

EXPORT-IMPORT BANK OF THE UNITED STATES

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SUB-SAHARAN AFRICA ADVISORY COMMITTEE

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MEETING

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MONDAY

OCTOBER 21, 2019

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The Sub-Saharan Africa Advisory Committee convened in Room 1125B, 811 Vermont Avenue, NW, Washington, DC, at 10:00 a.m., Daniel Runde, Chair, presiding.

BOARD MEMBERS

KIMBERLY A. REED, President and Chairman, EXIM
SPENCER BACHUS, III, Director
JUDITH DELZOPPO PRYOR, Director

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ALSO PRESENT

LISA COPPE
RAMSEY DAY
STEVEN DOWD
WORKU GACHOU
MIMA NEDELCOVYCH

*Present via telephone

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P-R-O-C-E-E-D-I-N-G-S

10:01 a.m.

SAAC CHAIR RUNDE: Okay. We're going to get started. I'm Dan Runde. I have the privilege of hosting the, of chairing the EXIM Sub-Saharan Africa -- okay, we're going to get started -- Sub-Saharan Africa Advisory Committee. This is an open meeting of the Sub-Saharan African Committee, Sub-Saharan Africa Advisory Committee.

I'm really grateful that my other committee members are here. I'm really grateful that we're convening around this very important topic, which is how can the EXIM Bank work closely with other federal agencies and others to operationalize Prosper Africa.

I think everyone in this room and on the phone knows that Prosper Africa is the Trump administration's initiative to significantly increase two-way trade between Africa and the United States.

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I think it's a wonderful idea. I think it builds on many decades of deeper progress both on the Republican and Democratic administrations of engaging with Africa, starting with AGOA.

I think it's really wonderful that the Trump administration has supported and championed restarting the EXIM Bank, a critical instrument of American power and American commerce and linked to American jobs.

And I'm really pleased that the Trump administration has named my friend, Kimberly Reed, to be its president and chair. And I'm really pleased that Judith Pryor is the director and a friend of mine as well.

So I think we have bipartisan agreement on the goals of Prosper Africa and the goals of strengthening and making the EXIM Bank grow and be the important player that we need it to be.

So we've got a number of folks that

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are going to help us with this conversation and answering this question, how can the EXIM Bank work closely with other federal agencies to operationalize Prosper Africa.

But before we do that, I'm going to turn the floor over to Chair Reed. Chair, what a pleasure.

CHAIRMAN REED: Thank you, Chair. Good morning, everyone.

I'm pleased that we have this opportunity today to bring together our EXIM Sub-Saharan Africa Advisory Committee, as well as the members of the United States Trade and Development Agency, the United States Agency for International Development, the African Development Bank, Africa and Overseas Private Investment Corporation, and Africa Global Partners to discuss how EXIM, federal agencies, and others can work to make operational President Trump's Prosper Africa initiative. It will be a great discussion.

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And as we continue today, just be aware that we have a transcriber here today. So, please, talk into the microphone and speak slowly for them.

President Trump has been very open about his desire to promote prosperity in Africa and expand U.S. trade with Africa. Last year, as many of you know, the President released his administration's strategy for the continent, called Prosper Africa. His initiative was focused on helping Africa grow economically and thrive in a self-sustainable way.

Prosper Africa focuses on modernizing how the U.S. government works in Africa through three principal means, first, by making a full range of U.S. government services available both through virtual platform and in the trade and investment centers across the African continent and in the United States; second, through supporting public and commercial transactions by facilitating and expediting deals and managing

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their risks; third, by partnering with African governments to foster business climates that are mutually beneficial for Africa and the United States.

EXIM's products help U.S. exporters in many emerging markets and in particular in Sub-Saharan Africa. The agency takes its engagement with Sub-Saharan Africa very seriously and recognizes the opportunities and challenges Africa presents for U.S. exporters.

Since 1997, EXIM has had a congressional mandate to increase financing for U.S. exporters to Sub-Saharan Africa. Since 2009, EXIM has authorized nearly \$12.4 billion in support of America's exports in this emerging region.

Last month, EXIM's Board of Directors voted unanimously to authorize a direct loan of up to \$5 billion, the agency's largest authorization in its history to support the export of U.S. goods and services for its LNG

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project located in Mozambique.

