



**USAID**  
FROM THE AMERICAN PEOPLE

**PROSPER AFRICA**

A U.S. TRADE AND INVESTMENT INITIATIVE



# USAID AFRICA TRADE AND INVESTMENT PROGRAM

**ANNUAL REPORT, YEAR I**  
September 2021 – September 2022

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# AFRICA TRADE AND INVESTMENT PROGRAM:

## Overview



**Contract Number:** 7200AA21C00056



**Contract Date:** September 2021 – September 2026



**Contract Ceiling:** \$521 million



**Contracting Officer:** Ousay Wahaj



**Contracting Officer's Representative:** Patterson Brown



**Africa Trade and Investment Program Partners:**



CROSSBOUNDARY

McKinsey & Company



*Ndarama Workes (Pty) Ltd*



**Chief of Party:** Kristi Ragan, DAI

## A CONTINENTAL SCOPE

The USAID Africa Trade and Investment program is USAID's flagship effort under the Prosper Africa Initiative, a collaboration between 17 U.S. government agencies to enable and enhance trade and investment to and from the United States and African nations. The Initiative acts as a central point of entry for African countries to work with the whole of the U.S. government on trade and investment.



The USAID Africa Trade and Investment program works closely with the private sector to shape activities that unlock business opportunities, particularly those that drive trade and investment to, from, and within African markets.



### MARKET INTELLIGENCE, ASSESSMENTS, AND FEASIBILITY STUDIES

Mapping of trade and investment opportunities



### MARKET LINKAGES AND TRADE SERVICES

Trade competitiveness support,  
matchmaking, transaction support



### FUND AND FINANCIAL INSTRUMENT DESIGN AND STRUCTURING

Fund/instrument structuring,  
capital raising support



### FINANCIAL ADVISORY SERVICES

Feasibility studies,  
transaction advisory,  
capital markets advisory



### CAPACITY-BUILDING SERVICES

Technical assistance, improving access  
to finance



### POLICY AND REGULATORY SERVICES

Policy analysis, regulatory impact assessments,  
reform support

# AFRICA TRADE AND INVESTMENT PROGRAM OBJECTIVES

The USAID Africa Trade and Investment program mobilizes new trade and investment relationships, particularly between the United States and African countries, and achieves development outcomes across all sectors.



## 1. Increased Trade

Mobilize trade using a proactive approach that identifies and/or improves private sector awareness of opportunities, information sharing, and directly facilitates new and existing business relationships.



## 2. Increased Investment

Facilitate and support a wide variety of financing, including from bank sources as well as non-bank sources, such as family offices, impact investors, debt and equity funds and facilities, and angel investors.



## 3. Improved Business Environment

Strategically and judiciously deploy interventions that unlock potential trade or investment opportunities or unstick existing transactions and advance them to closure.



## 4. U.S. Government Resources Leveraged

Use the full range of USG, donor, and multilateral tools and resources to support new trade and investment, ensuring additionality and minimizing duplication of efforts.

# — 01 EXECUTIVE SUMMARY & TOPLINE ACHIEVEMENTS



**PROSPER AFRICA**  
A U.S. TRADE AND INVESTMENT INITIATIVE



# EXECUTIVE SUMMARY

Attracted **22**  
buy-ins with a  
cumulative ceiling of  
**\$116.3 million**

Established the Africa  
Trade and Investment  
continental platform  
with **4** offices and  
**44** staff

Grew the Partner  
Network by more than  
**115%** to **1,635**  
private sector firms,  
**55%** of which  
are Africa-based

Obtained approval on  
**13** grants worth nearly  
**\$11 million**, and  
**9** subcontracts worth  
**\$5.8 million**

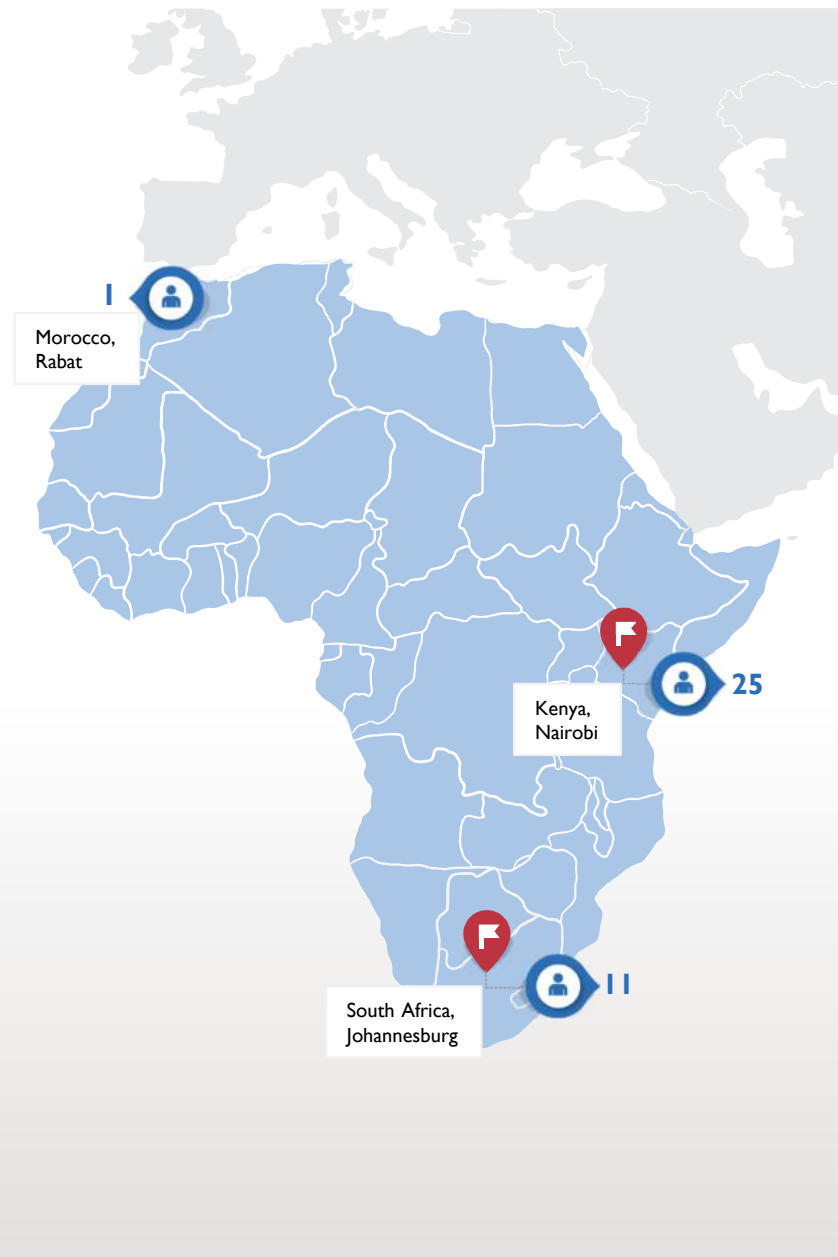
Identified **65** trade deal  
opportunities worth  
**\$669 million** across  
**12** African countries

Identified **177** investment  
opportunities valued at  
nearly **\$21.2 billion**,  
**93%** of which are on  
the African continent

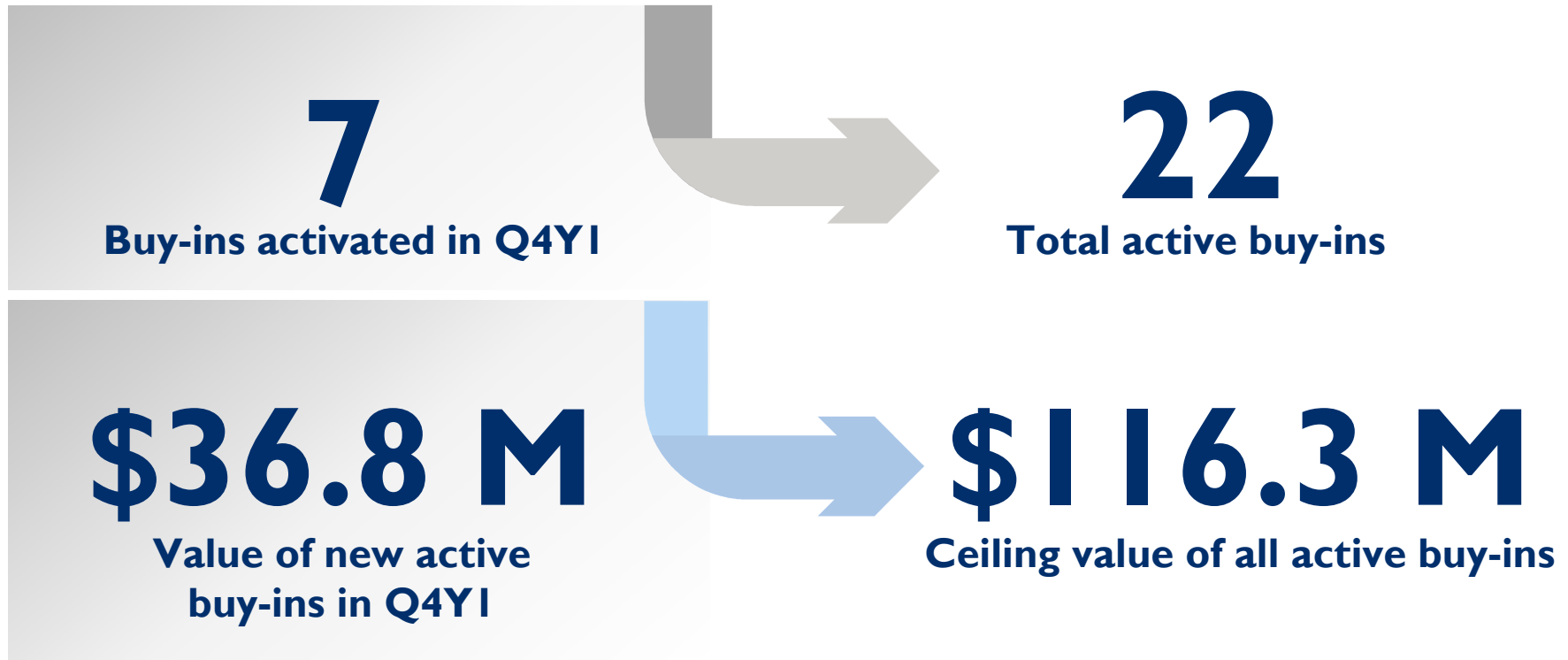


# TOPLINE ACHIEVEMENT:

## Human Resources and Operations



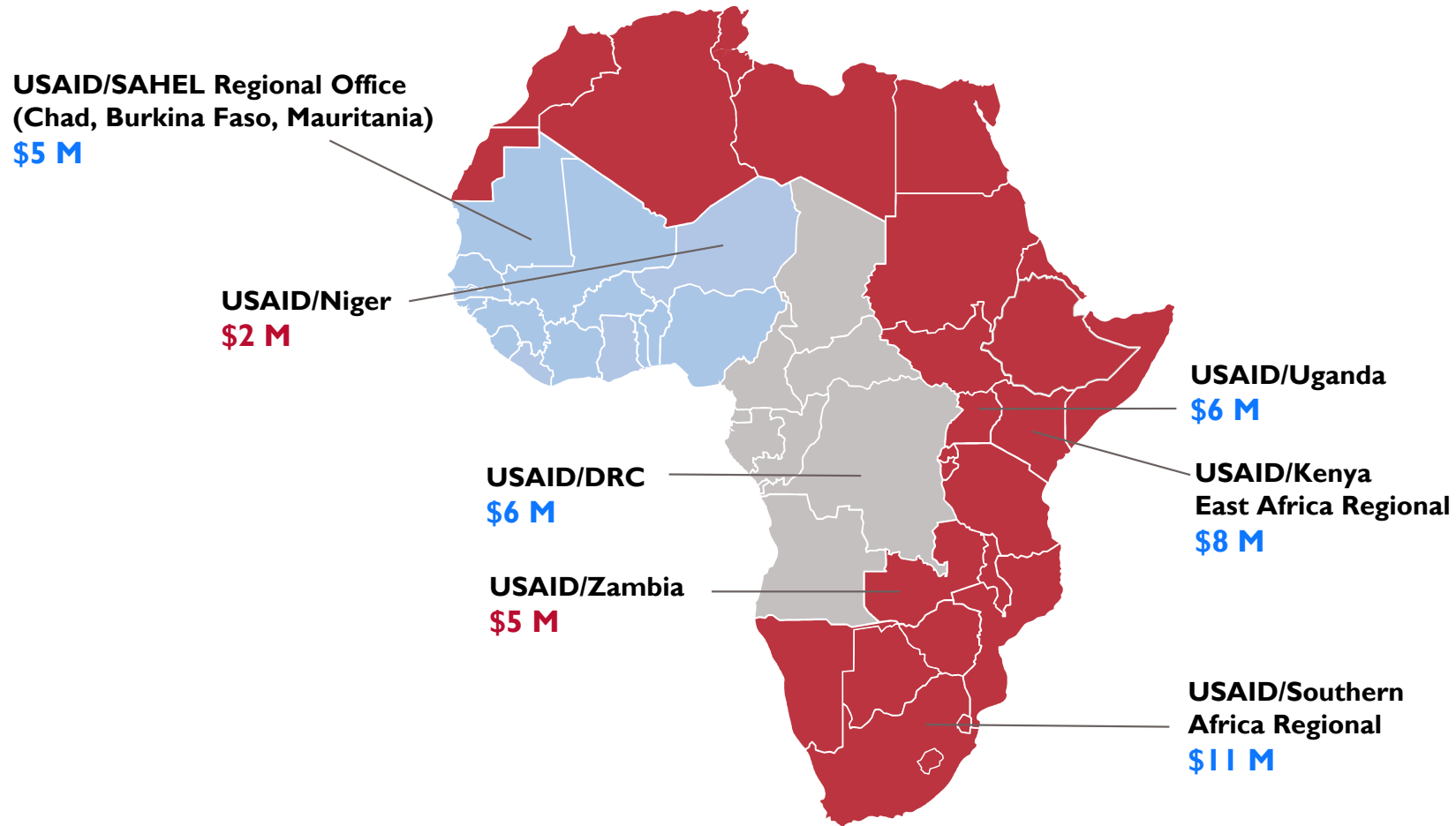
# TOPLINE ACHIEVEMENT: USAID Buy-ins



The USAID Africa Trade and Investment program secured **22 buy-ins** in Year 1 (Y1)—seven bilateral, three regional, one Ukraine Supplemental buy-in supporting five USAID Missions, and 11 buy-ins from other USAID operating units such as the USAID Bureau for Development, Democracy, and Innovation (USAID/DDI) and USAID’s Office of Gender Equality & Women’s Empowerment (USAID/GenDev). In Q4Y1, the program added the USAID Private Sector Engagement (PSE) Hub, Power Africa, and Ukraine Supplemental Funding from USAID/Southern Africa, USAID/Kenya East Africa (KEA), the USAID/Sahel Regional Office (SRO), USAID/Democratic Republic of the Congo (DRC), and USAID/Uganda. In addition, the program maintains a robust pipeline of potential buy-in opportunities across USAID Missions.



