

## Webchat: Investment Opportunities in Southern Africa - Previewing AGOA and Zambia's Proposed MCC Compact

### Hosts:

Kyeh Kim, MCC  
Managing Director for East and Southern Africa  
Millennium Challenge Corporation

Tim McCoy, CCA  
Vice President for Business Development  
Corporate Council on Africa

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Eliza Keller, MCC (Admin): Hello all, this is Eliza Keller with MCC. Welcome to today's web chat. I would like to thank Kyeh Kim, MCC of MCC and Tim McCoy, CCA of CCA for being here with us; we're looking forward to the discussion.

Eliza Keller, MCC (Admin): If you have a question for our hosts about AGOA or MCC programs in southern Africa, please type it in the "Question" field at the bottom of your chat screen. Please also include your organization when you ask a question. Our moderator will field questions as they come in and send them to our hosts, who will respond. Everyone will be able to view selected questions and their responses.

Eliza Keller, MCC (Admin): With that, let's get started - anyone have any questions for our hosts?

Hani Emam: Hello Everyone this is Hani with Lakeshore Engineering

Tim McCoy, CCA (host): Hello there!

Hani Emam: Can you share with us the program and the size of the program in Agoa and Zambia?

Andrea Ewart: I'm intested in learning about AGOA 2011.

Tim McCoy, CCA (host): The best way to get information on AGOA 2011 is on two websites: [www.africacncl.org](http://www.africacncl.org) and [www.agoaforumzambia.org.zm](http://www.agoaforumzambia.org.zm)

Amanda Burke, MCC (Admin): That second site is the official

Dr. Jay McCrensky: Could you discuss the outlook for budget cuts and how it will be allocated across MCC programs?

Kyeh Kim, MCC (host): We have not yet made decisions on the budget cuts and how they will affect our programs.

gabriel tefempa: Hello, this is Gabriel Tefempa from Amerifrica Consulting

gabriel tefempa: Where can some one find companies in Africa with products ready for export?

Tim McCoy, CCA (host): I suggest starting with chambers of commerce and business associations to know about products ready to export. Of course, you could go to the AGOA Forum and meet face to face with numerous companies ready to export!

Hani Emam: Thank you for the websites and links. I will visit the website for additional information. If I have a question after reviewing the info who would I contact to follow up?

Tim McCoy, CCA (host): The second website is the Zambian government website and focuses more on the ministerial meetings. The first is CCA's website and it focuses on the private sector/civil society program.

Mary Ann Ring: Please share what is the anticipated focus of Zambia's MCC Compact. I am with GE. Thank you.

Kyeh Kim, MCC (host): Zambia's proposed program will focus on economic development with a focus on Kafue National Park and water and sanitation infrastructure investments in peri-urban areas of Lusaka.

Bernardo: what's the possibility that the thrid country fabric privision will be extended after September 30, 2012

Tim McCoy, CCA (host): Congress has to decide on the Third Country Fabric provision....and not much has been heard from Capitol Hill about it.

papa Diop: Hello everyone! This is Papa Diop from the International Trade Assistance Center in Columbus, Ohio

papa Diop: I do have an importer who is looking for to import shea butter from Burkina Fasso and Benin. How this company can benefit from the AGOA program?

Tim McCoy, CCA (host): Shea butter can be imported to the US under the terms of AGOA....and both Benin and Burkina are AGOA-certified. So, the product shoudl come in to the US duty free/quota-free.

Mark: Hello. I am Mark Butchart in Congressman Charles Rangel's office. Is there adequate lodging still available in Lusaka for the forum in June, or has it all been booked? Where will the actually forum take place? Is a schedule of events available?

Tim McCoy, CCA (host): Hi Mark - There are indeed rooms still available in Lusaka. The Forum is taking place at the Mulungushi International Conference Centre. A schedule of events is available at [www.africacncl.org](http://www.africacncl.org)

Tim McCoy, CCA (host): sorry.... [www.africacncl.org](http://www.africacncl.org)!

Kevin Dickson:I am with Valmont (Valley) Irrigation and we manufacture irrigation equipment. We have been actively involved in Zambian agriculture for many years now. What attention is MCC giving to agricultural infrastructure and what is the appetite for public-private investment in agriculture?

Kyeh Kim, MCC (host): There may be agriculture-related activities in the surrounding communities around Kafue National Park which may require irrigation equipment. Generally, MCC tries to leverage its investments with private sector participation.

Demba: Amanda Burke Just mentionned the 2nd site is the official, but quick test made it pointing to the 1st site when it comes to registrations; the registration cost (350+) should be disclosed upfront instead of later after registrants provide credentials... Just for the sake of the professional image of the gathering things need to be clearly put I think...

Tim McCoy, CCA (host): The fees apply only to the private sector/civil society session and are as follows: \$350 for US and non-Zambian companies; \$200 for Zambian companies; \$150 for civil society/government officials.

rob coulson: What are the specific near-term focus sectors for economic development (i.e. agriculture, tourism, pharma, manufacturing)?

Kyeh Kim, MCC (host): The major focus for the proposed Zambia compact will be on sustainable tourism with a smaller focus on alternative livelihoods for poor communities that may include agriculture and skills development.