Through fees and interest earned, this transaction also is anticipated to generate more than \$600 million in revenues for U.S. taxpayers according to EXIM projections. And it will support nearly 17,000 U.S. jobs initially.

EXIM proudly supports smaller transactions like the \$5.9 million deal the agency authorized in July that will support the sale of U.S.-made agriculture equipment to a sugar company in Tanzania.

These projects and many others positively impacted millions while also supporting thousands of good U.S. jobs here at home. It's a win-win.

Last month I met with government leaders from Senegal to discuss how we can increase our bilateral trade. Earlier this year, EXIM signed a \$4 billion memorandum of understanding with the Angolan government to increase the trade of goods and services between

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our two countries.

And just last week during the week of the 2019 annual meetings of the IMF and the World Bank Group in Washington, I held bilateral meetings with export credit agency heads from several emerging markets, including Afreximbank. And on Friday EXIM had signed an MOU with the Republic of Senegal to enhance economic cooperation and trade between our countries.

That's what the Prosper Africa initiative is all about: increasing two-way trade. We want African countries to know that we want fair, free and flourishing markets in an environment where they can determine their own economic futures in a financially sustainable manner.

EXIM is an important tool in helping realize these goals. I look forward to working with my government partners in other countries and here today.

Thank you so much, Chairman Runde, for

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your leadership. Thank you, Director Pryor, for your leadership. Also, Spencer Bachus is very focused on the small business aspect of what we do. And we look forward to a very good discussion. Thank you.

SAAC CHAIR RUNDE: Thank you, Chair Reed. I'm very grateful.

We're going to first hear from Lisa Coppe --

MEMBER COPPE: Yes, Coppe.

SAAC CHAIR RUNDE: -- who is the senior manager for Sub-Saharan Africa at USTDA. The U.S. Trade and Development Agency has an excellent relationship with the U.S. EXIM Bank. And I would argue that they have almost sort of a synergistic relationship. Thank you for being here.

MEMBER COPPE: Yeah, thank you so much, Dan. It's actually really a pleasure to be here surrounded by our partners, our partners under Prosper Africa as well.

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I do feel that USTDA, as the project preparation agency of the U.S. government, could really come together with EXIM Bank with a good one-two punch to support U.S. exports to Sub-Saharan Africa.

So we actually, the U.S. Trade and Development Agency, also like EXIM Bank, we work alongside and in support of U.S. industry to further the implementation of sustainable infrastructure projects. And our focus is developing and emerging markets.

Sub-Saharan Africa is a priority for us. We have actually over the past four years tripled our portfolio across Sub-Saharan Africa. And we see great opportunity across the infrastructure sectors.

And that's why we're particularly excited about Prosper Africa as sort of a convening initiative to bring together the U.S. government to support U.S. industry in Sub-Saharan Africa.

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We actually just announced very recently that for every dollar that we spend we've actually, we support \$111 in U.S. exports. So that's what comes out of our project preparation funding. It's been growing. It's really exciting that for every dollar we spend we are helping support \$111 in U.S. exports. And that's something I think we want to partner with EXIM more on.

But we had a history of partnering with them. And I think one great recent example is in Ghana we're actually working really closely with EXIM Bank on putting together packages, an application for an EXIM one.

We're supporting the Ministry of Energy in Ghana to look at 50 sites for main grid. So we're looking at islands in the Volta region. And the Ministry of Energy, like a lot of our partners in Sub-Saharan Africa have said, we want U.S. EXIM support. We want to bring in U.S. companies. We want to see U.S. companies here.

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And so we said great, absolutely. USTDA, we can come in and we can provide grant funding for this early stage to look at how, what needs to be done at these 50 sites that you've identified, what's the work that needs to be done to actually prepare a loan, a request for a loan from EXIM.

And so we're funding putting together those tender documents. We're funding the feasibility study work at those 50 sites. And we're helping the Ministry of Energy get to that point so that they can bring in EXIM at those sites.

And I think that's a great example of a partnership that we've had, but also something that we'd like to continue to do more of in Sub-Saharan Africa and globally really, because we do have this, as Dan put, synergistic relationship between USTDA and EXIM and that we're both mandated and focused on supporting U.S. exports. And so I think that's something really exciting

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under Prosper Africa.

