assistance services focused on the following areas; energy and environment services

Location: Virginia (USA)
Contact: Phillip S. Green, President
+1 (703) 829 6133
pgreen@greenpwr.com
info@greenpwr.com
www.greenpwr.com

Igbanugo Partners International Law Firm

Development Consulting/training/advisory service in SSA focused on justice reform, rule of law, anti-corruption, etc.

Location: Minneapolis (USA)
Contact: Herbert Igbanugo
+1 (612) 746 0360
higbanugo@igbanugolaw.com
www.igbanugolaw.com
www.sadesg.com

Leslie A. Thompson & Associates

Legal services focused on the preparation and submission of patent applications to the U.S. Patent and Trademark Organization

Location: Washington DC (USA)
Contact: Leslie Thompson
+1(202) 285 8719
lat@thompsoniplaw.com

Obbagy Consulting

Environmental and social impact assessments, capacity building and sustainability program support

Location: Massachusetts (USA)
Contact: Jane E. Obbagy, Managing Director
+1 (617) 921 1515
jeo@obbagyconsulting.com
www.obbagyconsulting.com

The Kaizen Company

Consultancy services focused on institutional strengthening, CSO capacity building, knowledge-sharing networks, innovation and entrepreneurship

Location: Washington DC (USA)
Contact: Dr. Kevin Wheeler, Managing Director
+1 (202) 299 9801
kwheeler@thekaizencompany.com
www.thekaizencompany.com

Thomson Reuters (markets) SA Incorporated in Switzerland

Consultancy services focused on the following areas; financial, risk, legal, tax and accounting, intellectual property and science and media sectors

Location: Johannesburg, South Africa
Contact: Sneha Shah, Managing Director for Africa
+27 11 775 3000
sneha.s.shah@thomsonreuters.com
www.thomsonreuters.com

Education &
Health Sector

Action for Social Development and Environmental Protection

Technical assistance services in the following areas Health/HIV and AIDS, Women's empowerment, WASH, Environmental Protection

Location: Addis Abeba, Ethiopia
Contact: Mihreteab Belay, Executive Director
+251 112 786549
mihreteab1986@gmail.com
www.asdepo.org

Addis Abeba University Business Enterprise PLC

Capacity building/Training, research and consultancy. Electro-mechanical engineering & Agro-Industry

Location: Addis Abeba, Ethiopia
Contact: Asfaw Regassa, D/General Manager
+251 118 704590
Asfaw.regassa@aau.edu.et
www.aau.edu.et

Aseptic Haven PLC

Consulting and training services for Life Sciences, Workforce Development and Diversity industries.

Location: North Carolina (USA)
Contact: Felicia Richardson
+1 (252) 258 5935
feliciarichardson@aseptichaven.com
www.aseptichaven.com

Axios International, Inc.

Increasing access to healthcare through health system improvements and local capacity building.

Location: Washington, DC
Contact: Furhana Wehelie, Project Director
+251 912 022043
furhana.wehelie@axiosint.com
www.axios-group.com

Bright Language Testing LLC

Evaluate the language skills of employees worldwide and Provides language testing tools

Location: Massachusetts (USA)
Contact: Mark Mahoney
+1 (617) 512 9855
Mark.mahoney@brightlanguage.com
www.brightlanguage.com

Browne and Associates, Inc (BAI)

Educational services in support of humanitarian support, health (HIV/AIDS, Chronic Diseases) and Program Management areas.

Location: Washington DC (USA)
Contact: Doris Browne, President and CEO
+1 (202) 3626964
doris@browneassoc.com
www.browneassoc.com

CAMRIS International

Technical assistance services in the areas of M&E, Global Health, Agriculture and Food security, Economic Growth, Humanitarian Assistance, Environment and Democracy and Governance

Location: Maryland (USA)
Contact: Peter Mendez, Capture Manager
+1 (301) 770 6000
pmendez@camris.com
www.camris.com

Eniware, LLC

Provides portable, power-free medical instrument sterilization for surgical care in any setting.

Location: Washington, DC (USA)
Contact: Oliver Queen, Director, Supply Chain and Logistics
+1 (202) 817 3756
oliver.queen@eniwaresterile.com
www.EniwareSterile.com

ICAP

Improve the health of families and communities.

Location: Addis Abeba, Ethiopia
Contact: Zenebe M. Yirsaw
+251 114 674476
Zy2115@cumc.columbia.edu
www.icap.columbia.edu



Imagine I day International Organization

Imagine I day's efforts focused on creating access to Quality Education for disadvantaged children.

Location: Addis Abeba, Ethiopia
Contact: Seid Aman, Country Director
+251 118 697258 / +251 114 168460
saman@imagineiday.org
www.imagineiday.org

Institute of International Education (IIE)

Higher education services focused on managing scholarships and facilitating policy dialogue on global higher education

Location: Addis Abeba, Ethiopia
Contact: Ethiopia Tilahun, Country Director
+251 114 700507
eabebe@iie.org
www.iie.org

IntraHealth International Inc.

Strengthening health workers and improving health care calls for listening, analyzing, and collaborating with leaders and communities to develop the most effective solutions for a particular environment

Location: Addis Abeba Ethiopia
Contact: Misrak Makonnen, Country Director
+251 912 501377
mmakonnen@intrahealth.org
www.intrahealth.org

JaRco Consulting PLC

Monitoring and Evaluation; Health (Malaria, HIV/AIDS)

Location: Addis Abeba, Ethiopia
Contact: Tsegahun Tessema and Abrehet Gebremedhin
+251 113 724656/57
Mail@jarco.info
Tsegahun@jarco.info
Abrehet@jarco.info
www.jarco.info

John Snow, Inc

Health (Newborn and Child Health, Family Planning/Reproductive Health, Health Care Financing, Social and Behavior Change Communication, Health Service Delivery, Supply Chain Management, HIV, Immunization, Information and Communications Technology, Maternal Health, Non-Communicable Diseases, and Nutrition.)