# TOPLINE ACHIEVEMENT: USAID ATI gets \$56M buy-in ceiling on the Ukraine Food Crisis.



The USAID ATI Program received a \$56 M ceiling increase tailored towards alleviating the food crisis caused by the Russian invasion of Ukraine. The additional funding will focus on immediate and urgent (6 months) but also programs for medium/longer term (12-24 months). It builds on learning from activities implemented in current buy-ins to develop templated/plug-and-play options for Missions in order to speed up implementation. Currently, a total of 5 Missions have buy-ins with some funding already made available for programming.

# TOPLINE ACHIEVEMENT: Partner Network Growth



The USAID Africa Trade and Investment program has added **874 new firms** to its Partner Network since program inception (115% growth). This increase is over the number of initial partners on a list inherited from the USAID INVEST and the USAID Southern Africa Trade and Investment Hub programs.

# TOPLINE ACHIEVEMENT

## GRANTEES, SUBCONTRACTORS AND TECHNICAL ASSISTANCE



**Grants:** During Year I, the USAID Africa Trade and Investment program obtained approval for **13 grants** valued at **\$11 million**—three in Southern Africa, nine in East Africa, and two in the United States.



**Subcontracts:** The Africa Trade and Investment program is implementing nine fully executed contracts—two subcontracts, one purchase order, and six fixed-price task orders worth a total of **\$5.8 million**.



**300+**

firms benefitted

**360 firms have benefitted from the program's technical assistance.** These firms include prospective and awarded **grantees** that received support to design tailored concepts. As examples, Zambian firms were linked with grain suppliers, and American companies received trade and investment transaction support to engage African firms after participating in the Africa Green Revolution Forum (AGRF) Summit in Rwanda, DRC Mining Week, and the Battery Gigafactories USA 2022 Conference.

# TOPLINE ACHIEVEMENT: Trade Deals



# 65

Number of export deals identified in year 1

Preliminary stage	20
Qualifying prospect (gathering)	33
Deals Actively Working	10
Deals closed	2



# \$669 M

Value of trade deals identified

## EXPECTED AND REALIZED OUTCOMES



- Greater resilience and food security through increased exports and trade within Africa
- Strengthened mining export capacity for African firms
- New intra Africa and U.S. markets secured, increasing export capacities and production by African firms
- Improved locally led development initiatives as more firms participate in the local economy

# TOPLINE ACHIEVEMENT: Investment Deals



# 177

Number of investment deals identified in Year 1

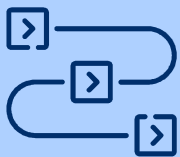
Preliminary stage	97
Qualifying prospect (gathering)	64
Deals actively working	16
Deals closed	0



# \$21.2 B

Value of investment deals identified

## EXPECTED AND REALIZED OUTCOMES



- Increased investment in Africa, especially in the agriculture sector and food security
- Increased investor confidence through credit assurance and guarantee schemes
- Established investment opportunities for U.S. firms in line with Prosper Africa objectives



# — 03 PROGRESS REPORT



# PROGRESS REPORT: Grant Awards

- East Africa Annual Program Statement (APS) Addendum
- Prosper Africa Catalytic Funding Addendum
- Kenya Menstrual Hygiene and Health Addendum
- Southern Africa Export Partnerships Addendum
- USAID/Liberia Agribusiness Incubator Activity Addendum

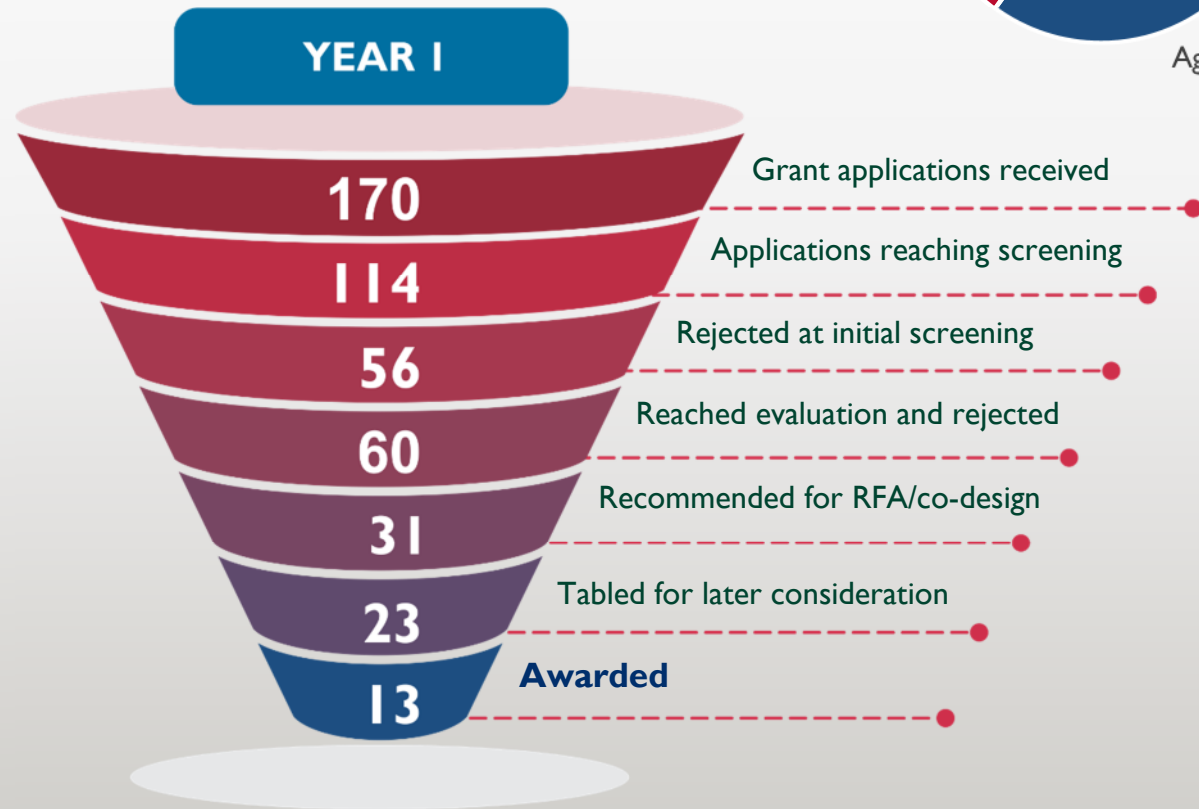
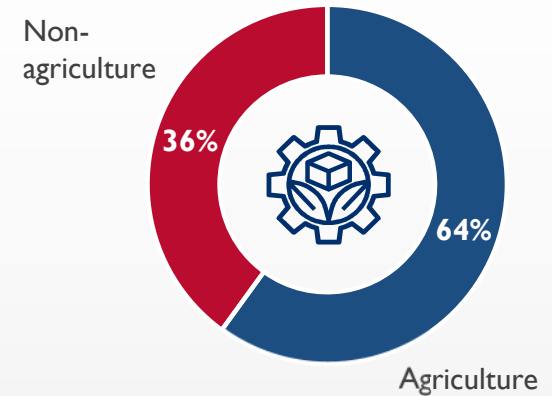
APS released **2**

Addenda issued **5**

Awards issued **13**

- Continental APS
- Food Resilience APS

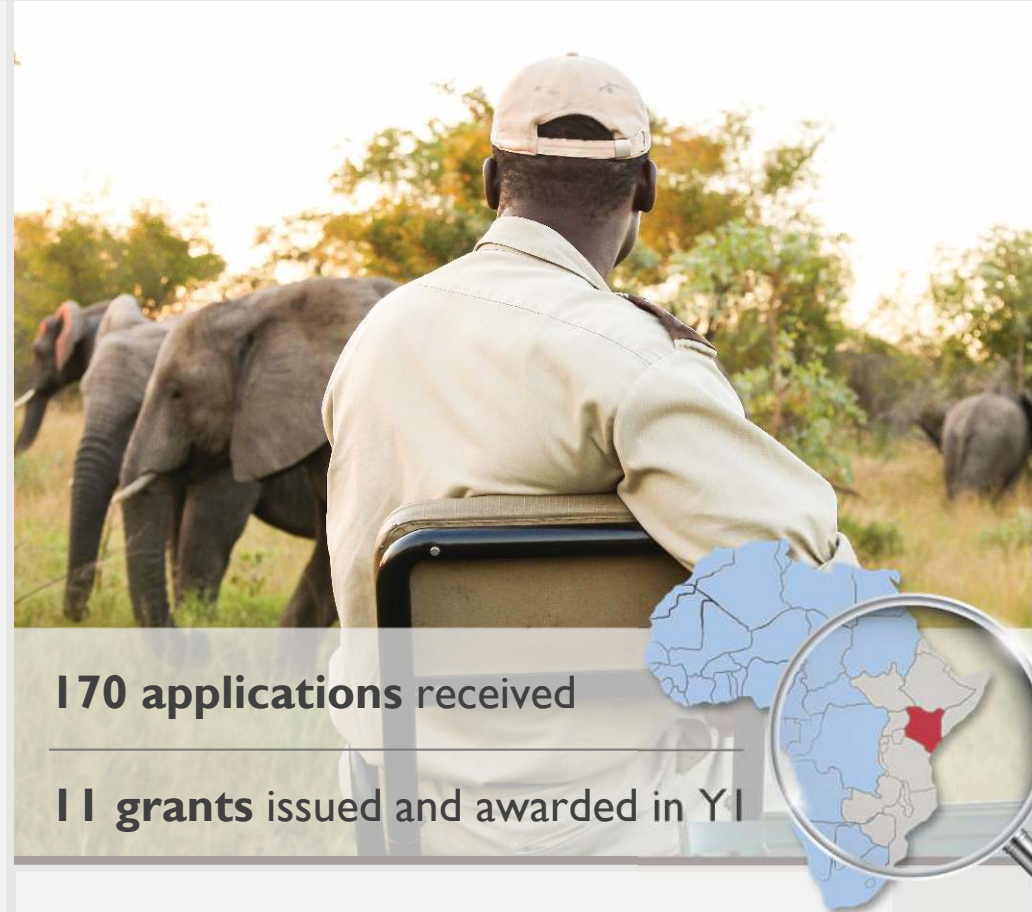
## GRANT APPLICATIONS BY SECTOR



# SPOTLIGHT: Kenya/East Africa Grants

USAID/KEA was the first to issue an Addendum under the Continental APS. Under this APS, the program received **170 applications** and awarded **11 grants** in YI, mostly to agriculture-based awardees. Awards to **textile, frankincense, and macadamia nut firms** will lead to exports to the United States.

In addition, the Africa Conservation and Communities Tourism Fund is **the first continent-wide program grant, through Prosper Africa, that applies a blended finance solution and involves multiple USAID Missions, including KEA, Zambia, and Southern Africa.**



**170 applications** received

**11 grants** issued and awarded in YI

The \$2.5 million catalytic grant is expected to attract **\$75 million** in commercial capital, with the goal of boosting tourism and conservation efforts, particularly as part of post-COVID-19 recovery.

# PROGRESS REPORT: Subcontract Awards

In Year 1, the USAID Africa Trade and Investment program released five (Q4: three) requests for information (RFIs), 19 (Q4: 11) requests for proposals (RFPs), and seven (Q4: three) requests for task order proposals (RFTOPs.) The program also issued four (Q4: one) task orders to partner McKinsey & Company.

PROCUREMENTS RELEASED – 32 (Q4: 18)



PROPOSALS RECEIVED – 149 (Q4: 75)



SUBCONTRACTS ISSUED – 9 (Q4: 6)



SUBCONTRACTS VALUE \$5,736,412.35  
(Q4: \$1,353,300.68)



# CONTINENTAL ENGAGEMENT: Partner Network

The USAID Africa Trade and Investment program's Partner Network had **1,635 partners** at the close of Year 1, up 214 per cent from the project inception.

These partners include export firms, transaction and financial service providers, regulators, investors, diaspora organizations, trade associations, and more.

The launch of the Africa Trade and Investment program's grants and subcontracts hub ([atiprogram.com](http://atiprogram.com)) increased visibility and reach, resulting in a surge in sign-ups to the network.



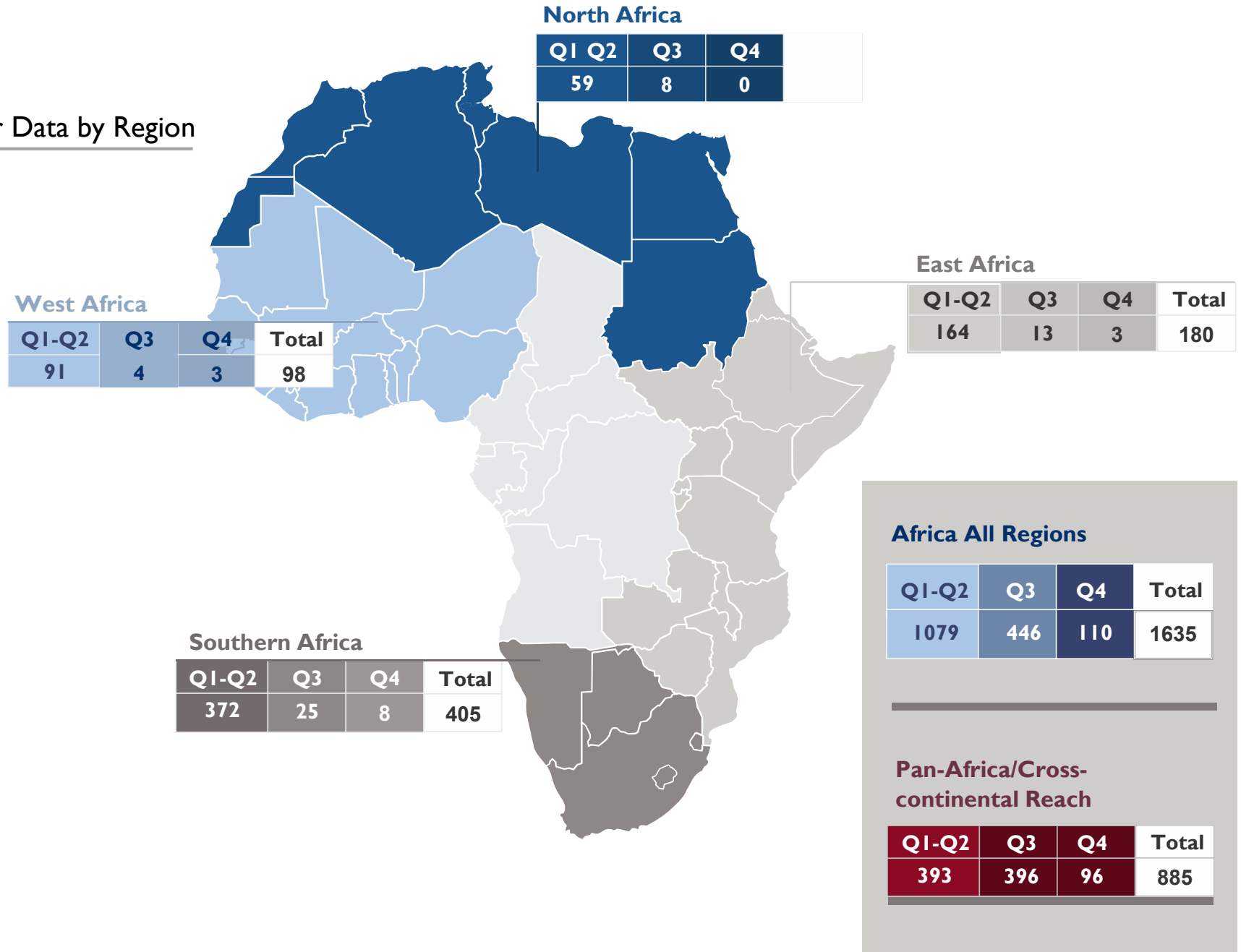
**1,635 partners**

Representing  
74 countries

+55% are Africa-  
based firms

# CONTINENTAL ENGAGEMENT: Partners Added to Network by Region

Partner Data by Region



# THE PARTNER NETWORK



EXPERTISE CATEGORY	NUMBER OF ORGANIZATIONS
African Business	324
African Diaspora	11
Business Associations and Service Providers	307
Consulting Firms	77
Donor Organizations	27
Investor and Other Capital Providers	276
Media and Events	65
Niche Expertise	25
Regulatory Bodies	103
Think Tanks, Research Firms, and Educational Institutions	37
Transaction and Financial Advisors	208
Other	175

## Examples of Africa-based firms in ATI's Partner Network

**Africa Events:** Employing digital market tools to market, and target U.S. companies looking for trade opportunities in Africa.

