

## Data Sheet

<b>USAID Mission:</b>	Ghana
<b>Program Title:</b>	Increase Competitiveness of Private Sector
<b>Pillar:</b>	Economic Growth, Agriculture and Trade
<b>Strategic Objective:</b>	641-006
<b>Proposed FY 2004 Obligation:</b>	\$5,089,000 DA
<b>Prior Year Unobligated:</b>	\$0
<b>Proposed FY 2005 Obligation:</b>	\$4,700,000 DA
<b>Year of Initial Obligation:</b>	FY 2003
<b>Year of Final Obligation:</b>	FY 2009

**Summary:** USAID's program to increase competitiveness of Ghana's private sector in world markets supports training and technical assistance to improve the enabling environment for private sector development. It is designed to strengthen private sector capacity to compete in selected industries and sectors nationally, regionally and worldwide.

### Inputs, Outputs, Activities:

#### FY 2004 Program:

Improved Enabling Environment for Private Sector Competitiveness (\$2,450,000 DA). This component will address both policy reform and institutional capacity building. In addition to providing technical assistance and training, USAID will also manage a grants program focusing on building local capacity to provide technical assistance. The purposes of this component are to: (a) support both public and private agricultural sector institutions in policy analysis and advocacy in critical policy issues affecting agricultural trade, production and marketing; and (b) establish the necessary enabling policy environment to spur expanded economic growth opportunities for non-traditional exports. Priority focus areas will work toward: (1) better macroeconomic management; (2) improved financial intermediation; (3) removal of barriers to entry/exit in the market place; (4) improved trade regime; (5) strengthened gas, electricity and telecommunications regulatory framework; and (6) expanded public-private sector policy dialogue. Principal contractors: to be determined.

Increased Private Sector Capacity to Compete in Selected Industries/Sectors - Enterprise Development (\$2,639,000 DA). The focus of the enterprise development activity will be to strengthen the capacity of small and medium size firms to respond to trade opportunities and to compete profitably overseas, regionally, and in domestic markets. The purpose of the program will be three-fold, starting with providing assistance to Ghanaian firms that hope to access overseas markets by developing contacts with foreign firms to encourage local investment, joint ventures, and buyer-seller/ mentoring relationships in Ghana. USAID will also provide support to local firms in marketing of exports by assisting them with improvement of the quality and efficiency of all aspects of their businesses, such as product design, production technology, preparation of business plans, establishment of accounting systems, improvement of logistics and access to credit. Additionally, USAID will provide support to business associations by helping them address industry-wide problems constraining growth of exports and providing better services to their members. Principal contractors: to be determined.

#### FY 2005 Program:

Improved Enabling Environment for Private Sector Competitiveness (\$2,400,000 DA). USAID will start capacity building activities such as improving the operations of the Tax Policy Unit in the Ministry of Finance and Economic Planning, streamlining customs procedures, strengthening the Domestic Debt Unit and three revenue collection agencies, and developing gas and electricity regulatory frameworks with the Public Utilities Regulatory Commission and the Energy Commission. USAID will decide which activities from the previous strategy will be folded into the new program. Some promising elements of the previous

strategy's program, such as making the labor law even more flexible, further liberalizing trade policy and improving monetary policy, will be continued. Same implementers as FY 2004.

Increased Private Sector Capacity to Compete in Selected Industries/Sectors - Enterprise Development (\$2,300,000 DA). USAID will continue its work to promote non-traditional exports through support to selected enterprises and associations. Same implementers as FY 2004.

**Performance and Results:** During FY 2003, the new Country Strategic Plan 2004-2010 was approved and the new Economic Growth Strategic Objective Agreement was signed by the Mission and the Government of Ghana. Funds were obligated to initiate activities and the drafting of solicitation requests was begun. The Mission has started to identify performance measures and design the Performance Monitoring Plan (PMP). Results are expected to contribute significantly to progress in the following areas: (1) growth in sales of Ghana's non-traditional exports (NTEs); (2) an increase in the share of NTEs in Ghana's total exports; and (3) an improvement in Ghana's standing in the World Economic Forum Index of Growth Competitiveness (or a component thereof). A rationale will be developed for identifying and achieving a specific contribution to SO outcomes that can be verified through annual measurement of specific indicators. Since this is a new Strategic Objective, there are not yet any results to report.

## US Financing in Thousands of Dollars

Ghana

641-006 Increase Competitiveness of Private Sector	DA
<b>Through September 30, 2002</b>	
Obligations	0
Expenditures	0
Unliquidated	0
<b>Fiscal Year 2003</b>	
Obligations	6,134
Expenditures	0
<b>Through September 30, 2003</b>	
Obligations	6,134
Expenditures	0
Unliquidated	6,134
<b>Prior Year Unobligated Funds</b>	
Obligations	0
<b>Planned Fiscal Year 2004 NOA</b>	
Obligations	5,089
<b>Total Planned Fiscal Year 2004</b>	
Obligations	5,089
<b>Proposed Fiscal Year 2005 NOA</b>	
Obligations	4,700
Future Obligations	16,885
Est. Total Cost	32,808