



**USAID**  
FROM THE AMERICAN PEOPLE

**PROSPER AFRICA**

A U.S. TRADE AND INVESTMENT INITIATIVE



# USAID AFRICA TRADE AND INVESTMENT

## QUARTER 2 YEAR 1 PROGRESS REPORT

JANUARY 1, 2022 – MARCH 31, 2022

## A CONTINENTAL SCOPE

The USAID Africa Trade and Investment program is designed to bolster USAID's ability to boost trade and investment to, from, and within the African continent. As USAID's flagship effort under the Prosper Africa initiative, this continent-wide program will expand and accelerate two-way trade and investment between African nations and the United States.

## TO FUNDAMENTALLY TRANSFORM MARKETS

The USAID Africa Trade and Investment program works hand-in-hand with the private sector to identify opportunities that deliver on USAID's impact, bring value to the private sector, and position the continent for future growth.

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 into and out of African markets.

**What the USAID Africa Trade and Investment Program Offers**

**MARKET INTELLIGENCE, ASSESSMENTS, AND FEASIBILITY STUDIES**

Mapping trade and investment opportunities



**MARKET LINKAGES AND TRADE SERVICES**

Trade competitiveness support, matchmaking, transaction support



**FUND AND FINANCIAL INSTRUMENT DESIGN 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



# TOPLINE ACHIEVEMENTS

## PROGRAMMATIC



- Finalized **5** scopes of work—trade preferences services, buyer-supplier services, catalytic capital, capital mobilization, and African Continental Free Trade Agreement support—to provide integrated trade and investment support at a continental level.
- Completed a robust Trade and Investment Landscape Assessment and identified several investment partnership opportunities.
- Advanced partnership opportunities through the Annual Program Statement and launched **1** new addenda to source partnerships that support technology and innovation.