**Genesis Analytics:** Technical and operational support services to deliver on the Southern Africa Trade Market Systems Activity.



# OBJECTIVE I: Increased Trade

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## OVERVIEW

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During Q4YI, the USAID Africa Trade and Investment program advanced the Prosper Africa Trade Services scopes of work shaped in Q3YI.

- **Evaluated 12 submissions** under the Trade Preferences RFP.
- Released the Digital Trade RFP, which attracted 13 offerors. The technical evaluation committee (TEC) shortlisted three offerors. The program plans to organize a **co-creation session with the remaining 10 offerors and other stakeholders** to advance continental digital trade services.
- In support of the African Continental Free Trade Area (AfCFTA), **selected five offerors**, two of which have kicked off activities; the remaining three are finalizing their scopes of work (SOWs).

## HIGHLIGHTS AND KEY PERFORMANCE

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- **Released two RFPs**, one on AfCFTA and another on Digital Trade.
- Received 12 applications in response to the Trade Preferences RFP and **selected five offerors**. Two offerors are finalizing their SOWs, two are finalizing their contracts, and one was awarded in Q4YI.
- **Initiated 65 potential trade deals valued at \$669 million.**
- Continued discussions with Tesla following DRC Mining Week, which the USAID Africa Trade and Investment program supported to increase and diversify sourcing.





# OBJECTIVE I: Increased Trade cont.

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## YEAR PROGRESS

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- Co-designed two trade finance facilities to enable grain exports from surplus to deficit countries.
- Designed a fertilizer trade revolving facility.
- Closed the Digital Trade RFP and selected three offerors for further clarification.
- Finalized the Buyer-Supplier service provider contracts.
- Finalized the subcontractor for the Southern African buy-in.

## LOOKING FORWARD

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- Organize a co-creation event on Digital Trade.
- Hold eight subcontractor kick-offs in Q1Y2.
- Convene meetings to support Continental Services with the following partners: Bhavana, Africa Events, Catalyze, FoxFin, Tralac, Venturelift, DNA Economics, and the Corporate Council on Africa.
- At the regional level (Southern Africa), onboard Johannesburg-based Genesis Analytics, the subcontractor for the buy-in.
- Identify three new partners from the second Buyer-Supplier RFP.
- Finalize the award to Viasat for the USAID/ITR buy-in in the DRC.
- Sign a memorandum of understanding (MOU) with Tesla for the cobalt and lithium supply chains in the DRC.

# OBJECTIVE I: Trade Deal Opportunities

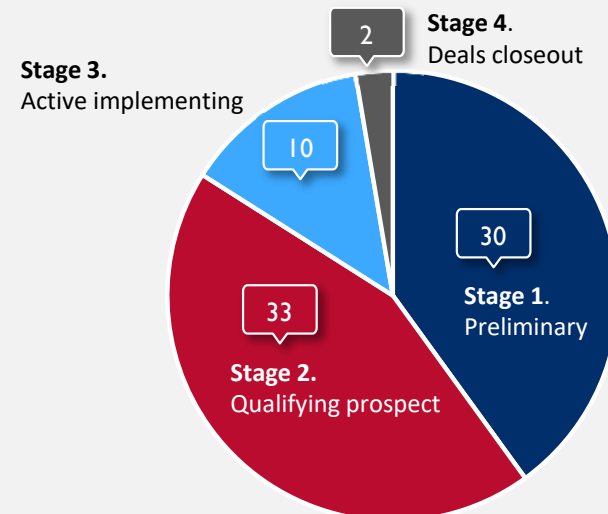
## EXPORT DEALS BY SECTOR

SECTOR	NUMBER
Agriculture, Forestry, Fishing, and Hunting	37
Manufacturing	19
Wholesale	2
Education	1
Retail Trade	1
Utilities	1
Finance and Insurance	1
Information	1
Other Services (except Public Administration)	1
Mining, Quarrying, and Oil and Gas Extraction	1

## VALUE OF EXPORT DEALS

REPORTING PERIOD	VALUE
Q1-2	\$78,800,000.00
Q3	\$424,230,040.00
Q4	\$166,588,441.00
<b>Total Deal Value</b>	<b>\$669,618,481.00</b>

## EXPORT DEALS BY FACILITATION STAGE





# OBJECTIVE I: Trade Deal Opportunities by Country of Origin

## EXPORT DEALS BY COUNTRY

COUNTRY	FREQUENCY
Kenya	29
Tanzania	9
Uganda	9
South Africa	5
DRC	3
Zambia	3
Nigeria	2
Malawi	1
Rwanda	1
Ghana	1
Egypt	1
Somalia	1
<b>Total Deals</b>	<b>65</b>



# OBJECTIVE I - TRADE : Continental Services

## OVERVIEW

The USAID Africa Trade and Investment program worked closely with the Technical Trade Working Group to translate the business enabling environment priorities identified in Q1Y1 into a scope of work on AfCFTA. The program supports African trade priorities, including the continental vision for intra-African trade and Africa's trading position with the United States; provides information to the African and U.S. private sectors on the status of the AfCFTA agreement negotiations and anticipated outcomes; and works with the private sector/industry associations at the continental and regional levels. A new Buyer-Supplier RFP was approved and shared during Q4Y1 and closes October 27, 2023.





# **OBJECTIVE I - TRADE: Continental Services**

## **HIGHLIGHTS AND KEY PERFORMANCE**

### **AfCFTA**

- Contracted McKinsey and participated in a September 28, 2022, kick-off meeting for a project to support one Regional Economic Community (REC) in implementing the AfCFTA private sector strategy (the REC will be chosen based on the highest representation of value chains included in the private sector strategy and its willingness to engage). The selected REC will receive support to understand and implement the private sector strategy and increase private sector participation.
- Contracted Tutwa Consulting and participated in a September 27, 2022, kick-off meeting for a project on the Illustrative Interventions aspect of AfCFTA. The project will support private sector engagement, coordinate with RECs and countries on relevant issues, and develop new metrics on AfCFTA implementation.

### **Digital Trade**

- Issued an RFP to support work under the Digital Trade Services Activity. Received 13 offers, of which three were shortlisted.

### **Buyer-Supplier Services**

- Issued an RFP to support work under Export Deal Support Services. This will create awareness of export market opportunities to lower buyer discovery costs and promote exports (intra-Africa and to the U.S.) from African export firms.
- Received 12 applications for Buyer-Supplier Services. Selected two offerors, both of which are awaiting contracting office approval for award. These contracts are expected to result in \$110 million in increased exports.



## OBJECTIVE 2: Increased Investment

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### OVERVIEW

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The USAID Africa Trade and Investment program worked closely with the Technical Investment Working Group to implement the approved scopes of work through subcontracts and grants. These scopes of work are designed to fill critical gaps and address constraints to investment across the African continent.

The Prosper Africa Deal Facilitation Platform enables private sector partners, USAID Missions, and Embassy Deal Teams to put forward trade and investment deals for support. Building on the work of Prosper Africa, the platform expanded its services this year.

### HIGHLIGHTS AND KEY PERFORMANCE

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- **Completed the Africa Trade and Investment Landscape Assessment**, which identified priority sub-sectors and actionable transaction opportunities, corporate partnerships, and interagency collaborations to increase investment across Africa.
- **Established the Deal Facilitation Platform.** The Deal Facilitation team reviewed **169 deals** at different stages of deal facilitation—assessment, providing active support, on hold, hand off, and hand back. It also provided limited advisory support to **15 deals valued at \$126 million** and intensive transaction support to **five deals valued at \$68.8 million**.
- **Released the Catalytic Funding Facility APS Addendum** to support a portfolio of funds and investment vehicles that can scale beyond individual transactions. Missions can also leverage continental funding to support funds/vehicles whose mandates extend beyond their geographic and sector priorities.



## OBJECTIVE 2: Increased Investment

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### YEAR PROGRESS

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- **The Deal Facilitation team** engaged the interagency, providing ongoing support to six deals (at varying stages of deal facilitation) of interest to the Development Finance Corporation (DFC), with a total capital raise of \$70.3 million. Handed off Nyasa Mobile to the DFC for an equity investment consideration of \$100 million.
- Began expanding **the Deal Facilitation Platform**. Onboarded Asoko for expanded Virtual Deal Room capacity and in Q1Y2 will release an RFP to expand the network of transaction advisors, with a focus on local and diaspora transaction advisors and firms.
- Identified and supported **177 new investment deals**, including 169 deals under the Prosper Africa Deal Facilitation Platform. While many of the high-potential deals will be handed off to interagency partners or USAID Missions, a select number may qualify for further advisory support from the Prosper Africa Deal Facilitation Platform.
- Added a **Deal Concierge** feature to the Deal Facilitation Platform that provides a window for private sector partners and Embassy Deal Teams to put forward deals (trade and/or investment) for review and support.

### LOOKING FORWARD

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- **Support for the U.S.-Africa Leaders' Summit and Africa Business Forum**, a rare, high-level event and platform to showcase opportunities that demonstrate the potential and impact of support the U.S.-Africa trade and investment relationship.
- **Continue to expand the Deal Facilitation Platform**, including releasing an RFP for Prosper Africa Deal Generation and Advisory Support. Building on lessons learned from pilots under USAID INVEST, the Africa Trade and Investment program will expand this functionality to increase the number of deals identified and to connect them with investment and partners.



## OBJECTIVE 2: Increased Investment

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### YEAR PROGRESS

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- **Released the Capital Mobilization RFP and identified two firms** to build on past USAID work to increase institutional investment, specifically around investor engagement, risk mitigation, and scale/demonstration transaction facilitation. Also, under this workstream the program will issue an indefinite quantity contract (IQC) for scale-level transactions.
- **Released the Catalytic Funding Facility APS Addendum** to support a portfolio of funds and investment vehicles that can scale beyond individual transactions. Missions can also leverage continental funding to support funds/vehicles whose mandates extend beyond their geographic and sector priorities.
- Under the Catalytic Funding Facility, **issued requests for applications (RFAs) to four firms** to develop grants.

### LOOKING FORWARD

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- Finalize and award four grants under the Catalytic Funding Facility.
- Finalize and award two subcontracts under the Capital Mobilization RFP and implement the IQC.



## OBJECTIVE 2: Prosper Africa Deal Facilitation Platform

The Prosper Africa Deal Facilitation Platform under the USAID Africa Trade and Investment program provides U.S. and African businesses and investors with enhanced support that is accessible, responsive, and tailored to their needs.

### INTAKE + REVIEW



- Responsive entry point for private sector inquiries and opportunities aligned with Prosper Africa objectives
- Opportunities are reviewed and screened
- Viable deals receive rapid assessment to identify next steps

### ADVISORY SUPPORT



- Provide Deal Team support and training as requested
- Develop plans to advance the transaction with USG support
- Offer advisory support on select opportunities where support is unavailable through interagency or USAID resources

### OUTREACH + PROMOTION

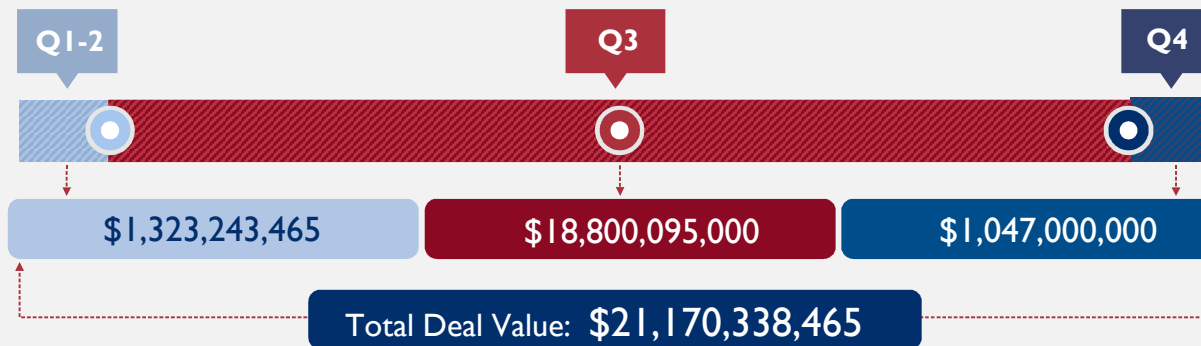


- Virtual Deal Room management, including ongoing curation of deals for potential investors
- Investor engagement on Virtual Deal Room deals
- Outreach events, such as webinars, roundtables, diaspora meetups, and U.S.-Africa venture capital investor trips

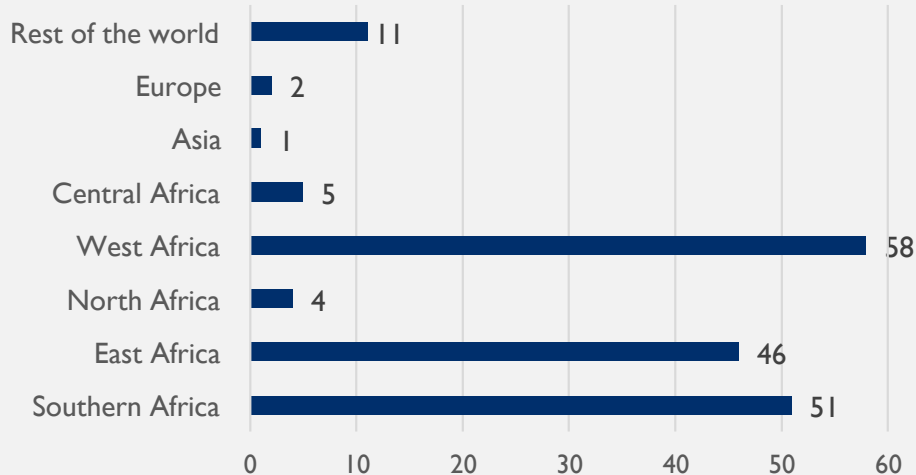
## OBJECTIVE 2: Investment Opportunities Identified

The USAID Africa Trade and Investment program identified 177 investment opportunities that require ongoing partner research and engagement. These deals were identified through two APS addenda, the Prosper Africa Deal Facilitation Platform, and the Africa Trade and Investment Landscape Assessment.