Location: Massachusetts (USA)
Contact: Kenneth J. Olivola, Director, International Division
+1 (617) 482 9485
jsinfo@jsi.com
www.jsi.com

Juarez & Associates (J&A)

Technical assistance services in the areas of Education, Global Health, M&E, Youth & Workforce Development and Gender Support Services

Location: California (USA)
Contact: Nicandro Juárez, President
+1 (310) 475 0826
njuarez@juarezassociates.com
www.juarezassociates.com

Leadervation Learning

Educational services focused on Course Development: (Hard Copy or e-learning) Training: Leadership Development, Research Based Instructional Strategies, Equity and Inclusion.

Location: Colorado (USA)
Contact: Dr. Vernita Mayfield
+1 (720) 949 5449
Mayfield@leadervationlearning.com
www.leadervationlearning.com

Links Media LLC

Provide integrated marketing, communication, education and Information technology solutions.

Location: Maryland (USA)
Contact: Brian J. Kubiak
+1 (301) 987 5495
bkubiak@linksmedia.net
www.linksmedia.net

MAK-ADDIS TUTORS (MAT)

Technical assistance services focused on the following areas education & economic growth

Location: Addis Abeba, Ethiopia
Contact: Dr. Henok Wendirad, Co-founder & Managing Director
+251 947 911921
makTubaddis@gmail.com
www.makaddistutors.wordpress.com

Population, Health and Environment Ethiopian Consortium (PHE-EC)

Health, Environment, Population and Social Aspects (intervention with establishing multi-sectoral integration mechanisms)

Location: Addis Abeba, Ethiopia
Contact: Negash Teklu
+251 118 608190
info@phe-ethiopia.org
endashaw.mogessie@phe-ethiopia.org
negash.teklu@phe-ethiopia.org
www.phe-ethiopia.org

Project C.U.R.E

Provide technical services in health sector, provider of donated medical supplies and equipments.

Location: Colorado (USA)
Contact: Kim Savit and Amy Greene
+1 (303) 792 0729
kimsavit@projectcure.org
amygreene@projectcure.org
www.projectcure.org

Radium Educational Solutions PLC

Technical services focused on following areas; Development of educational materials, publishing, educational consultancy and short term training

Location: Addis Abeba, Ethiopia
Contact: Dr. Tilahun Tesfaye
+251 930 006153
Radium.addis@gmail.com
https://www.facebook.com/Radium.Addis/

Research Inspired for Policy and Practice Learning in Ethiopia (RiPPLE)

Technical assistance services in the following areas; WaSH research, waste management and multiple water users

Location: Addis Abeba, Ethiopia
Contact: Takele Kassa, Executive Director
+251 114 702655
Takele.kassa@rippleethiopia.org; tamiru.sebsibe@rippleethiopia.org
www.rippleethiopia.org

TMH Medical Services LLC

Provide technical assistance service in the area of Medical care and medical evacuations

Location: Florida (USA)
Contact: James Smart, VP/COO
+1 (407) 462 0819
james@tmhdopa.com
www.tmhmedical.com

USAID/SEUHP/Addis Abeba

Health (Newborn and Child Health, Family Planning/Reproductive Health, Health Care Financing, Social and Behavior Change Communication, Health Service Delivery, Supply Chain Management, HIV, Immunization.

Location: Addis Abeba, Ethiopia
Contact: Hibret Alemu Tilahun
+251 116 392153
jsinfo@jsi.com
www.jsi.com

Whiz Kids Workshop PLC

Media & Communication services focused on Health, and Education

Location: Addis Abeba, Ethiopia
Contact: Bruktawit Tigabu
+251 911 523381
brukty@whizkidsworkshop.com
www.tsehai.com
www.whizkidsworkshop.com



WI-Her, LLC (Women Influencing Health, Education & Rule of Law)

Extensive expertise in health with a focus on family planning and reproductive health, maternal child health and nutrition, Gender integration technical assistance and trainings, program design, monitoring and evaluation, capacity building and knowledge management.

Location: Washington DC (USA)

Contact: Taroub Faramand, Founder and President

+1 (703) 517 3925

tfaramand@wi-her.org

www.wi-her.org

WMG Biomedical Engineering Plc

Health Care, Medical Industry Medical Equipment, Supplies and Pharmaceutical Products

Location: Addis Abeba, Ethiopia

Contact: Alemayehu Tefera

+251 118 961434 / +251 930 014919

wmgbme@gmail.com

alemayehuwmg@gmail.com

www.wmgbme.com

Worldwide Orphans

Early Childhood, primary and secondary educational programming, Psychosocial programming for children and families; Public Health (HIV/AIDS, Adolescent reproductive health); Humanitarian support, special education; Sport programming

Location: New Jersey (USA) & Addis Abeba, Ethiopia

Contact: Dr. Jane Aronson/Dr. Sophie Mengistu

+1 (973) 763 9961

orphandocor@gmail.com,

Sophiemengistul@gmail.com

www.wwo.org





USAID
FROM THE AMERICAN PEOPLE

PARTNERS' GUIDE TO ETHIOPIA

Photo: Kelley Lynch



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Addis Abeba, Ethiopia

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Federal Grant Opportunities
www.grants.gov

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Flickr
www.flickr.com/usaidethiopia

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