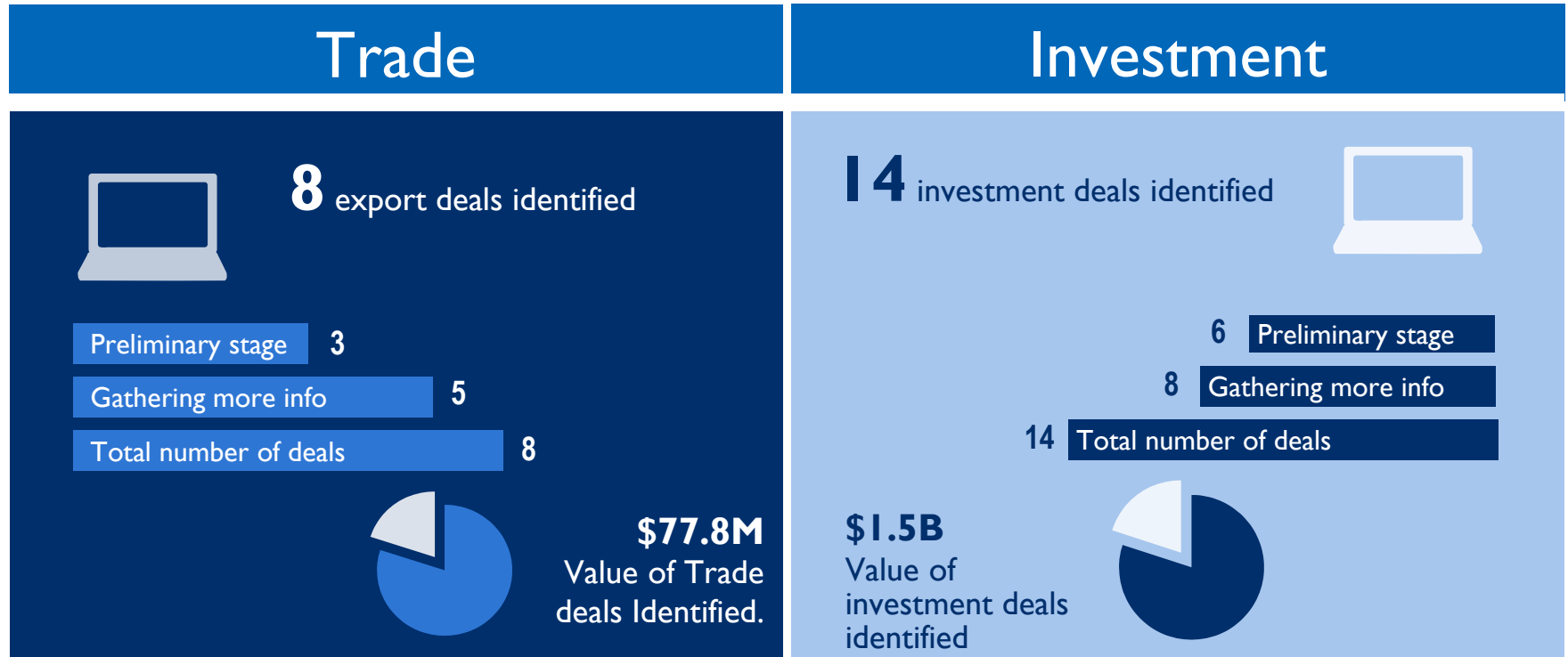
## OPERATIONAL



- **Offices and Recruitments:** Began standing-up **3** offices in Nairobi, Kenya; Johannesburg, South Africa; and Washington, DC. Onboarded **4** new staff members in Nairobi (Grants Manager, Activity Manager, Human Resources Officer, and IT Officer). Finalized recruitments on **10** staff members (seven in Nairobi, two in Johannesburg, and one in Washington, DC).
- **Workshops and Events:** The USAID Africa Trade and Investment Program North Africa conducted **1** workshop with Middle East Regional and representatives from the **4** North Africa Missions (Egypt, Libya, Morocco, and Tunisia).

# TOPLINE ACHIEVEMENTS: Deal Opportunities

Throughout Q2Y1, the USAID Africa Trade and Investment program identified trade and investment opportunities through two annual program statement addenda, the trade and investment landscape assessment, and ongoing partner research and engagement.



## Expected Outcomes

- Improved buyer-led commodity production systems
- New jobs created
- Increased exports to the United States
- Improved enterprise participation in the local economy



- Increased productivity and export competitiveness
- Increased tourism from the United States
- Alignment with Prosper Africa's strategic objectives and key sectors
- Improved enterprise participation in the local economy



# THE PARTNER NETWORK

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The USAID Africa Trade and Investment Partner Network currently numbers over **1,000 organizations**, including export firms, transaction and financial service providers, regulators, investors, diaspora organizations, trade associations, and more. The organizations represent **63 countries worldwide** and all regions across the African continent.

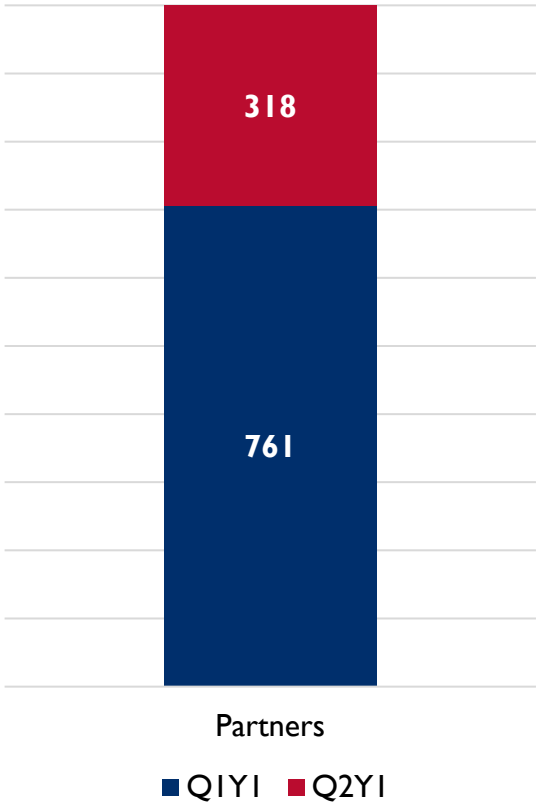
The network continues to grow via active research, network building, open grant windows, prior USAID project networks, and word-of-mouth. For example, throughout Q2Y1, the USAID Africa Trade and Investment program team grew the network through market research on vendors with specialized expertise in the African Growth and Opportunity Act (AGOA) and the African Continental Free Trade Area (AfCFTA) Agreement.