Just to backtrack a bit and talk about USTDA, just so everyone is aware, you know, we're an independent U.S. government agency. As I mentioned, we're the project preparation agency of the U.S. government. Our focus is to support U.S. companies in emerging markets.

But I just want to say really quickly that we sort of have two silos of business. One is our project preparation work, our grant funding, where we can provide grants to overseas entities, and U.S. companies perform the work in our goal as U.S. exports.

But then also we fund reverse trade missions where we bring in buyers from overseas to the U.S. to meet with U.S. companies. We just had one in agribusiness over the past few weeks where we had the delegation from Nigeria travel to Nebraska, to Iowa and across the U.S. to see U.S. technology in action.

And that's something that we partnered

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with EXIM on. And they were able to talk to EXIM Bank about how to utilize their tools in agribusiness to facilitate those sales between U.S. industry and our Africa partners.

We had over 20 missions, reverse trade missions like that last year across all sectors. And I think that's an area that we look to partner with EXIM more on. So we're excited to be here today. Thank you.

SAAC CHAIR RUNDE: Lisa, thank you very much. Let me ask you a leading question. If the EXIM Bank is not reauthorized, is that bad for USTDA and is that bad for our engagement in Africa?

MEMBER COPPE: Yes, it is .

SAAC CHAIR RUNDE: Thank you very much.

(Laughter.)

SAAC CHAIR RUNDE: That's the right answer.

MEMBER COPPE: I mean, we've heard

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from U.S. companies that they have product issues in terms of their U.S. manufacturing because they need U.S. EXIM support in order to maintain U.S. manufacturing.

SAAC CHAIR RUNDE: Just one last question, if EXIM Bank is not there, could you see African buyers buying Chinese products instead?

MEMBER COPPE: I mean, we've heard that directly from our partners overseas.

SAAC CHAIR RUNDE: Okay. So, just for the record, you got that, right? Okay. So just to be clear that if we don't have a fully functioning EXIM Bank, clients have other options, including the Chinese. And so we need a fully functioning EXIM Bank. And you heard it here. Is that right, Lisa? Do you agree with that? Thank you very much.

Okay. Ramsey Day, Senior Deputy Assistant Administrator for the Africa Bureau of USAID, a good friend and colleague, I'm so

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pleased you're here. I'm so glad you're in government service. Thank you for being here.

MEMBER DAY: Thank you, Dan. I will be very quick. But I also want to thank both you and Chairman Reed for having us today.

We are also very, very excited about Prosper Africa. We think that it is a long time coming. And I think the bottom line is it's really a recognition that the U.S. government can do a better job and a more robust job in terms of supporting U.S. commercial interests on the African continent.

I want to make just a couple of quick points. And I can talk a little bit about USAID. But I want to be brief so we can open it up for conversation.

I think it's important to note that Prosper Africa is not a program. And I think it's, it can be very, you can very quickly go into that mentality of, okay, how much money are we going to put towards Prosper Africa and then

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what's going to be our return on that. That's actually not what the goal here of Prosper Africa is.

It's a banner. And it is a policy commitment that we are going to prioritize supporting trade and investment on the African continent, because we believe at USAID that that's good for African development but it's also good for American businesses.

We hear day in and day out on the African continent that African countries want to do business with the U.S., but we're simply not there. If they had an American option, then they would take the American option, but they don't. And so they don't have that option.

And so I think that's a critical element in terms of how we frame Prosper Africa and that we can't kind of fall into that trap of what's the number, what are we going to get, what country is it going to go to, et cetera, et cetera.

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And then secondly, the modernization component of this I think is also incredibly important. And I'll use USAID as an example.

One of our primary contributions to Prosper Africa is going to be our USAID trade and investment hubs. We have three hubs on the continent, although they are networks. They're not necessarily a specific storefront, one in South Africa, one in Kenya, and currently one in Ghana.

And these were set up in the mid-2000s to help African firms gain access to the U.S. market.

SAAC CHAIR RUNDE: Keep talking.