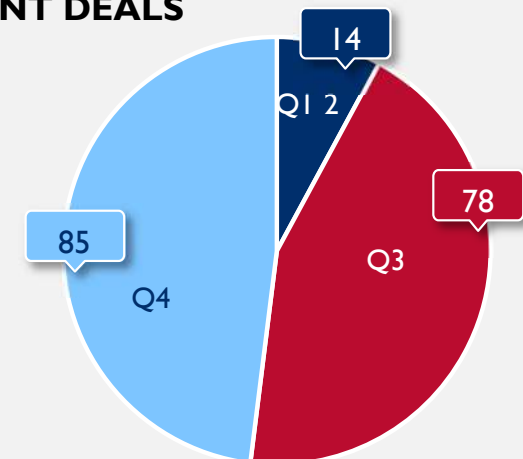
### VALUE OF PIPELINE INVESTMENT DEALS



### INVESTMENT DEALS BY REGION



### CUMULATIVE NUMBER OF INVESTMENT DEALS

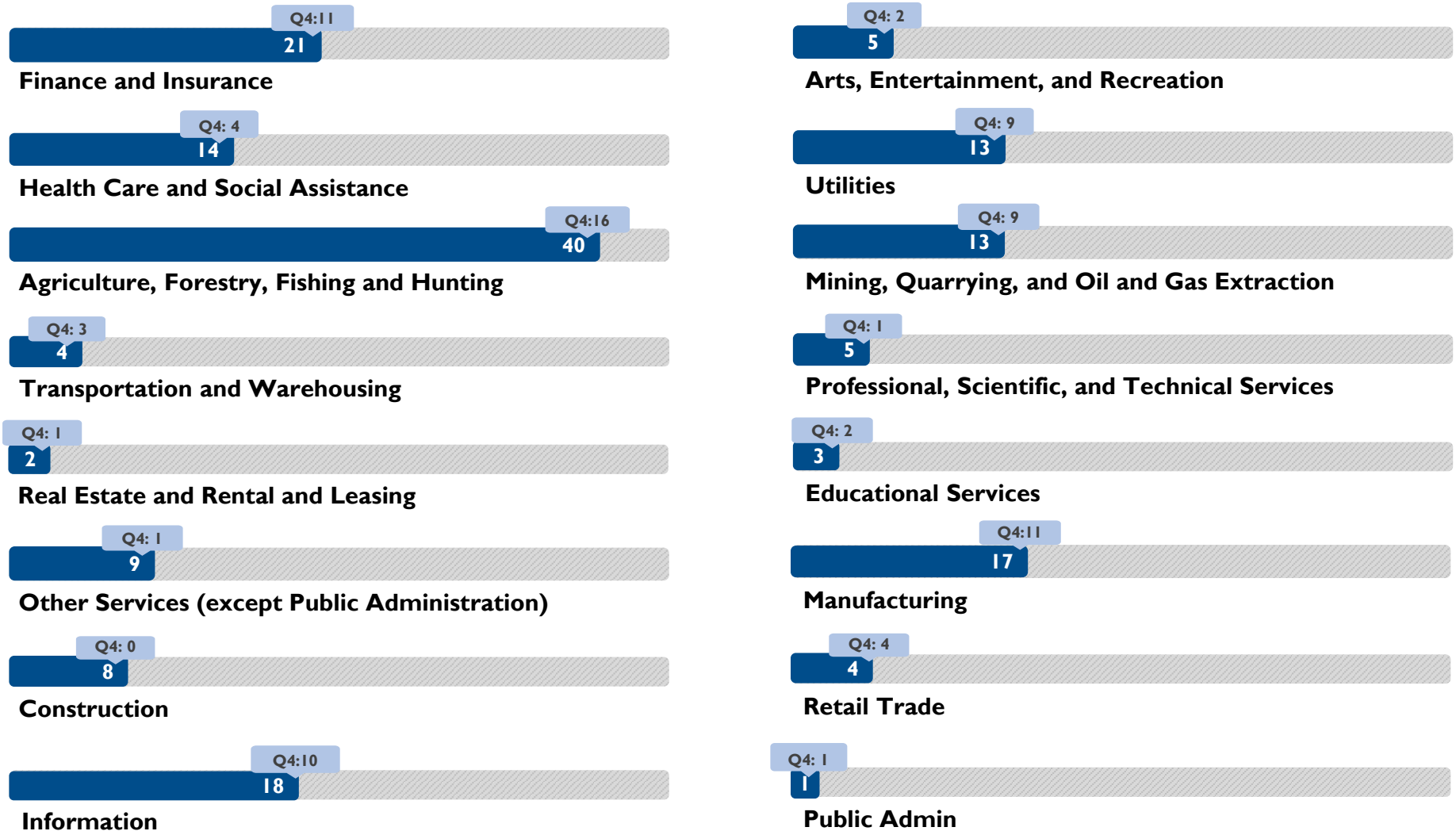


# OBJECTIVE 2: Investment Opportunities by Country



# OBJECTIVE 2: Investment Deals Opportunities by Sector

## INVESTMENT DEALS BY SECTOR





## OBJECTIVE 3: Enabling Business Environment

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### YEAR PROGRESS

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The USAID Africa Trade and Investment program issued an RFP to advance African Growth and Opportunity Act (AGOA) and Generalized System of Preferences (GSP) priorities seeking to create economies of scale and scope on the U.S. buyer end and African business membership organizations and export firms. The program received 12 responses to the RFP and selected five firms to provide a range of services in support of the private sector in Africa and the United States. These firms include (1) Tralac: SOW under review, (2) Catalyze: Awaiting approval, (3) FoxFin: Awaiting approval, (4) Bhavana: Awarded, and (5) Venturelift: SOW under review.

In addition, the USAID Africa Trade and Investment program supported and hosted AfCFTA learning sessions attended by 45 firms and attended the AGRF Summit in Zambia, where staff engaged 44 potential private sector partners, heads of states, and government representatives.

### LOOKING FORWARD

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- Provide a business enabling environment that supports high-profile private sector deals to remove obstacles to trade and investment deal closure.
- Finalize contracting and begin delivering the Trade Preferences work for AGOA and GSP support services in various countries.
- Activate the USAID/DRC buy-in scope of work in support of critical mineral exports to the United States.
- Finalize partnership with the MasterCard Foundation to scale the Community Pass platform, with a focus on opportunities in the priority areas of agriculture, micro-commerce, and health.



# CROSS-CUTTING: Environment and Communications

## OVERVIEW

**Environmental and social risk management:** This function was integrated into all aspects of operations by screening a total of 22 buy-in scopes of work, subcontracts, and grants. In addition, the USAID Africa Trade and Investment program assisted two partners in improving their environmental performance. Over the reporting period, the program monitored one subcontractor, which fully complied with its environmental mitigation plan. Improved coordination with the private sector on environmental compliance and the co-creation of practical, appropriate mitigation plans were the greatest learning and success factors in this area of work. Low capacity for compliance remains a challenge, however, and the program is addressing this issue through awareness-raising and technical assistance.

**Communications:** Robust co-creation and coordination with Prosper Africa and Mission communications teams resulted in seamless approvals for high-quality collateral with streamlined messaging on U.S.-Africa trade and investment.

## HIGHLIGHTS AND KEY PERFORMANCE

### **Environmental and social risk management:**

- < Screened nine buy-in SOWs for environmental and social risk compliance before soliciting proposals or awarding grants.
- < Screened 10 grant applications, which had varied risk categories (low-risk, medium, and unknown).
- < Supported two private sector firms, Uzuri K&Y and United Aryan Limited, to improve their environmental performance.
- < Monitored a subcontractor working on the program's Nairobi office renovation and found it fully complied with its environmental mitigation plan requirements.

### **Communications:**

- Developed high-level talking points, press releases, and social media kits that boosted USAID and Prosper Africa brand visibility at events like the U.S.-Africa Business Summit 2022 in Morocco, where Vice President Harris announced the December 2022 U.S.-Africa Leaders Summit, and during the announcement of the TradeBoost Zambia Activity by USAID Administrator Samantha Power.
- Prepared weekly newsletters that are disseminated to the USAID/Africa Bureau as well as weekly leadership updates to USAID and the Prosper Africa Secretariat that update key audiences on milestones and progress.
- Developed a program dashboard that integrates data on grants and subcontracts as a support tool to aid reviews, reporting, and decision-making.



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# CROSS-CUTTING: Environment and Communications

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## YEAR PROGRESS

**Environmental and social risk management:** Two private sector companies, United Aryan (apparel for export) and Uzuri K&Y (shoes for export) received technical assistance on environmental compliance and improved their environmental performance in Q4. Uzuri K&Y carried out an environmental and social risk audit for the first time after an awareness-raising session by the program. United Aryan (Kenya), meanwhile, received advisory support to monitor indoor working conditions and improve steam utility maintenance for better worker safety.

**Communications:** The USAID Africa Trade and Investment program now has an approved Branding and Marking Plan, with relevant templates, to guide its work (the plan is being socialized with grantees and partners). The program's communications team is growing and working with the technical and operations team to integrate communications into their work. The program also selected three graphic design firms and issued an RFP for a Whole-of Government Strategic Communications Firm to bolster communications quality and efficiency across the platform. Notably, the program added a Communications Specialist based in Washington, DC, to offer direct support to Prosper Africa. The communications team supported 23 events in Year 1 and, with targeted messaging, raised the visibility of the program, including among members of the U.S. Congress.

## LOOKING FORWARD

In Year 2, the USAID Africa Trade and Investment program will provide technical assistance to several grantees to improve their environmental performance. Among these will be nine grantees moving with the program from Q4Y1. The program will continue monitoring grantees' environmental plans for compliance.

The communications team will incorporate a section on communications into grant agreements. This section will invite co-creation as well as help align expectations and deliver on visibility goals. The program will also build on grantee reports to develop compelling success stories for USAID and other audiences. In addition, the USAID Africa Trade and Investment program will also work closely with the Prosper Africa Secretariat to deliver on key milestones and events, including the first U.S.-Africa Leaders' Summit in December 2022.

# — 04 SPOTLIGHTS





# OPERATIONS SPOTLIGHT: Streamlining Processes

In Year 1, the USAID Africa Trade and Investment program issued **nine fully executed contracts**, including two subcontracts, one purchase order, and six fixed-price task orders. The nine contracts cover Prosper Africa services, including Trade Preferences, AfCFTA, Diaspora AfCFTA Listening Sessions, Buyer-Supplier Advisory and Support Services, the Zambia Credit Guarantee Risk Assessment, and a Finance Guidebook for USAID/Egypt.

In addition, under Prosper Africa services, the program selected 12 service providers, including five under Trade Preferences, five under AfCFTA, and two under Buyer-Supplier Services.

## Lessons

1. Upon notification of an offer or grant award, immediately request that the grantee or subcontractor start its Unique Entity ID (UEID) and System for Award Management (SAM) registration process if not already registered.
2. Frequent communication with subcontractors on the procurement process is important, especially for those firms that lack USAID contracting experience.

# FOOD SECURITY SPOTLIGHT: Ukraine Response

## BEFORE THE WAR

- African farmers were **struggling to access fertilizers**
- The global market price for fertilizer was very **volatile** in 2021 due to:
  - Growing indebtedness to fertilizer importers
  - Reluctance to adjust local fertilizer prices in response to rising global prices
  - Fertilizer prices in some African countries were based on the lower 2020 international prices, making them non-viable customers for several fertilizer importers

## IMPACT OF THE WAR

- **Exports of inputs:** Russia, a major exporter of key fertilizer inputs, has disrupted shipments around the globe.
- **Fertilizer price increases:** As a result, fertilizer prices are now two to three times higher than the 2021 prices.
- **A lack of food:** Most farmers in Africa are opting for crops like legumes that require less fertilizer than maize. As a result, the production of maize—a staple food in most African countries—has declined by about 70 percent.
- **Increase in food prices:** Increases are disproportionately affecting the 34 percent of the African population living in poverty.

## INTERVENTIONS

### PROGRESS TO DATE

- Year 1 sales from Zambia to other African countries worth \$800,000
- Zambian grain export deals (NewGrowCo, Zdenakie) estimated at \$8.5 million
- Fertilizer deals (Africa Fertilizer & Agri-business Partnership) estimated at \$5 million
- USAID/KEA response estimated at \$5.5 million, the DRC response at \$10 million, and the Southern Africa response and \$8.8 million
- Allocation of \$28 million in Ukraine Supplemental Funding for Year 2 (KEA, Uganda, Southern Africa, SRO)

## Local Solutions

The USAID Africa Trade and Investment program released an APS and RFI in response to the ongoing food and fertilizer price and availability shocks resulting from Russian's war against Ukraine. The APS will achieve two objectives: increased food security and the creation of resilient food systems. The program received 106 concepts in response to the APS (55 on food security and 51 for the creation of food resilient systems). They are under consideration for grants ranging between \$500,000 and \$5,000,000.



# EVENT SPOTLIGHT: North Africa

## NORTH AFRICA REGIONAL WORKSHOP, MARCH 2022

The North Africa Regional Workshop provided an opportunity for participating USAID Missions and other participants to gain an understanding of the USAID Africa Trade and Investment program's continental structure, processes, and services and how to use these to advance their priorities. Participants also shared the challenges and opportunities in progressing the program's activity design and began co-designing the North Africa office.

- Shared key materials, including the approved SOWs for Objective #1 Trade and Objective #2 Investment, that highlight continental service offerings and provide guidance on how to access this support with the country Mission.
- In consultation with USAID/MER and Prosper Africa, identified an office location in Rabat, Morocco, and hired a North Africa Regional Manager to work with all regional Missions and USAID/MER on activity programming.

Moving forward, the program will set up a briefing by McKinsey on the Prosper Africa-funded Africa Trade and Investment Assessment that highlights new strategic areas for investment and trade.