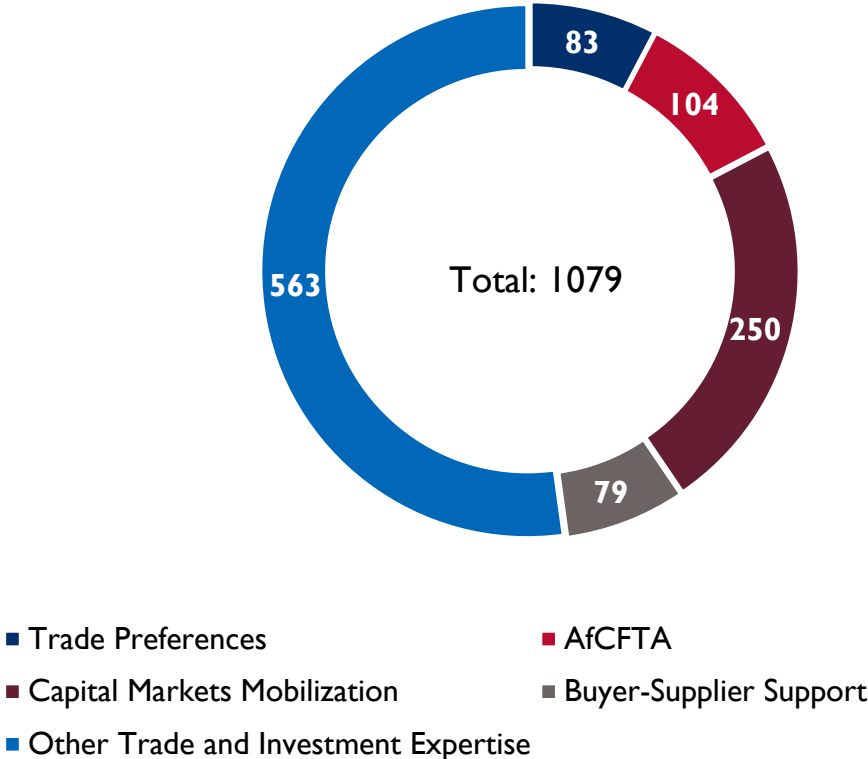
# THE PARTNER NETWORK: The Data

In Q2YI the USAID Africa Trade and Investment Partner Network increased with a total of **318 organizations**, bring the cumulative number of organizations to **1079**.

Partners Added to the Network



Partner Focus



# USAID BUY-INS: Overview

In Q2YI, the USAID Africa Trade and Investment program secured **four** new buy-ins—USAID/Libya, USAID/Morocco, the USAID Bureau for Development, Democracy, and Innovation Office of Gender Equality and Women's Empowerment (GenDev), and USAID's Innovation, Technology, and Research Hub. The program continues to maintain a robust pipeline of potential buy-in opportunities across USAID Missions.