MEMBER DAY: However, times have changed in that we want to promote two-way trade and investment. And so these platforms are just that. They are a platform by which we can facilitate two-way trade and investment.

So those need to be modernized. That mandate was specific for supporting African firms

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gaining access to the U.S. market via AGOA. And that, of course, is -- under the banner of Prosper Africa, we're going to be supporting those and increasing our support, because they've been on somewhat of life support over the last several years.

So one of USAID's primary contributions on this is the fact that we have tremendous relationships all around the African continent, whether it's governments or at the local level.

USAID has 3,000 employees. We've got 40 offices, whether it be missions or country representatives. And so we have a tremendous amount of market intelligence and knowledge about what's going on and what deals are potentially available to American companies.

The idea around Prosper Africa is that we would develop a much better system of bringing in that information and that market intelligence and then being able to disseminate that to

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American companies.

And I think I'm going to use Bob, if I may, as an example. Bob and I were just having a quick conversation. And then he's been doing work on the African continent for quite some time, but very rarely if at all has he engaged with the U.S. government.

We need to change that. And that's the whole idea around Prosper Africa is that we've got to demystify this behemoth of the U.S. government in terms of an American company wanting to do business on the African continent but where do you start, who do you go to.

We have over 40 tools that are available to American companies to support their interests on the African continent. And yet it's very difficult to navigate that network. And so the whole goal around Prosper Africa is to be able to simplify that process.

SAAC CHAIR RUNDE: Okay. So let me ask you the same question. Are we going to --

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so, Ramsey, if the EXIM Bank is not reauthorized, are you at USAID going to feel the lack of the EXIM Bank presence in your ability to carry out the vision of Prosper Africa?

MEMBER DAY: Absolutely, 100 percent.

SAAC CHAIR RUNDE: Thank you. Okay. Good. Great. Glad you're here. Okay. Steve Dowd, what a pleasure. I'm so pleased you're here.

You're the U.S. Executive Director. So you're sort of the U.S. ambassador equivalent or U.S. representative to the African Development Bank. We're the largest non-African shareholder in the African Development Bank. You have a finance background, fortunately, in the Trump administration. Thank you so much for being here.

MEMBER DOWD: Thank you, Dan. And I like your leading questions. Our lawyer in the panel, I can see him cringing with --

(Laughter.)

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SAAC CHAIR RUNDE: Subtlety and nuance have never been --

MEMBER DOWD: Yeah, yeah, yeah, I get that.

I certainly agree with a point Ramsey just made, that Africans do indeed want to do business with the U.S. And it's not so easy. And, yes, China is very aggressive.

And to me, there's something of the tortoise and the hare. We're moving a little slowly, but we're moving forward. And there are a number of things we're doing.

Let me start with the African Development Bank. So the Bank is the key institution on the continent for trade and investment.

And I know that there -- or I understand there is actually an existing agreement with, or it's in your charter to engage with the African Development Bank. I suspect that that has been kind of moribund for some time.

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And I'd like to revitalize that and strengthen it and if we've already got it. And I would certainly work the other side of it.

As a matter of principle, though, just to be clear kind of for the record, that sustainable lending is a key element of what we believe in. And I need to say that for the record.

And we're not comfortable with certain types of lending and so on. I won't go into that. We certainly support strict compliance with the IMF World Bank debt sustainability framework.

And also, for me personally, I am the chairperson of the audit and finance committee of the bank, which is quite a role. I won't go into it.

But I would just say that the OECD convention on anti-bribery is a very big deal to me, and I think that certainly for EXIM and all American companies it should be at the top of our

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worldview and how we present ourselves.

I go around the continent frequently and I talk to all kinds of groups, Africans, African investors, you know, government people. And here's what I say.

I say we are the good guys. We're not the perfect guys. But we're the good guys. And if you do business with an American firm, you will get value for your money. The Americans will make an honest buck. They will leave you better off than you were. And we will not saddle you with unsustainable debt.

And I think these are fundamentals. I call these the first principles of Americans doing business in Africa, and friends of mine and new friends I think understand this. And I think we need to emphasize that. We're not just an alternative to China. We are a better alternative.