# EVENT SPOTLIGHT: West Africa

## WEST AFRICA REGIONAL WORKSHOP, MAY 2022

The USAID Africa Trade and Investment program worked with USAID Missions in Benin, Côte d'Ivoire, Ghana, Guinea, and Togo to design a \$2.25 million buy-in to advance the Strategy for Preventing Conflict and Promoting Stability. The program:

- Set up a direct communication link with all relevant staff in USAID Missions across West Africa to disseminate information on opportunities. As a first step, the program added workshop participants to its weekly newsletter.
- Facilitated coordination between CrossBoundary and Michael Nicholson, the USAID/West Africa Economist, to reach out to the Mission's Embassy Deal Teams and offer concierge services.
- Collaborated with other USAID mechanisms in the region, including the West Africa Trade and Investment Hub (WATIH), to fill gaps and advance priority opportunities. The program holds regular coordination meetings with WATIH and provides support and guidance to the WATIH COR.




# — 05 PERFORMANCE MONITORING, EVALUATION, AND LEARNING REPORT



**PROSPER AFRICA**  
A U.S. TRADE AND INVESTMENT INITIATIVE



# PROGRESS AGAINST INDICATORS

Performance Indicators	YI Results	Notes
<p># Core Indicators</p>		
<p>1 Value of sales achieved as a result of USG assistance</p>	<p>\$574,600</p>	<p>Sales were achieved from the Zambia grain deals, by NewGrowCo and Zdenakie. These deals are in response to the African food crisis caused by Russia’s invasion of Ukraine. While the deal value remains low as the sales were just starting, an estimated \$85 million worth of grain sales are expected in the next year. It is important to also note that, as the deals were at inception stage in Year 1, sales will start trickling in and being recorded in Q1Y2.</p> 
<p>2 Value of new USG commitments and private sector investment leveraged by the USG to support economic growth</p>	<p>0</p>	<p>In Year 1, the program worked on ensuring that the grant-making process was smooth and functional, this also includes releasing 2 APS through which grants are being awarded. While most firms are yet to access the finance, a total of 10 subcontracts were approved for a total of \$5.82 million. In addition, the program approved 13 grants. Draw-down on these commitments will commence in Year 2.</p>
<p>3 Value of financing accessed as a result of USG assistance</p>	<p>0</p>	<p>While contracts were issued and private commitments made in Year 1, no financing was accessed. Much of the engagement was still at the grant preparation and award stages. In Q1Y2, the program expects firms to start accessing financing leveraged from both USG funds and private sector commitments.</p>

# PROGRESS AGAINST INDICATORS

Performance Indicators		YI Results	Notes
#	Core Indicators		
4	Number of agriculture and non-agriculture jobs created or maintained with USG assistance	0	This indicator was not tracked in Year I as engagement of firms was at the initial stages. The indicator will be tracked on an annual basis moving forward. While no jobs have been created yet, the Zambia grain deals have resulted in increased incomes for close to 300 people across the grain value chain (farmers, logistics providers).
5	Percentage of firms/organizations with increased profitability or increased self-sufficiency	2	While the program began supporting different firms, only two were able to provide indications of profitability—Zdenakie and NewGrowCo, which have begun exporting grain thanks to Ukraine Supplemental Funding.
6	Percentage of USG-assisted organizations with improved performance	11	This indicator was tracked in the Q4YI, when implementation of some activities commenced. Thanks to technical assistance, three Zambian firms involved in grain and fertilizer deals showed evidence of improved performance, as did six firms benefiting from the Cultiva virtual sessions on doing business in Africa. This number also includes two companies that received technical support on environmental screening and have strengthened their environmental and social risk policies as a result.
7	Number of firms that have applied improved organization-level technologies or management practices with USG assistance	11	While the results still need to be tracked, the USAID Africa Trade and Investment program screened five firms for environmental concerns as part of the grant-making process. The program anticipates this will lead to improved adherence to environmental practices and guidelines. United Aryan Ltd (Kenya) and Uzuri K&Y (Rwanda) received technical assistance to strengthen their environment and social risk practices.



# PROGRESS AGAINST INDICATORS

Performance Indicators		Q1-Q3	Q4	Total	Notes
8	Number of assisted firms/associations meeting international grades and standards to export	0	4	4	The results here were achieved under the Zambia grain and fertilizer deals. The firms engaged under this deal are exporting maize to East African countries with approved standards on elements such as moisture, packaging, and aflatoxin levels due to Letters of Credit and Credit Guarantee Mechanism to unlock grain aggregation financing, as well as GMO free testing.
9	Number and value of export deals identified or supported	43 deals with a total value of \$503.1 million	22 deals worth \$166.6 million	65 deals worth \$669.6 million	The USAID Africa Trade and Investment program facilitated 65 deals in Year I. The number includes deals focused on Zambian grain exports and deals coming out different platforms such as the Rwanda workshop, DRC Mining Week, and the KEA platform. Of these deals, seven have both an investment and export focus and have been reported under both program areas.
10	Number and value of finance deals identified or supported	92 deals valued at \$19.8 billion	85 deals worth \$1.3 billion	177 deals worth \$21.2 billion	<p>The USAID Africa Trade and Investment program facilitated 177 deals. These opportunities came from a variety of sources, including Prosper Africa, Embassy Deal Teams, and program partnerships. Of these deals, three have both an export and an investment focus, and four have an investment advisory focus.</p> <p>In Q4Y1, the program facilitated 85 deals worth an estimated \$1.3 billion. Most of these deals are business-to-business deals facilitated through the Prosper Africa Deal Facilitation Platform.</p>



# PROGRESS AGAINST INDICATORS

Performance Indicators		Q1-Q3	Q4	Total	Notes
11	Number of firms receiving USG-funded technical assistance	37	323	360	<p>This number includes firms supported with deal support and deal facilitation. In Q4, Firms received technical assistance mostly through grant development, which resulted in them being able to improve their bids when responding to the APS as well as preparing for grant awards. Technical assistance provided also includes meeting export requirements (international grades to export, fundraising and proposal support, as well as environmental screening and management). The number includes 45 firms attending Listening sessions conducted by Cultiva. In Q4 the number includes engagement through deal support teams. The matrix was not used in the previous quarters.</p>
12	Number of engagements jointly undertaken with the private sector to achieve a U.S. foreign assistance objective	33	269	302	<p>The USAID Africa Trade and Investment program carried out a series of stakeholder engagements to raise awareness and provide support and technical expertise. Engagements include:</p> <ul style="list-style-type: none"> <li>• Mining Indaba</li> <li>• AFRICON in Los Angeles, California</li> <li>• DRC Mining Week</li> <li>• Battery Gigafactories USA 2022 Conference</li> <li>• Alternative Finance Conference in Egypt</li> <li>• The Stanford Africa Business Forum</li> <li>• The Rwanda Business Conference</li> <li>• USAID Uganda Strategic Investment Activity</li> <li>• U.S.-Africa Business Summit 2022</li> <li>• 31 firms engaged under Continental Services</li> <li>• 13 firms awarded grants (engagement meetings)</li> </ul> <p>While no cumulative result have been achieved yet from the engagements, the process is ongoing and will result in the different engaged firms achieving different USG objectives. In Q4 the number includes engagement through deal support teams. The matrix was not used in the previous quarters.</p>

# PROGRESS AGAINST INDICATORS

Performance Indicators	Q1-Q3	Q4	Total	Notes	
<b>#</b>	<b>Private Sector Engagement Indicators</b>				
13	Number of private sector enterprises engaged with USG to support U.S. foreign assistance objectives	80	358	438	<p>In Q3Y1, the program held several engagements with the private sector, which led to the identification of eight deal opportunities. In support of the Kenya East Africa APS Addendum, the program engaged 47 companies. Since then, the program has shortlisted 13 companies.</p> <p>In Q4Y1, the program engaged 50 firms for grants support and awards as well as 42 firms for partnerships. Under the Cultiva engagement, the program engaged 45 business on business awareness and market support under the Continental Services APS. These are proceeding as engaged. In additions, firms are engaged through different forms such as the Continental Services platforms. With the work getting into full swing, the number of firms engaged is expected to increase.</p> <p>Some prominent firms engaged during the year include Tesla, Glencore, Thirdway Group, AfricInvest, and FoxfFin, among others. These firms have since agreed to engage and support the program in various capacities. In Q4 the number includes engagement through deal support teams. The matrix was not used in the previous quarters.</p>
14	Number of private sector enterprises with improved participation in the local economy as a result of USG assistance	15	4	19	<p>The reach includes the firms in Zambia working on the grain and export deals, as well as subcontractors receiving support from the program to manage different portfolios and support (second level) companies and providing logistical and freight services to companies under the KEA textile industry and Zambia grain deals.</p>

# PROGRESS AGAINST INDICATORS

Performance Indicators		Q1-Q3	Q4	Total	Notes
15	New trade and investment mechanisms/solutions developed and supported	16	10	26	<ul style="list-style-type: none"> <li>• 5 addenda released under the Continental and Food Resilience APS</li> <li>• One RFP released under the Catalytic Financing Activity</li> <li>• One RFP released under Capital Markets Mobilization</li> <li>• One RFP released to provide Trade Preferences support</li> <li>• One RFP released to provide Buyer-Supplier Support Services</li> <li>• Drafting a diaspora scope of work</li> <li>• Developed an agribusiness incubator model</li> <li>• Conducted a landscape assessment on the intersection of countering violent extremism measures and trade and investment opportunities.</li> <li>• Additional products include the climate finance scheme model for Liberia and Malawi, one learning piece, and one continental product</li> </ul>
16	Number of trade and investment related events held with USAID Africa Trade and Investment program assistance	15	8	23	<ul style="list-style-type: none"> <li>• April 16: Stanford Africa Business Forum (sponsored by Prosper Africa): <a href="https://sabf.stanford.edu/">https://sabf.stanford.edu/</a></li> <li>• May 9-12: Mining Indaba</li> <li>• May 17-19: USAID West Africa – Africa Trade and Investment Workshop</li> <li>• May 23-34: Alternative Finance Conference, Cairo, Egypt</li> <li>• May 25-28: AFRICON (sponsored for Prosper Africa): <a href="https://africon.webflow.io/">https://africon.webflow.io/</a></li> <li>• June 1-3: DRC Mining Week</li> <li>• June 21: USAID/KEA Outreach Mission to Burundi (webinar)</li> <li>• June 23-24: Battery Gigafactories USA 2022 Conference in Washington, DC</li> <li>• Sept 5-9: AGRF Summit 2022</li> <li>• Sept 14: East Africa Regional Economic Growth Conference</li> <li>• Regional and Bilateral Workshops - Zambia, West Africa, North Africa, and East Africa</li> <li>• Business awareness meetings with SADC Women in Business, WeConnect, Harvard Business School, and the Kenyan Association of Manufacturers</li> </ul>

# PROGRESS AGAINST INDICATORS

Performance Indicators 4		Q1-Q3	Q4	YI Total	Notes
17	Number of products produced and disseminated by the USAID Africa Trade and Investment program	23	18	41	<p>In the reporting period, the USAID Africa Trade and Investment program developed:</p> <ul style="list-style-type: none"> <li>• An incubator accelerator model for Liberia</li> <li>• A messaging framework, factsheet, press release, media, and social media kits for TradeBoost Zambia</li> <li>• East Africa grant factsheets: ThirdWay, Exotic EPZ, MAS Intimates, MEGA Apparel, United Aryan, and AgriproFocus Ltd</li> <li>• Nineteen "News from Africa Trade and Investment" newsletters</li> <li>• One Prosper Africa blog (on Zoie Health)</li> <li>• A messaging framework and factsheet for DRC Mining Week</li> </ul>
18	Number of non-tariff barriers mitigated as a result of USG assistance (cross-cutting)	0	4	4	<p>While no non-tariff barrier was thoroughly mitigated in Year I, Zambia improved export efficiencies under two grain deals. The program discussed bottlenecks with the Zambia Association of Producers. In addition, under the Fair Cobalt Alliance in DRC, the program is supporting efforts to aggregate small-scale artisanal miners to improve monitoring and performance of cobalt mining exports to the United States.</p>
19	Number of milestones in improved institutional architecture for trade and investment achieved with USG support	4	0	4	<p>Throughout Year I, the USAID Africa Trade and Investment program engaged government and business association representatives to bolster the institutional architecture for trade and investment. For instance, in Liberia, engagement with the local government laid the foundation for a deeper partnership. The team is now shaping a climate finance activity in partnership with USAID/Liberia. In addition, ongoing engagement with the Zambia Association of Manufacturers will help boost grain exports in the wake of the global food crisis. Finally, by working with the Government of Kenya's Ministry of Tourism and Wildlife on its New Vision for Tourism Strategy, the USAID Africa Trade and Investment program anticipates strengthening market systems and enhancing private sector engagement.</p>

# PROGRESS AGAINST INDICATORS

Performance Indicators		Q1-Q3	Q4	YI Total	Notes
#	Environment and Compliance Indicators				
20	Number of activities screened for environmental risk	5	19	24	This includes screened buy-in activities as well as private-sector activities. The total number of screened activities includes 11 buy-ins and three activities (one subcontract + 12 grants). Additional subcontracts emanated from pre-screened low-risk buy-ins above and therefore did not require further screening.
21	Number of screened activities that ensure proposed mitigation have been implemented	1	0	1	Following up on proposed mitigation means that the activities have to be implemented or ensuring that before grants kick off certain environmental concerns have been addressed to allow for signoff. Because most contracts, awards, and activities are just starting, only one activity (the Nairobi office renovation) has had follow-ups on environmental mitigation processes.
22	Number of entities assisted by the USAID Africa Trade and Investment program to strengthen environmental and social risk policies	0	2	2	United Aryan Ltd (Kenya) and Uzuri K&Y (Rwanda) received assistance to strengthen their environment and social risk practices before receiving grants.
23	Percent of USAID Africa Trade and Investment program activities reporting environmental and social compliance data accurately and timely	0	0	0	This indicator was not tracked in the year under review, as most activities have not yet reached compliance monitoring stages.

# CHALLENGES/PROBLEMS AND OPERATIONAL IMPROVEMENTS

## TRADE



Finding export-ready companies on the continent is a challenge as their products often adhere only to local or regional standards. However, various certifications and standards need to be met when exporting. Furthermore, the products are seldom processed and packaged such that they can meet export standards or the volume requirements of buyers in more advanced economies.

**Means to mitigate:** To mitigate these challenges, the USAID Africa Trade and Investment program will increase its engagement of firms that have already received support from other mechanisms such as the Trade Hubs and are export ready.

**Responsible Parties: Senior Technical Director-Africa**

**Timeframe: Throughout Y2**

## INVESTMENT



Balancing reliable private sector-driven solutions with USAID regulations takes time. The private sector moves quickly and views U.S. government procurement guidelines as slower than the speed of business.

**Means to mitigate:** The USAID Africa Trade and Investment program will continue building its partnership network and streamlining its partnership approach to avoid missing any opportunities.