**4**

**New active buy-ins in Q2YI**



**9**

**Total active buy-ins**

**\$6.4M**

**Value of new active  
buy-ins in Q2YI**



**\$19M+**

**Value of all active buy-ins**



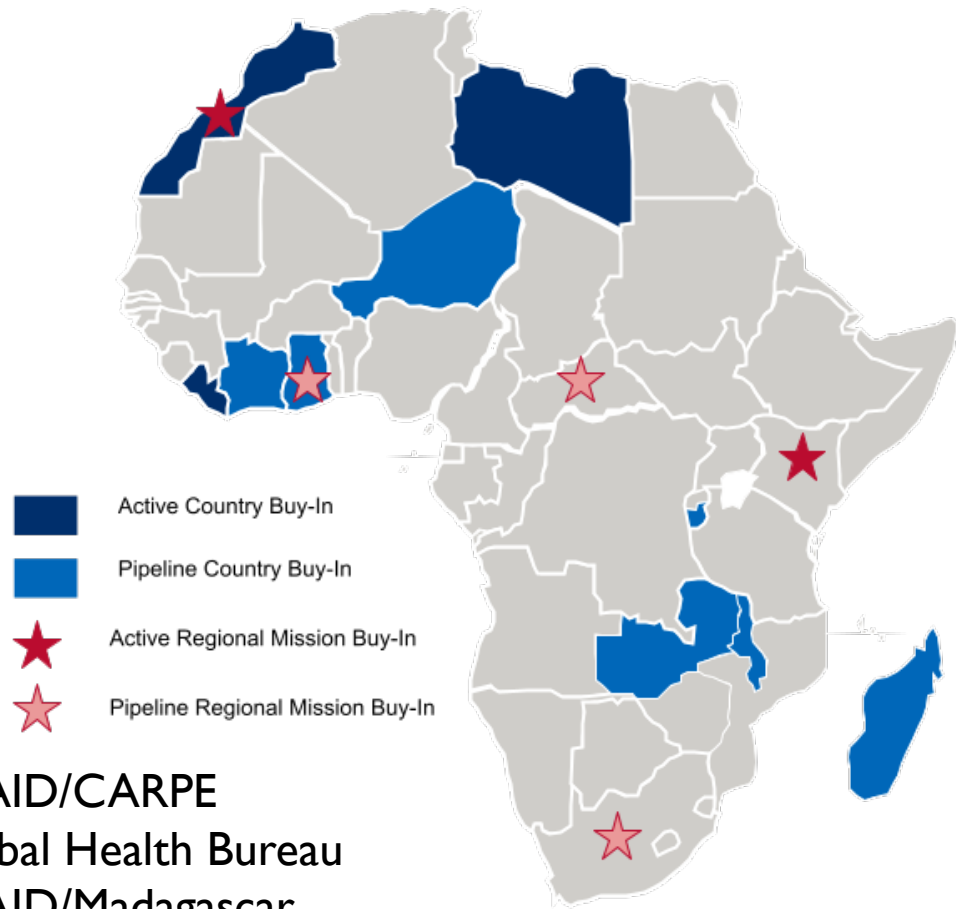
# USAID BUY-INS: Geographic Reach

## ACTIVE BUY-INS (9)

- USAID/Middle East Regional
- USAID/Kenya East Africa
- USAID/Liberia
- USAID/Libya
- USAID/Morocco
- AFR/Health
- AFR/WASH
- DDI/GenDev
- DDI/Innovation, Technology, and Research

## PIPELINE BUY-INS (11)

- USAID/Zambia
- USAID/Malawi
- USAID/Southern Africa
- USAID/West Africa
- USAID/Niger
- USAID/Burundi
- USAID/CARPE
- Global Health Bureau
- USAID/Madagascar
- USAID/Ghana
- USAID/Côte d'Ivoire



