Examples of U.S. Government Trade & Investment Tools

Africa Investment Forum
November 2019
Prosper Africa is a U.S. Government initiative to substantially increase two-way trade and investment between the United States and Africa. The initiative brings together the full range of U.S. Government resources to connect businesses with new buyers, suppliers, and investment opportunities. The initiative modernizes and synchronizes U.S. Government capabilities and efforts, facilitates transactions, and fosters fair and accessible business climates and robust financial sectors. This document has been prepared for distribution at the 2019 Africa Investment Forum. A digital file is available for download at trade.gov/prosperafrica.
**Sample U.S. Government Tools to Foster Fair and Accessible Business Climates and Robust Financial Sectors**

### Business Environment

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- [Information on the African Growth and Opportunity Act](#)
- [Standards Alliance](#)
- [Trade and Investment Hubs](#)

### Department of Agriculture
- [Market Development and Exporter Assistance](#)
- [Food Safety and Inspection Service Export Library](#)

### Department of Commerce
- [Commercial Law Development](#)
- [Multilateral Development Bank Liaison Offices](#)
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### Department of Energy
- [Energy Cooperation](#)

### Department of Homeland Security
- [Authorized Economic Operator Trade Program](#)
- [Information on Exporting to the United States](#)
Sample U.S. Government Tools to Foster Fair and Accessible Business Climates and Robust Financial Sectors

Business Environment

Department of State
- Business Tools, Deal Teams, and Commercial Diplomacy
- Economic Diplomacy
- Investment Climate Information by Country

Department of the Treasury
- Technical Assistance (Revenue, Budget, Debt & Infrastructure Finance, Banking & Financial Services, and Economic Crimes)
- Lead Engagement with Multilateral Development Banks and International Monetary Fund

Power Africa
- Power Africa App, with Tracking Tool
- Power Africa Toolbox

Small Business Administration
- Grants and Technical Assistance to U.S. Small Businesses
- Training for U.S. Small Businesses

U.S. Trade and Development Agency
- Global Procurement Initiative (GPI) - Understanding Best Value

U.S. Trade Representative
- African Growth and Opportunity Act (AGOA) Preferences Program
- Information on Trade, including Trade Barriers
- Trade and Investment Framework Agreements
Sample U.S. Government Tools to Facilitate Transactions Across the Life of a Deal

**Deal Identification**

Sample Activities

- Outreach and promotion
- Market intelligence
- Deal origination
- Transaction development
- Partnerships and matchmaking

- Workshops, conferences, and trade shows
- Enterprise development and supply chain strengthening

**Agency for International Development (USAID)**
- Information on the African Growth and Opportunity Act
- Trade and Investment Hubs
- USAID Grants, Contracts, and Global Development Alliances

**Department of Agriculture**
- Market Development and Exporter Assistance

**Department of Commerce**
- Business Matchmaking and Company Promotion
- Market Intelligence Guides
- Trade Barriers Support
- U.S. Commercial Service Offices (Domestic and International)

**Department of Homeland Security**
- Customs Brokers and Trade Program Contacts
- Information on Exporting to the United States

**Department of State**
- Business Information Database System
- Business Tools, Deal Teams, and Commercial Diplomacy

**Millennium Challenge Corporation**
- MCC Upcoming Contract and Grant Opportunities with Partner Countries

**Overseas Private Investment Corporation**
- Debt Financing, Political Risk Insurance, and Support for Investment Funds

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Small Business Administration
- Export Finance Support

U.S. African Development Foundation
- Partnership Opportunities
- Grant Opportunities in Africa

U.S. Trade and Development Agency
- International Business Partnership Program: Reverse Trade Missions, Conferences, and Workshops
Sample U.S. Government Tools to Facilitate Transactions Across the Life of a Deal

Deal Evaluation

Sample Activities

- Partner screening
- Deal due diligence and packaging
- Technical and financial feasibility
- Commercial advocacy
- Transaction advisory services
- Project preparation
- Risk mitigation
- Competitiveness
- Licensing and permitting
- Bidding and contract finalization
- Close transaction/financing

Agency for International Development (USAID)
- Information on the African Growth and Opportunity Act
- Trade and Investment Hubs
- USAID Grants, Contracts, and Global Development Alliances

Department of Agriculture
- Market Development and Exporter Assistance

Department of Commerce
- Advocacy
- Market Intelligence Guides
- SelectUSA
- Trade Barriers Support

Department of Energy
- HOMER Pro Microgrid Software

Department of Homeland Security
- Centers of Excellence by Sector

Department of State
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- Investment Climate Information by Country

Export-Import Bank
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- Export Credit Insurance
- Loan Guarantee
Overseas Private Investment Corporation
- Debt Financing, Political Risk Insurance, and Support for Investment Funds

Power Africa
- Power Africa App, with Tracking Tool
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U.S. African Development Foundation
- Partnership Opportunities
- Grant Opportunities in Africa

U.S. Trade and Development Agency
- Project Preparation: Feasibility Studies, Technical Assistance, and Pilot Projects
- Sub-Saharan Africa Program Information