**Responsible Parties: Senior Technical Director-US**

**Timeframe: Throughout Y2**

# CHALLENGES AND OPERATIONAL IMPROVEMENTS (cont.)

## IMPROVED BUSINESS ENVIRONMENT



The global food security crisis resulting from Russia's war on Ukraine has affected the supply of wheat and fertilizer. African countries are bearing the brunt of these shortages.

**Means to Mitigate:** The USAID Africa Trade and Investment program developed the Zambia TradeBoost Strategic Framework. This framework addresses food shortages by designing and operationalizing a Fertilizer Fund to enhance farmers' access to fertilizers for agricultural productivity.

**Responsible Parties: Technical Lead/ Zambia Activity Team**

**Timeframe: Y2 Q1-Q2**

## PROGRAMMATIC SUPPORT



The USAID Africa Trade and Investment program has been growing at a very fast pace, with new buy-ins and subcontracts coming online. As such, the program requires faster turn-around times on procurement and other processes.

**Means to Mitigate:** Moving forward, the program will streamline its processes.

In addition, the program needs to be able to communicate the status of each buy-in consistently. The program has developed a user-friendly communications dashboard to make up-to-date buy-in information easily accessible.

**Responsible Parties: CFO and Partnership Director**

**Timeframe: Y2 Q1-Q2**

Submission Date: October 31, 2022  
Contract Number: 7200AA21C00056  
Activity Start and End Date: 09/25/2021 09/24/2026  
Contracting Officer's Representative: Patterson Brown

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# — ANNEX I: BUY-IN PROGRESS SNAPSHOT



**PROSPER AFRICA**  
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# USAID BUY-INS: Progress Tracker

USAID OPERATING UNIT	BUY IN SUMMARY	BUY IN STATUS	BUY IN CEILING
USAID/KENYA EAST AFRICA REGIONAL	Trade and Investment	Implementation Ongoing	\$35 million
USAID/SOUTHERN AFRICA REGIONAL	Trade	Implementation Ongoing	\$25 million
USAID/ZAMBIA	Trade and Investment	Implementation Ongoing	\$30 million
USAID/NIGER	Investment	Implementation Ongoing	\$0.6 million
USAID/MALAWI	Trade and Investment	In Design/On Track	\$1.325 million
USAID/MOROCCO	Trade and Investment	In Design/On Track	\$0.5 million
USAID/LIBYA	Trade and Investment	On Hold	\$0.5 million
AFR/HEALTH	Trade and Investment and Enabling Environment	Implementation Ongoing	\$0.175 million
DD/GENDEV	Trade and Investment	Implementation Ongoing	\$3 million
DDI/ITR	Investment	Implementation Ongoing	\$0.5 million
AFR/WASH	Trade and Investment	Implementation Ongoing	\$0.5 million
GLOBAL HEALTH/CII	Investment	Implementation Ongoing	\$0.176 million
USAID/DRC/MINING	Trade and Investment	In Design/On Track	\$0.9 million
USAID/LIBERIA	Trade and Investment	In Design/On Track	\$20 million
USAID/POWER AFRICA	Trade and Investment	Implementation Ongoing	\$0.5 million
USAID/CWA	Trade and Investment	In Design/On Track	\$2.25 million
AFR/EGEA	Investment and Enabling Environment	Implementation Ongoing	Under Discussion

● On Hold

● In Design / On Track

● Implementation Ongoing

# USAID/KENYA EAST AFRICA:

## Progress Snapshot

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### BUY IN SUMMARY

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The USAID/KEA buy-in engages the private sector to co-create and co-invest in activities that increase trade and investment within East Africa, across the continent, and with the United States. The priorities include value addition and processing, market linkages, job creation (particularly for women and youth), and access to markets and capital.

### STATUS

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Implementation ongoing

### OVERVIEW

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USAID/KEA's overarching priority is to increase trade and investment within the region, across the continent, and with the United States, resulting in significant growth in exports, sales, employment, and investment.

Key priority sectors and areas of support include:

1. Expanding exports, local processing, and financing of East African agricultural commodities linked to U.S. buyers and markets;
2. Expanding the value-added processing and manufacturing of East African products and expanding access to related technologies, especially those benefitting small-scale farmers and cooperatives; and
3. Improving resilient agriculture by increasing the availability of agricultural inputs, including seeds and fertilizer.

# USAID/KENYA EAST AFRICA (cont.): Progress Snapshot

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## FUNDING

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- Ceiling: \$35,000,000
- Sub-obligation: \$12,753,306

## HIGHLIGHTS AND KEY PERFORMANCE

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- Held six TECs for the USAID/KEA APS Addendum, advanced 34 concepts to co-design, and secured USAID approval to award nine grants, with three grant agreements awarded.
- Successfully completed a scoping assessment on opportunities for AGOA support in Djibouti to drive Djibouti-U.S. trade.
- Completed support to the Government of Kenya (GoK) as it implements its new tourism strategy, which is designed to help the country bounce back from the downturn it experienced during the COVID-19 pandemic. The assignment was successfully completed with all deliverables approved and accepted by GoK and counterparts.
- Hosted country-focused webinars and outreach visits to showcase grant opportunities and explore avenues for partnership with businesses in Burundi, Uganda, Rwanda, and Tanzania.

# USAID SOUTHERN AFRICA:

## Progress Snapshot

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### BUY IN SUMMARY

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The Southern Africa Trade Market Systems Activity will focus on increasing exports from targeted countries in the region to South Africa and boosting the sustainable use of AGOA opportunities in the agriculture and agribusiness sector. The aim is to deepen the market systems approach initiated under the USAID Southern Africa Trade and Investment Hub. As such, the Activity will address the incentives, behaviors, and relationships that undermine the region's trade competitiveness in three market systems.

### STATUS

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- The program is finalizing a subcontract with Genesis Analysis, which will implement the Southern Africa buy-in.
- Drafted the first RFTOP for Genesis Analytics and submitted a task order consent request to USAID for concurrence.
- Issued the USAID/Southern Africa Regional Economic Growth Office (REGO) Market Systems Activity APS Addendum (closing date of February 28, 2023). The program will host a kick-off meeting with Genesis and USAID.

### OVERVIEW

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USAID/SA seeks to establish a large, multi-year partnership mechanism that will allow the private sector to co-create and co-invest in development activities that will significantly increase trade from Southern African countries to South Africa as well as trade between the United States and Southern Africa. Specifically, the buy-in will focus on increasing exports from targeted Southern African countries to South Africa and boosting sustainable use of AGOA opportunities by targeted Southern African countries. The buy-in will do this by increasing the effectiveness of emerging in-country trade promotion service providers and business membership organizations now well underway with USAID Trade Hub support. This will be achieved with tailored in-country support, enabling various entities to implement private sector-driven economic development activities on behalf of USAID.

# USAID SOUTHERN AFRICA (contd.): Progress Snapshot

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## FUNDING

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- Ceiling: \$25,000,000
- Sub-obligation: \$8,900,000

## HIGHLIGHTS AND KEY PERFORMANCE

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- Received USAID approval for the Southern Africa buy-in scope of work (BISOW).
- Completed the environmental assessment and received approval.
- Received USAID approval for Country Implementation Plans.
- Issued the USAID/SA REGO Market Systems Activity APS Addendum.
- Contracted Genesis Analytics to handle the Southern Africa buy-in from October 2022.

# USAID ZAMBIA: Progress Snapshot

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## BUY IN SUMMARY

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In advance of the USAID Administrator's trip to Zambia in June, the USAID Africa Trade and Investment program and USAID/Zambia focused on community resilience/livelihoods related to ecotourism, grain export deals, and the macadamia nut industry.

## STATUS

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- Ceiling: \$30,000,000
- Sub-obligation: \$2,700,000

## OVERVIEW

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TradeBoost Zambia will promote job creation, increase incomes, and boost the participation of women and youth in Zambia's economic development. In doing so, TradeBoost Zambia aims to decrease rural poverty through green growth. It will co-invest with private-sector partners to increase gender-equitable trade and investment for Zambian enterprises domestically, regionally, and internationally, with a focus on trade and investment to and from the United States.

To leverage existing enterprise support by USAID/Zambia, the Activity will engage other Zambia-based mechanisms to support market information and development, technical assistance and trade deal facilitation, investment landscape assessment, and access to finance, depending on identified needs.

# USAID/ZAMBIA (cont.): Progress Snapshot



## FUNDING

- Ceiling: \$30,000,000
- Sub-obligation: \$2,700,000

## HIGHLIGHTS AND KEY PERFORMANCE

- Signed the grant agreement with the Grain Dealer NewGrowCo Ltd for \$20,010. The grants team will arrange a meeting to take NewGrowCo Ltd through the grant implementation process.
- NewGrowCo Zambia Limited will benefit from the credit guarantee facility with the Africa Trade Platform (valued at \$750,000), as will other grain traders such as Zdenakie Ltd (valued at \$500,000). This platform will provide finance directly to purchase grain from farmers and aggregate and export 17,500 metric tons of maize and soybeans valued at \$8.5 million to Kenya and Rwanda. The program is tracking the deal from source to destination.
- The partnership between the African Fertilizer and Agribusiness Partnership (AFAP) and International Raw Materials, a U.S. fertilizer firm based in Philadelphia, backed by the program's \$1 million credit guarantee Fertilizer Fund has leveraged a \$5 million worth of fertilizer (5,000 metric tons) trade facility. Four AFAP-vetted wholesale hub agro-dealers will (in a month's time) receive 5,000 metric tons of ammonium sulphate fertilizer, which they will blend and offer on credit to 30 AFAP-vetted retail agro-dealers to sell to 10,000 farmers. The program will also provide AFAP with a \$500,000 grant to support agro-dealer training and enable last-mile distribution to agro-dealers who can get the fertilizer to farmers.

The grain and fertilizer deals have successfully passed the Credit Risk Assessments and Environmental Screening. The draft partnership and credit guarantees with ATP and Atlas Mara Bank are being concluded. The disbursement of AFAP and NewGowCo grants is imminent.



# USAID/NIGER: Progress Snapshot



## BUY IN SUMMARY

Poor harvests and food insecurity combined with chronic poverty, climate shocks, and corruption have driven vulnerable communities across Niger into frequent crises. The USAID/Niger buy-in with the USAID Africa Trade and Investment program is facilitating the Government of Niger's access to international capital by improving the country's credit rating process. A second credit rating from an international credit rating agency will allow the Government of Niger to issue bonds on the European market and raise much-needed capital.

## STATUS

Following a competitive bidding process, a joint Global Sovereign Advisory (GSA) and CrossBoundary bid was approved and contracted at the end of September 2022. Depending on which of the three world's most significant rating agencies (Moody, S&P, or Fitch) methodologies will be deployed, the program expects the credit rating report to be completed in both in English and French by April 2024 at the latest.

## OVERVIEW

In emerging and developing markets, a lack of dependable, publicly-accessible information at the macro and transaction level can skew credit ratings, making them more a reflection of the international perception of high economic or political risk than true market reality. This context is particularly salient for Niger, which has high population growth rates and experiences recurrent climate shocks. Instability in neighboring Mali and northern Nigeria further complicates Niger's efforts to grow its economy, strengthen governance, and address human rights issues.

Following Niger's first peaceful democratic transition of power, the new administration (President Bazoum) requested USAID assistance with the country's sovereign credit rating.

# USAID/NIGER (cont.): Progress Snapshot



## FUNDING

- Ceiling: \$600,000
- Sub-obligation: \$600,000

## HIGHLIGHTS AND KEY PERFORMANCE

- Received BISOW and COR technical approval.
- Received environmental compliance approval for credit rating work (deemed low risk).
- Received three sub-contractor bids, from GSA and CrossBoundary; Lionshead Global Partners; and Southbridge Holdings.
- Selected the GSA and CrossBoundary bid. The Government of Niger was very pleased with the GSA/CrossBoundary bid.

# USAID/MALAWI: Progress Snapshot



## BUY IN SUMMARY

The USAID Malawi buy-in seeks to:

- Provide strategic advice, capacity building, and facilitation support to mobilize private sector investment in cross-sector solutions.
- Facilitate private sector-led partnerships and engagement that create long-term shared value.
- Assess, test, and facilitate innovative access to finance models, including blended finance, climate finance, payment for results, and payment for environmental services.
- Share lessons learned on effective PSE and finance for replication and scaling.

## STATUS

- BISOW approved.

## OVERVIEW

To support USAID/Malawi in facilitating efforts that effectively respond to the current economic challenges, the USAID Africa Trade and Investment program will work to:

- Achieve Mission Country Development and Cooperation Strategy goals for investment (specifically including climate focused structures), PSE, and trade, as well as link bilateral and regional goals and programming.
- Provide expertise and identify and support high-priority companies.
- Advise the government and Mission on enabling policies.
- Carry out short assessments and capacity building for companies and Mission staff.
- Generate key recommendations on and steps for developing an effective investment and trade platform.

# USAID/MALAWI (contd.): Progress Snapshot

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## FUNDING

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- Ceiling: \$1,325,000: \$1,000,000 (Feed the Future funding), \$325,000 (DDI/Private Sector Engagement Hub, climate finance)
- Catalytic Finance: \$5,000,000 (in progress)

## HIGHLIGHTS AND KEY PERFORMANCE

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- Received BISOW and COR technical approval.
- Received environmental compliance approval and deemed as low risk.
- Began recruiting a Climate Finance Specialist and Trade and Investment Advisor.
- Discussing the APS for the Catalytic Funding activity with the Mission.

# USAID/MOROCCO: Progress Snapshot



## BUY IN SUMMARY

USAID/Morocco intends to use the USAID Africa Trade and Investment program to advance its climate finance program. The Mission has also expressed interest in a regional program that supports incubators and facilitates investment across the region and the program's deal concierge services.

## STATUS

The Morocco buy-in is currently on hold as USAID/Morocco launches its climate change procurement in Year 2. Upon issuance, USAID/Morocco is expected to seek program support for its larger procurement through provision of climate finance support. This can include supporting a particular climate finance focused-transaction, for example.

## OVERVIEW

In July 2022, the program had productive meetings with USAID/Morocco and the Embassy Economic Growth Office to discuss the program and Embassy Deal Team support as well as Morocco's buy-in. As noted above, the Mission is particularly keen on using the program to advance climate finance programming in support of a larger climate change program currently under development and in line with the new agency-wide climate strategy. The program intends to follow up with the Mission on a quarterly basis to identify when it would be best to launch climate finance programming that would use its current \$500,000 buy-in to target local marginalized communities.

## FUNDING

- Ceiling: \$500,000
- Sub-obligation: \$500,000

# USAID/LIBYA: Progress Snapshot

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## BUY IN SUMMARY

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The USAID Africa Trade and Investment program continued to engage USAID/Libya in Q4Y1. The Mission advised the program to finalize its buy-in design after the Mission launches its new economic growth project.

## STATUS

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The Libya buy-in is on hold until USAID/Libya launches its economic growth procurement in Year 2.