# USAID BUY-INS: PROGRESS SNAPSHOT

USAID OPERATING UNIT	BUY-IN SUMMARY	BUY-IN STATUS	BUY-IN CEILING
USAID/KEA REGIONAL	Trade and Investment	IMPLEMENTATION ●	\$35 MILLION
USAID/SA REGIONAL	Trade	IN NEGOTIATION ●	\$25 MILLION
USAID/ZAMBIA	Trade and Investment	IMPLEMENTATION ●	\$30 MILLION
USAID/NIGER	Investment	IN NEGOTIATION ●	\$0.6 MILLION
USAID/MALAWI	Trade and Investment	IN NEGOTIATION ●	\$0.4 MILLION
USAID/MOROCCO	Trade and Investment	APPROVED ●	\$0.5 MILLION
USAID/LIBYA	Trade and Investment	APPROVED ●	\$0.5 MILLION
USAID/MER	Trade and Investment	APPROVED ●	\$2 MILLION
AFR/HEALTH	Trade	IN NEGOTIATION ●	\$0.5 MILLION
AFR/GEN DEV	Trade and Investment	IN NEGOTIATION ●	\$3 MILLION
DDI/ITR	Investment	IMPLEMENTATION ●	\$0.175 MILLION
AFR/WASH	Trade and Investment	IN NEGOTIATION ●	\$0.5 MILLION
<b>TOTAL BUY-INS</b>	<b>IMPLEMENTATION</b>	<b>\$65 MILLION</b>	<b>2</b>
	<b>IN NEGOTIATION</b>	<b>\$31.175 MILLION</b>	<b>7</b>
	<b>APPROVED</b>	<b>\$3 MILLION</b>	<b>3</b>

● Delayed

● In Design / On Track

● Implementation Ongoing

# GRANTS: Overview

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Since its launch, the USAID Africa Trade and Investment program has released two addenda to its continent-wide Annual Program Statement.

## I NEW ADDENDUM RELEASED IN Q2Y1: INNOVATION, TECHNOLOGY, AND RESEARCH (ITR)

- **Purpose:** This financing opportunity is open for companies that offer: 1) Innovative solutions to piloting and expanding telecommunications networks within the DRC; 2) Access to capital and international marketplaces for local telecommunication providers to create jobs; 3) Workforce development and training programs to test, deploy, and scale open radio access networks; and 4) Other innovative concepts that drive open radio access networks.
- **Grant values:** \$250,000 to \$425,000

## ANNUAL PROGRAM STATEMENT CONCEPTS IN Q2Y1

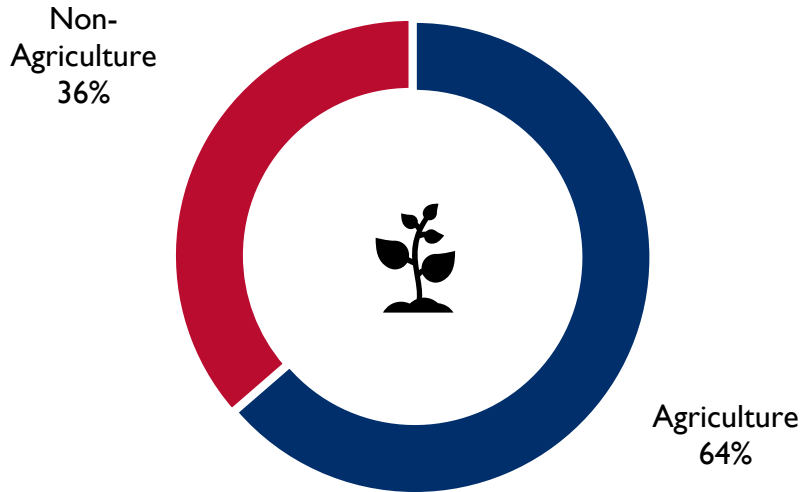
The USAID Africa Trade and Investment program released 1 addendum in Q1Y1 with USAID/Kenya East Africa. In Q2Y1, the USAID Africa Trade and Investment team held 1 Technical Evaluation Committee to assess incoming proposals under this addendum:

- **55 total concepts** were received through the Annual Program Statement and were evaluated for overall alignment with the program's objectives
- **34 concepts** advanced to the Technical Evaluation Committee (TEC)
- **8 concepts** moved to the next round of evaluation and will submit a full application to the program team

