



African Development Foundation

NEWS RELEASE

ADF Mission Focuses on Developing US-Ghana Trade and Investment Links, Helping Ghanaian Entrepreneurs Compete in New Global Economy

ACCRA – January 15, 2004 – A leadership delegation from the African Development Foundation (ADF), a United States Government agency that supports community-based development programmes in 15 African countries, will visit Ghana next week as part of a larger United States delegation led by Deputy Secretary of Health and Human Services Claude Allen. The group will meet with President John Kofi Agyekum Kufuor and leading ministers of government. The ADF group will also evaluate progress toward implementing projects to help Ghanaian entrepreneurs scale up their operations and develop high-quality products for sale in international markets.

In 2003, ADF entered a five-year strategic partnership with the Government of Ghana to help Ghana expand its international trade and investment efforts and assist Ghanaian entrepreneurs in marketing consumer goods in the United States under provisions of the African Growth and Opportunity Act of 2000 (AGOA). The United States Congress enacted AGOA with the goal of strengthening trade ties between the United States and African nations and helping African businesses compete in an increasingly global economy.

During its tour, the delegation will meet with President Kufuor and key ministers of the Government of Ghana, including Mr. Kwamena Bartels (Private Sector Development), Dr. P. Kwesi Nduom (Energy), Mr. Alan Kyerematen (Trade) and Mr. Yaw Osafo Maafo (Finance) to review progress in launching the partnership. The group will also visit ADF-funded groups and tour proposed projects around Accra, Kumasi and Wenchi.

The ADF program follows on successful ADF trade and investment pilot programs developed in Uganda, Zimbabwe and Namibia, which have helped transform indigenous small and medium enterprises and small farmers and agricultural cooperatives into highly profitable, export-oriented businesses through financial and technical support.

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The two strategic objectives of the new ADF program in Ghana include supporting the development, increased competitiveness and profitability of indigenous small and medium enterprises (SMEs) and

increased enterprise participation in trade and investment partnerships with the United States and other countries. Both ADF and the Government of Ghana have committed up to €8.5 billion (US\$ 1 million) annually and have agreed to target support to approximately 40 Ghanaian businesses. The goal of the program is to create an active cluster of profitable businesses capable of selling goods widely in Ghana, West Africa, and internationally within five years.

“The goal of ADF’s trade and investment partnership with the Government of Ghana is to help a wide range of Ghanaian entrepreneurs improve the quality of their operations and scale up those operations to the point where they can sell competitively in international markets,” said ADF President Nathaniel Fields. “We will also measure the success of the initiative according to how many new jobs it produces and its capacity to provide workers with real and sustainable increases in income.”

ADF has already designed and funded or is finalizing funding arrangements for four projects involving: tomato processing and canning; maize grits production; organic citrus peel and juice processing; and bamboo furniture manufacturing. The Foundation will have four additional projects ready for funding later this year. ADF regards these projects as a strong start for a dynamic strategic partnership that will support President Kufuor’s special initiative to create a “Golden Age of Business” in Ghana and expand opportunities under AGOA.

Mr. Fields is traveling to Ghana with five distinguished Americans who have served in ADF’s leadership: ADF Board chairman Ernest Green, a noted leader of the American civil rights movement who serves as managing director of public finance for Lehman Brothers; recently retired ADF Board member Claude Allen, who serves as deputy secretary of Health and Human Services in the Bush Administration; current Board member Dr. Ephraim Batambuze, an Illinois cardiologist who was born in Uganda and immigrated to the United States as a political refugee during the Idi Amin regime; and former ADF President William R. Ford, who also served for 22 years in the United States Foreign Service and currently sits on the board of directors of Africare.

ADF has provided support for development in Ghana since 1985, and the agency is currently supporting 14 projects in Ghana. The current value of these projects is estimated at €23.5 billion (US\$ 2.7 million).

The African Development Foundation (ADF), a U.S. Government agency established by the United States Congress in 1980, is the only federal agency working solely at the grassroots level in Africa to alleviate poverty and promote broad-based sustainable development. Over the last 20 years, ADF has funded more than 1,500 community-based projects, with 250 projects currently receiving support. ADF supports programmes around trade and investment, small and medium enterprise development, HIV/AIDS prevention and mitigation, and community grassroots empowerment. In 2004, the Foundation will celebrate the 20th anniversary of the inauguration of its community-based grant programme. To learn more about ADF and its initiatives, go to www.adf.gov.

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