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Sample Activities

- Project design
- Construction
- Sub-contracting
- Public-private partnerships
- Corporate social responsibility
- Social and environmental compliance

Agency for International Development (USAID)
- Trade and Investment Hubs
- USAID Grants, Contracts, and Global Development Alliances

Department of Agriculture
- Market Development and Exporter Assistance

Overseas Private Investment Corporation
- Debt Financing, Political Risk Insurance, and Support for Investment Funds

Power Africa
- Power Africa App, with Tracking Tool
- Power Africa Toolbox

U.S. Trade and Development Agency
- Project Preparation: Feasibility Studies, Technical Assistance, and Pilot Projects
Deal Implementation

Sample Activities

- Operation and maintenance
- Contract support
- Position for strategic flow on investment
- Monitoring and evaluation
- Diplomatic advocacy

Agency for International Development (USAID)
- Trade and Investment Hubs
- USAID Grants, Contracts, and Global Development Alliances

Department of Commerce
- Commercial Diplomacy

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Department of State
- Economic Diplomacy

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Index of Referenced Web Links

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- Standards Alliance (standardsallianceansi.org)
- Trade and Investment Hubs (www.usaid.gov/africa/trade-and-investment/hubs)
- USAID Grants, Contracts, and Global Development Alliances (www.usaid.gov/work-usaid)

Department of Agriculture
- Market Development and Exporter Assistance (www.fas.usda.gov/topics)
- Food Safety and Inspection Service Export Library (www.fsis.usda.gov/wps/portal/fsis/topics/international-affairs/exporting-products/export-library-requirements-by-country)

Department of Commerce
- Advocacy (2016.export.gov/advocacy/index.asp)
- Business Matchmaking and Company Promotion (www.export.gov/Promote-and-Expand)
- Commercial Diplomacy and Trade Barriers Support (www.export.gov/Help-with-Trade-Problems)
- Commercial Law Development (cldp.doc.gov/countries-regions/sub-saharan-africa)
- Market Intelligence Guides (www.export.gov/Market-Intelligence)
- Multilateral Development Bank Liaison Offices (2016.export.gov/advocacy/eg_main_022753.asp)
- SelectUSA (www.selectusa.gov/welcome)

Department of Energy
- Energy Cooperation (www.energy.gov/ia/downloads/us-africa-energy-cooperation)
- HOMER Pro Microgrid Software (www.homerenergy.com)

Department of Homeland Security
- Centers of Excellence by Sector (www.cbp.gov/trade/centers-excellence-and-expertise-information/cee-directory)
- Customs Brokers and Trade Program Contacts (www.cbp.gov/trade/programs-administration)
- Information on Exporting to the United States (www.cbp.gov/trade/basic-import-export/importer-exporter-tips)

Department of State
- Business Information Database System (bids.state.gov)
- Investment Climate Information by Country (www.state.gov/reports/2019-investment-climate-statements/)
Department of the Treasury

- Technical Assistance (Revenue, Budget, Debt & Infrastructure Finance, Banking & Financial Services, and Economic Crimes) ([www.treasury.gov/about/organizational-structure/offices/Documents/FINAL%20-%20OTA%20Booklet%202017.pdf](www.treasury.gov/about/organizational-structure/offices/Documents/FINAL%20-%20OTA%20Booklet%202017.pdf))
- Lead Engagement with Multilateral Development Banks and International Monetary Fund ([home.treasury.gov/policy-issues/international](home.treasury.gov/policy-issues/international))

Export-Import Bank

- Direct Loans ([www.exim.gov/what-we-do/direct-loan](www.exim.gov/what-we-do/direct-loan))
- Export Credit Insurance ([www.exim.gov/what-we-do/export-credit-insurance](www.exim.gov/what-we-do/export-credit-insurance))

Millennium Challenge Corporation


Overseas Private Investment Corporation

- Debt Financing, Political Risk Insurance, and Support for Investment Funds ([www.opic.gov/getting-started/overview](www.opic.gov/getting-started/overview))

Power Africa

- Power Africa App, with Tracking Tools ([apps.apple.com/app/patt/id1039913424](apps.apple.com/app/patt/id1039913424))

Small Business Administration


Small Business Administration, cont.

- Grants and Technical Assistance to U.S. Small Businesses ([www.sba.gov/funding-programs](www.sba.gov/funding-programs))

U.S. African Development Foundation

- Partnership Opportunities ([www.usadf.gov/opportunities](www.usadf.gov/opportunities))
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U.S. Trade and Development Agency

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- International Business Partnership Program: Reverse Trade Missions, Conferences, and Workshops; and Project Preparation: Feasibility Studies, Technical Assistance, and Pilot Projects ([ustda.gov/about/mission](ustda.gov/about/mission))
- Sub-Saharan Africa Program Information ([ustda.gov/program/regions/sub-saharan-africa](ustda.gov/program/regions/sub-saharan-africa))

U.S. Trade Representative