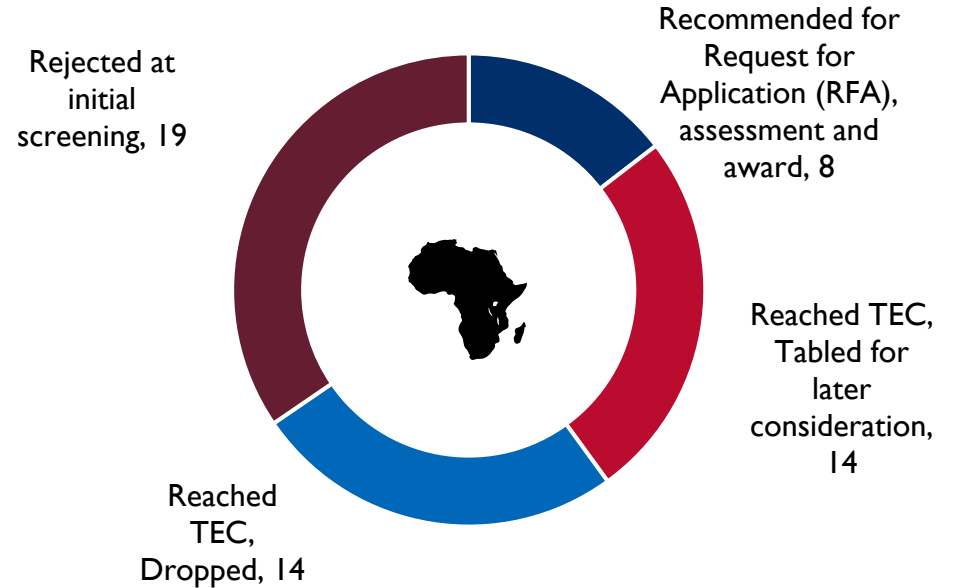
# GRANTS: The Data

\*All applications received in the quarter were from East Africa

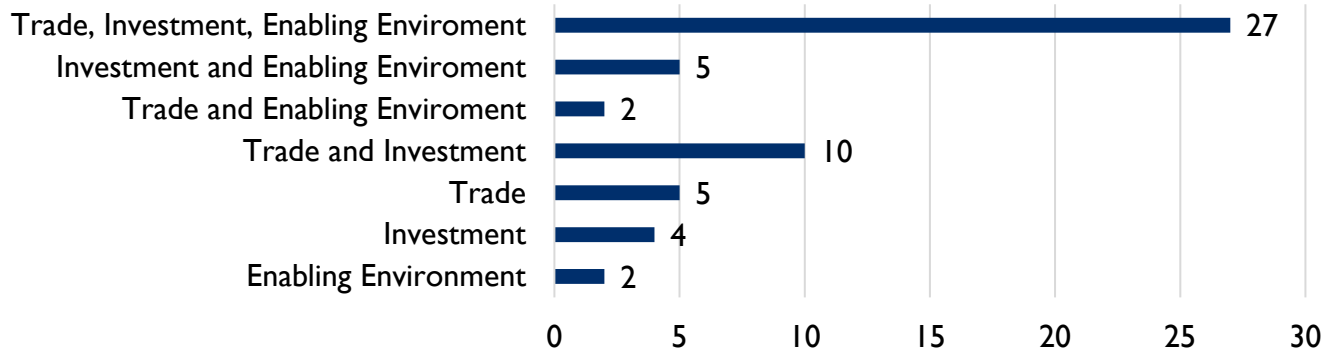
## Grant applications by main sectors focus



## Grant applications by review outcome



## Grant applications by objective



Submission Date: 04/29/2022

Contract Number: 7200AA21C00056

Activity Start and End Date: 09/25/2021–09/24/2026

COR Name: Patterson Brown

Submitted by:

Kristi Ragan, Chief of Party

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Kristi Ragan, DAI, Chief of Party  
Patterson Brown, USAID, Contracting Officer's Representative



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