Eliza Keller, MCC (Admin): Keep the questions coming, all - and feel free to respond to each other if you'd like!

Hani Emam: Lakeshore Engineering is a Prime contractor; is there any construction program in 2011 for these two programs?

Kyeh Kim, MCC (host): Both MCC proposed projects will involve infrastructure. Investments in Kafue National Park may include construction but the details have not yet been determined.

Tim McCoy, CCA (host): Hani - I know the Zambian government is very keen on infrastructure development and on housing construction projects.

Hani Emam: Thank you. How can we keep an eye on the up coming infrastructure projects? Would it be posted on the website?

Eliza Keller, MCC (Admin): Hani- you can view MCA procurements as they are posted at <http://mcc.dgmarket.com/>.

Hani Emam: Thank you

Tim McCoy, CCA (host): Kevin - assuming you are in Zambia, there are numerous donor-funded projects to support smallholder farmers. For example, USAID is supporting a project focused on dairy farmers that is implemented by US dairy company Land O'Lakes.

papa Diop: Tim, does the zambian government have any ongoing housing project? I took US companies in the housing industry to Africa recently with some success

Tim McCoy, CCA (host): papa - this information was provided me earlier this week by the US Embassy in Lusaka: Zambia has a housing deficit of about 2 million housing units. Real estate is an attractive sector especially for Lusaka, Livingstone and Copperbelt -- including Solwezi. We have been approached by individuals owning large pieces of land around Lusaka seeking partnerships with US investors. Here is an example of a private housing project outside Lusaka -- <http://mukamunya.com/> a bare piece of land goes for US\$40,000 then development costs are something else. The GRZ is serious about housing development projects especially through PPP. The administration is friendly and open towards US investors. It is a sector worth seriously exploring.

rob coulson: Will the near-term focus include regulatory and policy reforms to increase the attractiveness and effectiveness of investments? Also, will there be any focus on the management of process and risk for the overall program and integration of the individual projects?

Kyeh Kim, MCC (host): In regards to the proposed MCC program, MCC will continue to emphasize the need for a regulatory and business-friendly environment to attract private sector investments. Many reforms are currently underway but there is still a lot of work to be done.

Paula Feeney: Tim, this is Paula Feeney at Cardno. What would be the anticipated positive outcomes from the Private Sector/Civil Society Program at AGOA?

Tim McCoy, CCA (host): Hi Paula! One big innovation this year is that the ministerial meetings will be open to the private sector. This means you'll have access to ministers/delegations from 37 African countries. There'll be about 600 private sector/civil society leaders also there. That magnitude of networking=business!

Eliza Keller, MCC (Admin): Alright folks, we are nearing our end time - we'll take a few more questions from participants before we close.

Inonge: Hi all, this is Inonge from the Embassy of Zambia. Just to refer to what Mark's question earlier regarding accommodation and to add on to Tim's response on that, both sites have a list of designated hotels available with their contact information. Papa Diop, please get in touch with the Embassy on 202 265 9717, we'd like to discuss further.

Kevin Dickson: Any of you who have flown over Zambia may recognize "green circles" which is our equipment working.

Tim McCoy, CCA (host): Bravo Kevin! Keep up the good work!!

Hani Emam: Thank you but which POC and emails we can contact for any further questions? and how often we can attend these live chats?

Tim McCoy, CCA (host): AGOA related questions can come to me at [tmccoy@africacncl.org](mailto:tmccoy@africacncl.org).

Hani Emam: Thank you

Mark: Thanks, Inonge. I have had experience with a lack of hotel rooms at large conferences such as these in the past. We may not be able to reserve a room until closer to the conference. Hopefully they won't be fully booked.

Tim McCoy, CCA (host): Mark - I strongly suggest that you reserve asap! I know that rooms are being grabbed up quickly.

Demba: This is Demba, Strategy for the Future, Is there any prospect of securing possible APS projects deriving from this AGOA gathering in Zambia?

Kyeh Kim, MCC (host): The MCC APS announcement can be found on [www.grants.gov](http://www.grants.gov). There is a section on Zambia where we are seeking partners that can complement the proposed projects. Please feel free to submit a concept paper that meets the criteria listed in the announcement. There are other MCC partnership opportunities listed in the announcement as well.

Eliza Keller, MCC (Admin): For those unfamiliar with the APS initiative, you can learn more by reading our fact sheet (PDF): <http://www.mcc.gov/documents/press/factsheet-2011002056401-aps.pdf>

papa Diop: These types of chat should be done more often.

Eliza Keller, MCC (Admin): I agree! I'm glad you found it useful. We will continue to schedule more in the coming months.

Eliza Keller, MCC (Admin): And with that, thank you all very much for joining us today. If you have any questions for MCC, please email us at [info@mcc.gov](mailto:info@mcc.gov) or give us a call at 202-521-3850. You can contact Tim McCoy, CCA of CCA directly at [tmccoy@africacncl.org](mailto:tmccoy@africacncl.org) (Tim, thank for sharing your email!).

Tim McCoy, CCA (host): Thanks everybody..and make plans to be in Lusaka for the AGOA Forum!

Eliza Keller, MCC (Admin): Thank you again, and have a great afternoon.

Inonge: Thanks a lot, we look forward to similar webinars in the coming weeks.