## OVERVIEW

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The USAID Africa Trade and Investment program connected with USAID/Libya while in North Africa in July 2022 and participated in a teleconference with the Mission and USAID leadership for the Strategy for Preventing Conflict and Promoting Stability (the Global Fragility Act). The program agreed to reconnect with the Mission once it has launched its economic growth project in the southern region of the country to identify how the program could support the Mission's economic growth project using its \$500,000 buy-in.

## FUNDING

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- Ceiling: \$500,000
- Sub-obligation: \$500,000

# USAID/MER: Progress Snapshot

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## BUY IN SUMMARY

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The USAID/MER buy-in is focused on developing the Africa Trade and Investment program's presence in North Africa, through the development of an office in Rabat, Morocco. The program also began working alongside USAID/MER because it has an allocated technical assistance pool to identify and program strategic regional investment and trade programming per its objectives.

## STATUS

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- Establishing an office (set to launch in December) and mobilizing the North Africa Regional Manager (by November 2022).
- Identifying strategic programming efforts in line with developed MER regional framework in YI.

## OVERVIEW

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Working closely with USAID/MER as well as the new Prosper Africa representative in North Africa, Dave Cohen, based out of Rabat, Morocco, the USAID Africa Trade and Investment program will identify specific support roles for transactions that demonstrate or provide clear linkages to intra-continental investment and trade opportunities, per the North Africa regional strategy and framework developed in Year I.

# USAID/MER (contd.): Progress Snapshot



## FUNDING

- Ceiling: \$4,000,000
- Sub-obligation: \$4,000,000

## HIGHLIGHTS AND KEY PERFORMANCE

- Held a North Africa Regional Workshop in February 2022 in Frankfurt, Germany. The workshop gave USAID participants an overview of the program's continental structure, processes, and services and guidance on using these services to advance their priorities. The workshop also offered space to share challenges and opportunities to progress the program's activity design and begin co-designing the North Africa Trade and Investment Office.
- Developed a Middle-East Regional (MER) framework outlining a structure for that will inform USAID/MER's activities under the Africa Trade and Investment program in the North Africa region (Egypt, Libya, Morocco, Tunisia) to support the program and the broader Prosper Africa objectives. The framework includes macro-economic context, key themes, donor projects, and investment trends and opportunities.
- Established a small- and medium-sized enterprise (SME) investment platform to support a network of incubators and investment opportunities that can be implemented at the regional level.
- In support of USAID/Egypt, developed chapters for "From Glasgow to Sharm El-Sheikh: A Guidebook for Just Financing," including content on carbon finance, climate finance, and green investment.
- Hired a North Africa Regional Manager as well as identified an office location at a co-working space less than three kilometers from the U.S. Embassy with flexibility to grow as needed.



# AFR/HEALTH: Progress Snapshot

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## BUY IN SUMMARY

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The USAID Bureau for Africa's Health Team (AFR/Health) is interested in understanding how AfCFTA can be harnessed to improve health outcomes. USAID AFR/Health and the USAID Africa Trade and Investment program will solicit the right partner to research AfCFTA's potential to improve health systems across sub-Saharan Africa. The final deliverables will inform policy, advocacy, and programmatic decisions for governments, donors, including USAID, and private sector stakeholders.

## STATUS

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- Buy-in scope of work approved in August of Q4Y1.
- Request for Proposals for the AfCFTA for Health Outcomes Activity released in September of Q4Y1. The procurement will be finalized in Q1Y2.

## OVERVIEW

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Through the RFP, the USAID Africa Trade and Investment program will onboard a partner to conduct relevant research and analyses resulting in actionable recommendations and next steps to inform health-related policy, advocacy, and programmatic decisions for governments, donors, including USAID, and private sector stakeholders. The research and recommendations will focus on understanding the potential opportunities to harness the AfCFTA to improve health outcomes in sub-Saharan Africa.

# USAID AFR/HEALTH (cont.): Progress Snapshot

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## FUNDING

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- Ceiling: \$175,000
- Sub-obligation: \$175,000

## HIGHLIGHTS AND KEY PERFORMANCE

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- Released the RFP for the AfCFTA for Health Outcomes Activity in September of Q4Y1. The procurement will be finalized in Q1Y2.

# USAID/AFR/GENDEV: Progress Snapshot



## BUY IN SUMMARY

The USAID Africa Trade and Investment program's efforts to advance gender equality and women's economic empowerment will build on proven models used on trade and investment programs in North Africa and sub-Saharan Africa. The program will work with the USAID Bureau for Development, Democracy, and Innovation (USAID/DDI) and gender equality and women's economic empowerment experts to use existing market and gender analyses, conduct additional research, and design and implement trade and investment interventions that effectively increase gender equality across the program's activities.

## STATUS

- Buy-in scope of work approved in July of Q4Y1.
- Request for proposals for Trade and Investment Gender Equality and Women's Economic Empowerment (GEWEE) Services released in July of Q4Y1. The procurement will be finalized in Q1Y2.
- GEWEE Advisor consultant onboarded in July of Q4Y1.

## OVERVIEW

The GEWEE Advisor has been contributing to the Women's Economic Empowerment Action Plan (WEEAP) and providing input into the USAID Africa Trade and Investment program's service offerings and initial programming as they pertain to gender, equality, and social inclusion. This includes technical input into the creation of gender tools (e.g., risk assessment screening tool, gender scorecard, etc.), project-wide templates (e.g., buy-in scope of work template language), grants and subcontracts solicitation(s) processes, private sector engagement and network development, and continental/buy-in service offering(s).

# USAID/AFR/GENDEV (cont.): Progress Snapshot



## FUNDING

- Ceiling: \$3,000,000
- Sub-obligation: \$3,000,000

## HIGHLIGHTS AND KEY PERFORMANCE

- Request for proposals for Trade and Investment Gender Equality and Women's Economic Empowerment Services released in July of Q4Y1. The procurement will be finalized in Q1Y2.
- Updates to the WEEAP plan in progress for the programs in the Year 2 Workplan.
- Integrating GEWEE into the program's buy-in processes through the development of tools and review systems. For example, buy-in scopes of work are undergoing a gender review in addition to environmental reviews.

# USAID/POWER AFRICA: Progress Snapshot



## BUY IN SUMMARY

Power Africa's buy-in to the USAID Africa Trade and Investment program will bolster trade and investment to, from, and within the African continent. Activities will support the Power Africa Coordinator's Office and Power Africa interagency partners to provide expanded services to U.S. and African firms, link U.S. and African companies around specific business and project opportunities in key markets, and improve clean energy trade between the United States and Africa. Power Africa's interagency partners have designed and implemented unique services that will be at the core of the U.S.-Africa Clean Tech Energy Network (CTEN) effort. This activity will provide ancillary services and coordination services.

## STATUS

- Buy-in scope of work approved in September of Q4Y1.
- Request for proposals for CTEN to be released in Q1Y2.

## OVERVIEW

The U.S.-Africa Clean Tech Energy Network will deepen engagement between U.S. clean tech energy companies with competitive technologies and services and African companies, business associations, buyers, partners, and government stakeholders. To canvas African markets for viable clean tech energy opportunities, and to incubate opportunities ripe for U.S. clean tech investment, the CTEN will coalesce interagency business promotion programs and services and target specific energy sub-sectors in sub-Saharan Africa's markets in which U.S. companies are or have the potential to be competitive. The CTEN will result in new business partnerships and increased clean energy trade between the U.S. and Africa to support Power Africa's megawatt and connection goals.

# USAID/POWER AFRICA (cont.): Progress Snapshot

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## FUNDING

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- Ceiling: \$500,000
- Sub-obligation: \$500,000

## HIGHLIGHTS AND KEY PERFORMANCE

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The CTEN RFP to be released and finalized in Q1Y2.

# USAID/AFR/EGEA: Progress Snapshot



## BUY IN SUMMARY

The AFR/Economic Growth, Environment, and Agriculture Division (EGEA) buy-in will support research that deepens our understanding of USAID agricultural, food security, and resilience programs' ability to access equitable climate finance. The buy-in will also unlock opportunities for these programs to scale up their contributions to the USAID Climate Strategy's targets, which include reducing greenhouse gas emissions by six billion metric tons, mobilizing \$150 billion of climate finance, and improving the climate resilience of 500 million people, while also advancing inclusive and sustainable agriculture-led growth and resilience.

## STATUS

- Buy-in scope of work approved in July of Q4Y1.
- Request for proposals for Climate Finance for Low-Emissions Agriculture in sub-Saharan Africa released in August of Q4Y1. The procurement will be finalized in Q1Y2.

## OVERVIEW

Through a partner, the USAID Africa Trade and Investment program will conduct a landscape analysis and an assessment of programmatic options to guide the design and implementation of USAID agriculture, food security, and resilience programs working to promote access to sustainable and inclusive climate finance. This analysis will include a focus on the potential of carbon markets and social inclusion approaches, such as those that enhance gender equality and promote youth engagement. The research will also consolidate existing tools and user-friendly resources that support gender equitable and socially inclusive program design and implementation, as well as the scaling of climate finance-related activities, including tools for carbon monitoring and verification and resources that promote social inclusion in carbon markets.

# USAID/AFR/EGEA (contd.): Progress Snapshot

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## FUNDING

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Ceiling: \$350,000 - \$500,000

## HIGHLIGHTS AND KEY PERFORMANCE

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Request for proposals for Climate Finance for Low-Emissions Agriculture in sub-Saharan Africa released in August of Q4Y1. The procurement will be finalized in Q1Y2.



# USAID/DDI/ITR: Progress Snapshot



## BUY IN SUMMARY

The USAID Africa Trade and Investment program is working with USAID's ITR Hub, the USAID Africa Bureau, and USAID/DRC to advance an open, interoperable, reliable, and secure Internet and vibrant digital economy. This buy-in entails technical assistance to pilot and scale innovations addressing energy and telecommunication sector needs, build the telecommunications workforce, and spur private sector investment. The activity will also identify investment opportunities resulting from improved electric power and the Open Radio Access Network.

## STATUS

- Ongoing (finalizing with the grantee , Viasat).
- Five firms responded to the APS Addendum. Only two service providers were shortlisted, and the program decided to procure Viasat, which submitted a full proposal currently under review. Next, the USAID Africa Trade and Investment program will assess Viasat's capacity and finalize the procurement process.

## OVERVIEW

Under this buy-in, the USAID Africa Trade and Investment program will work with USAID/ITR to support USAID/DRC to advance an open, interoperable, reliable, and secure Internet and vibrant digital economy by providing technical assistance to pilot and scale innovations that address energy and telecommunication sector needs, build the telecommunications workforce, and catalyze private sector investment and support for these two sectors in the DRC.

# USAID/DDI/ITR (cont.): Progress Snapshot



## FUNDING

- Ceiling: \$500,000
- Sub-obligation: \$500,000

## HIGHLIGHTS AND KEY PERFORMANCE

- Advertised an APS Addendum to service providers in the DRC.
- Received five concept notes (from Sillon Blue Technologies, Vodacom Congo (RDC) SA, Digiwell, Viasat, and Endeleya Corporation).
- Selected Viasat and released an RFA for a full proposal (under review).

Currently, the USAID Africa Trade and Investment program is in the process of awarding a grant of \$425,000 to Viasat. Once finalized, the program will conduct a capacity assessment entailing a physical visit by a grant's representative, environmental specialist, and a technical representative, all from DAI, to the company. This visit will take place as soon as the full application and pre-award documents have been reviewed.

# USAID/DRC MINING: Progress Snapshot



## BUY IN SUMMARY

The USAID AFR/Office of Sustainable Development (SD) and USAID/DRC seek to enhance the country's trade and investment environment while increasing trade based on good governance in the mining sector in the DRC that delivers mutual benefits to the United States and the DRC. The objectives of this support include:

- Positioning the U.S. government as a leader in sustainable mining and good governance.
- Identifying deals support services through trade or investment service providers.
- Identifying potential partnerships with U.S. firms that would support African companies' efforts to better integrate into global value chains and improve business practices, with a focus on worker safety and environmental safeguards.
- Identifying and prioritizing key enabling environment issues that could be addressed with USG support feasibly and effectively within the prescribed period of performance.

## STATUS

- BISOV has been approved by the USAID Mission and is with the environmental team for assessment; thereafter, it will be shared with the COR for approval.
- Awaiting funds transfer of \$700,000.
- Current documents being drafted: MOU for Tesla, APS Addendum on Africa Trade and Investment Program Partnerships in DRC Mining and for Ukraine Supplemental Funding, and a one-page progress report.
- The USAID Africa Trade and Investment program interviewed four candidates for the role of a long-term, DRC-based consultant. The interviews will continue on rolling basis until a suitable consultant is identified.

## OVERVIEW

The opportunity to support the Build Back Better World Agenda and Administration efforts around electric vehicles under the USAID Africa Trade and Investment program is multi-faceted and provides a rich opportunity to support the DRC's economic growth and boost exports to the United States. The Africa Trade and Investment program can tailor its support as needed in order to meet AFR/SD, Prosper Africa, USAID/DRC, and other USAID Mission objectives.

# USAID/DRC MINING (cont.): Progress Snapshot



## FUNDING

- Ceiling: \$900,000.00
- Sub-obligation: \$900,000 (\$200,000 from USAID/AFR/SD and \$700,000 from USAID/DRC (CCIF-related funded; from DDI)

## HIGHLIGHTS AND KEY PERFORMANCE

- Received Mission approval for BISOW.
- Held a meeting with USAID on August 22, 2022, where McKinsey presented on cobalt beneficiation in the DRC.
- Held a meeting on August 30, 2022, with USAID/DRC and the U.S. Embassy to introduce the Okapi wireless firm, which sells mobile phones, electronics accessories, and solar panels in the DRC. Okapi is interested in expanding its operations, including potentially building a factory in the DRC, using grants, co-financing, or investment facilitation.
- On August 31, 2022, met the Fair Cobalt Alliance and USAID/DRC to discuss opportunities to collaborate.
- Began efforts to collaborate with Tesla, Inc. as a buyer of cobalt from artisanal miners in the DRC to better integrate the cobalt sector into global critical minerals value chains, improve their business practices with a focus on worker safety and environmental safeguards, and develop a scheme that would assure the practices of artisanal miners and the traceability of artisanal products.

# USAID/AFR/WASH: Progress Snapshot



## BUY IN SUMMARY

USAID/AFR/Water, Sanitation, and Hygiene (WASH) is seeking to improve the financing environment for the WASH sector in sub-Saharan Africa through support to regional institutions, primarily the African Water Facility (AWF), a special fund established in 2004 and hosted and managed by the African Development Bank at the request of the African Ministers' Council on Water. The Africa Bureau is exploring areas of collaboration, including supporting project preparation and strengthening the enabling environment for investment and catalytic investment. The USAID Africa Trade and Investment program is working with USAID to advance the design of the buy-in scope of work and activities.

## STATUS

- Buy-in scope of work under development and to be submitted for COR approval in Q1Y2.

## OVERVIEW

To support USAID/AFR/WASH through the proposed new partnership between the AWF and the USAID, the USAID Africa Trade and Investment program will design and implement a flexible technical assistance program that will help AWF mobilize investment, while also strengthening the capacity of the AWF. This support would be in addition to USAID's planned direct grant/contribution to the AWF, which is currently under preparation. This support will complement the AWF grant by providing additional specialized technical expertise to the AWF for implementation of its work program. This will happen through two phases—the first to co-design a scope for the AWF support and the second supporting the AWF to mobilize investment.

# USAID/AFR/WASH (cont.): Progress Snapshot



## FUNDING

- Ceiling: \$500,000
- Sub-obligation: \$500,000

## HIGHLIGHTS AND KEY PERFORMANCE

- Preparing the BISOW for submission to the USAID COR for approval in Q1Y2 after environmental and gender reviews.
- Supporting an updated organizational capacity review (OCR) of the African Development Bank (AfDB) through the Objective 4 Prosper Africa workstream. This updated OCR, led by an independent consultant under the program, will support this buy-in since the AWF is part of the AfDB.

# USAID/GLOBAL HEALTH/CII: Progress Snapshot



## BUY IN SUMMARY

The USAID/Center for Innovation and Impact (CII) is looking to engage the private sector and employ new financing mechanisms and partnership structures to support local innovations and markets and achieve greater uptake of health services and goods. The need is clear—while Africa faces a massive gap between its health ambitions and current levels of financing, health in Africa receives only a tiny fraction of impact-oriented investment. USAID/CII seeks to work with the program to catalyze health innovation, address the finance gap challenge, and further private sector engagement.

## STATUS

- Buy-in scope of work approved in July of Q4Y1.
- Request for applications for the Health Focused Fund Activity and Regional Vaccine Manufacturing activities released in July and August of Q4Y1. Both grants will be finalized in Q1Y2.

## OVERVIEW

The USAID/CII buy-in will work across four workstreams to achieve its goals:

1. **Health Fund:** A health-focused fund leveraging private, return-seeking capital to achieve public health goals with a “capital stack approach.”
2. **Support a revolving fund serving faith-based hospitals with catalytic grant, likely in Tanzania:** A revolving fund providing working capital loans to 12-15 faith-based hospitals in-country.
3. **Scaling PSE through Mission collaboration:** By working directly with an Africa-based Mission to identify and scope a high-priority health challenge, USAID/CII will engage and support a non-traditional, private sector partner to scale.
4. **Support regional vaccine manufacturing:** In collaboration with Africa CDC’s Partnerships for African Vaccine Manufacturing, Gavi, UNICEF, and the Bill & Melinda Gates Foundation, USAID/CII will support a strategic planning analysis for regional vaccine manufacturing.

# USAID/GLOBAL HEALTH/CII (cont.): Progress Snapshot

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## FUNDING

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- Ceiling: \$176,471
- Sub-obligation: \$176,471

## HIGHLIGHTS AND KEY PERFORMANCE

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- Request for applications for the Health Focused Fund Activity and Regional Vaccine Manufacturing activities released in July and August of Q4Y1. Both grants will be finalized in Q1Y2.
- Initiated the Scaling Private Sector Engagement Through Mission Collaboration workstream in September of Q4Y1. Work will advance in Q1Y2.



# USAID/CWA: Progress Snapshot



## BUY IN SUMMARY

- The USAID Africa Trade and Investment program will support USAID/WA in bolstering sustainable livelihoods by designing and conducting a landscape assessment, through an RFI to:
- Identify the intersection of sustainable livelihoods, countering violent extremism (CVE) measures, and trade and investment opportunities focused on supporting economic resilience in marginalized communities.
- Prioritize a set of recommendations on the most impactful programming targeting vulnerable populations.
- Identify the drivers of conflict and violent extremism, as well as economic opportunities that can be harnessed in an integrated approach, including local buy-in/people-centred, holistic, building on strengths rather than need, facilitating macro-micro linkages and, of course, enhancing economic resilience for sustainability and stability.

## STATUS

- BISOW and RFI approved by the Mission.
- Mission funds have been cleared for transfer to the Africa Trade and Investment Platform in early October.

## OVERVIEW

USAID/West Africa is currently seeking to enhance community resilience to violent extremism by improving social cohesion and promoting governance that delivers services to and improves livelihoods for populations in Ghana, Benin, Togo, Côte d'Ivoire, and Guinea. The sub-objectives underlying this overarching objective include:

- Improve access to livelihoods and economic opportunities (resource competition).
- Focus on competition over limited natural and economic resources, which is worsened by climate change and increases tensions, including between farmers and herders.
- Improve access to livelihoods and economic opportunity (lack of income-generating activities)
- Focus on unemployment and lack of livelihood opportunities, particularly for youth and women, that increases vulnerability to engaging in illicit economic activities.

# USAID/CWA (cont.): Progress Snapshot

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## FUNDING

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- Ceiling: \$2,250 million
- Sub-obligation: \$2 million towards SMEs investment from the existing West Africa hub

## HIGHLIGHTS AND KEY PERFORMANCE

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- Received Mission approval for BISOWs for both activities
- RFI to be published after final review by the Mission
- Mission intends to take over and engage hub companies for co-investment

# USAID/LIBERIA: Progress Snapshot



## BUY IN SUMMARY

The Buy in will kick off with **The Agribusiness Incubator and Development Activity:**

- The Incubator builds on the co-investment model of past USAID/Liberia agriculture activities but shifts the focus to a broader range of crops, expands the geographic zone of influence, and provides new resources for business incubation and entrepreneurship.

**The Climate Financing Facility Activity:**

- USAID/Liberia is currently inviting concepts covering the climate protection and conservation sector to support climate change mitigation and adaptation actions that can alleviate Liberia's vulnerability to climate induced disasters and risks. This facility will provide both financing avenues and technical support.

## STATUS

- BISOW for the Agribusiness Incubator and Development Activity approved.
- APS and RFI launched.
- Climate Financing Activity: BISOW in progress for approval.

## OVERVIEW

USAID/Liberia is seeking transformational investment that supports the growth of agribusinesses and entrepreneurs who bring new ideas and technology to Liberia's small but promising agribusiness sector. Additional funding could support investments or technical assistance in climate adaptation and mitigation activities, including:

- Exploring new approaches to driving investment.
- Setting up an agribusiness incubator.
- Supporting the Government of Liberia in exploring and preparing for climate financing opportunities.

# USAID/LIBERIA (cont.): Progress Snapshot

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## FUNDING

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- Ceiling: \$21.4 million
- Sub-obligation: \$5,572,210

## HIGHLIGHTS AND KEY PERFORMANCE

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- Received approval for BISOWs for both activities.
- Received six applications in response to the Incubator RFI.
- Set a deadline for APS submissions for sub-grants of February 28, 2023.
- Received Mission approval for the Climate Finance BISOW; awaiting Environmental Assessment and COR approval.
- Received Mission approval for the Climate Finance APS.

# USAID/SAHEL REGIONAL: Progress Snapshot



## BUY IN SUMMARY

The USAID Africa Trade and Investment program will support the USAID/Sahel Regional Office (SRO) to design and administer activities that help it achieve its objectives in Burkina Faso, Chad, and Mauritania.

- Begin with a subcontract for an investment landscape assessment analysis that will identify intervention priorities and provide a pipeline of quick-win partnership grants with the private sector in the three countries. This will lay the foundation and clarify the landscape, stakeholders, potential partners, and development needs.
- Set up an activity to develop an investment funding mechanism that will boost micro-, small, and, medium enterprises (MSMEs), uplift livelihoods, and improve food security.

## STATUS

- Current budget amount for activity is \$5,150,000.
- Ceiling increased to \$10,000,000. BISOV approved.
- RFTOP subcontract for Investment Landscape Assessment in progress.

## OVERVIEW

USAID/SRO seeks to promote and build socio-economic resilience, inclusive economic growth, peace and stability, and stronger sustainable livelihoods among vulnerable populations in Burkina Faso, Chad, and Mauritania. The USAID Africa Trade and Investment program will develop activities that align with Continental APS objectives related to:

- Increased trade and export of key agricultural products to key markets in Africa at risk due to the Russia-Ukraine war and improved access to key value chain crops critical to nutrition and food security.
- Increased/faster access to essential inputs for farmers and businesses, increased investment in Africa's resilience, and new solutions created or scaled to address barriers tied to increased resilience.

# USAID/SAHEL REGIONAL (cont.):

## Progress Snapshot

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### FUNDING

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- Ceiling: \$15,000,000
- Sub-obligation: \$5,000,000

### HIGHLIGHTS AND KEY PERFORMANCE

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- BISOW approved and submitted to COR for approval.
- Ceiling increased to \$10,000,000 with Ukraine Supplemental Funding.

# — ANNEX II: THE AFRICA TRADE AND INVESTMENT PROGRAM IN YEAR 2

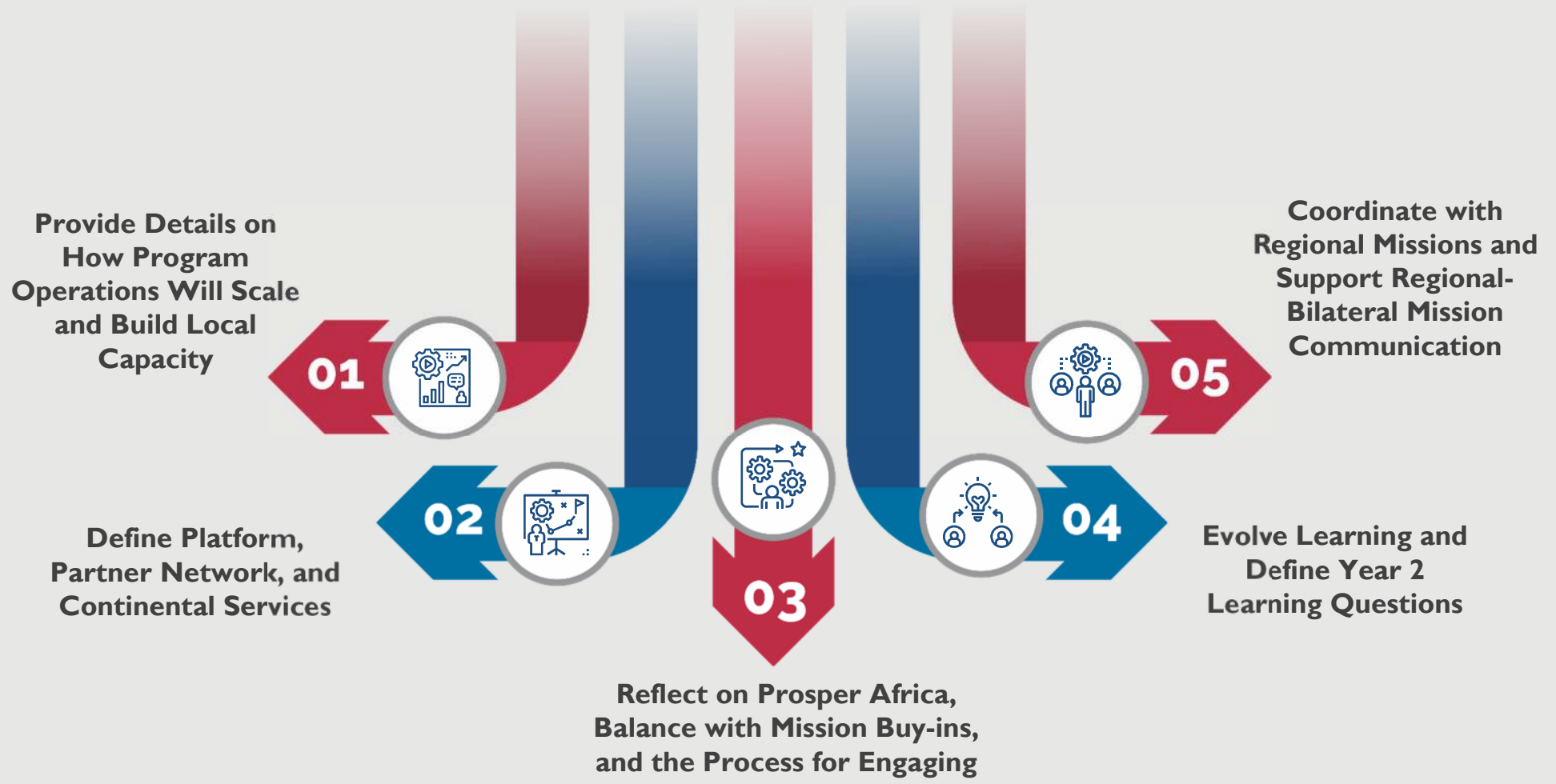


**PROSPER AFRICA**

A U.S. TRADE AND INVESTMENT INITIATIVE



# AFRICA TRADE AND INVESTMENT YEAR 2: Focus Areas





# AFRICA TRADE AND INVESTMENT PROGRAM YEAR 2: Overview of Priorities

## ACTIVITY

## OBJECTIVE



Secure Critical New Buy-ins & Scalable Partnerships

- Secure new larger buy ins and grow Year 1 buy ins so we have the period of performance for implementation
- Market the expanded portfolio and proven approaches to other potential buy ins



Improve Food Security & Resilience

- Rapidly design and implement Ukraine Supplemental Funding
- Standardize high impact approaches for programing and scale across multiple countries
- Provide weekly updates and ensure strong comms support



Enhance Business Processes and Systems

- Focus on end to end templated systems from first prospective buy in discussion to activity close down
- Establish tools, curricula, and virtual access to the program's Academy for Training for activity management, operations, grants, and sub contracts teams in Africa and D.C.
- Have approved surge teams at the ready for deployment



Continue Follow-up on Prosper Africa Programming & ALS

- Establish new Mission led programming process using refined gating criteria
- Increase support for scalable corporate partnerships

# AFRICA TRADE AND INVESTMENT PROGRAM YEAR 2:

## Targets

**37,550**

agriculture and non-agriculture jobs created or maintained

**\$166**

million worth of financing accessed

**507**

finance deals with an estimated value of **\$38 billion** identified or supported

**\$166**

million worth of financing accessed

**\$240.5**

million in USG commitments and private sector investment expected to be leveraged

**33%**

of firms/organizations with increased profitability or increased self sufficiency, improved performance

**439**

export deals identified or supported

**8,172**

firms receiving USG funded technical assistance

**109**

trade and investment related events held with Africa Trade and Investment program assistance

**93**

products produced and disseminated by the USAID Africa Trade and Investment program

**416**

assisted firms/associations meeting international grades and standards to export

**\$188**

million worth of sales (*domestic and exports*) realized

**3,360**

private sector enterprises with improved participation in the local economy

**33**

Non tariff barriers mitigated as a result of USG assistance

**45**

milestones in improved architecture for trade and investment achieved with USG support

**3,813**

firms that have applied improved organization technologies or management practices