And so we embrace, yeah, we embrace the rule of law. And what we're seeing in the

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world, and I don't want to get off on a soapbox here, but kind of, and certainly in Africa. I live in Africa. I've been there now a couple years. In real time, you're seeing this global struggle occurring between the rule of law and corruption.

And the Chinese model is very often corruption. That's not to say everything China does by the way is bad in Africa. They do some projects that need to get done that we can't do. We should leverage off those and piggyback off of these infrastructure projects. And that's critical.

But sort of on a micro level, you know, I'm not clear. You know, EXIM I think could play a useful role in helping American companies and trade facilitation and simple things, you know, that in Africa maybe aren't so simple. Customs procedures, bills of lading, letters of credit, you know, these things are not easy to do.

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For example, bills of lading in Africa are not computerized. So, I mean, there's something maybe you have, you know, almost a technical assistance for these kind of details, which would be very beneficial to Africa. Assisting correspondent banking issues --

(Off-microphone comment.)

MEMBER DOWD: I'm actually expecting a guest from Senegal. My guest didn't make it. I was kind of hoping they'd show up.

(Off-microphone comment.)

MEMBER DOWD: Oh, Daouda. Yes, let me introduce Daouda. This is terrific, because I think you might not have heard it, Daouda. But the chairperson talked about an engagement with the government of Senegal that they recently entered into.

Daouda is the senior adviser at ministerial level to the president of Senegal. So he's a big deal. He's a dear friend. And I appreciate him coming, because we want to make

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sure the Africans hear this, especially the Africans hear this kind of stuff. So thanks for being here.

I would also, finally and I guess in conclusion for the moment, you know, something even like customs clearance, you know, the French are masters at this in Africa. And that sounds like some kind of a detail. But it's really not.

And if we can, you know, dedicate some, as I say, perhaps technical assistance in these more mundane areas, they could have a lot of impact on American companies. So, thank you.

SAAC CHAIR RUNDE: So, Steve, can I ask you a leading question?

(Simultaneous speaking.)

SAAC CHAIR RUNDE: So, Steve, you live on the continent. So, if the EXIM Bank is not renewed and we have less American presence and engagement in Africa, is that a bad thing for the United States? Is that a bad thing also for the continent of Africa?

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MEMBER DOWD: Yes, that's --

SAAC CHAIR RUNDE: Thank you.

MEMBER DOWD: Okay. That's a yes or
no, right?

SAAC CHAIR RUNDE: That's a yes or no.

(Laughter.)

SAAC CHAIR RUNDE: Okay. Thank you.
So you would think from your perch that it would
be very important for the U.S. EXIM Bank to be
reauthorized.

MEMBER DOWD: I do, and especially and
work in a cooperative way with -- let me just
extemporize for a moment.

SAAC CHAIR RUNDE: Yes, sir.

MEMBER DOWD: The African Bank has
certain what I would call off-balance sheet
assets that the Bank could probably leverage.
It's in all 54 countries. It has tremendous
political credibility. And it has a powerful
direct operations virtually in every country.

So you could leverage off that through

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our office. And I offer that to you. And it could save you a lot of pain and struggle to leverage off of the existing things that are there. Thank you.

SAAC CHAIR RUNDE: Okay. Thank you, Steve. Thank you. Worku, thanks for being here.

MEMBER GACHOU: Of course.

SAAC CHAIR RUNDE: I'm really grateful you're here. I think OPIC and the new DFC, when it becomes the DFC, is going to be very fortunate to have you leading their Africa work. And you've had a wonderful career on the Hill and also in a law firm. So thanks for being here. Please.

MEMBER GACHOU: And thank you so much. So it's a pleasure to be with everyone here this morning, a room with a lot of old friends and a lot of longtime Africa watchers. So thank you.

As many of you know, OPIC, the Overseas Private Investment Corporation, is the U.S. government's development and finance

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institution. We have a number of financial products that we offer to our clients to help stimulate foreign investment in emerging and frontier markets. And so we do that is through our debt financing, through our political risk insurance and through our fund of funds.

You know, I oversee our Africa work. And what's exciting is that Africa currently is OPIC's largest regional exposure at about \$5.8 billion across 152 different projects.

And so, you know, when we think about, you know, where will OPIC and the new DFC go to in the next 10, 15 years, it's the continent and recognizing the challenges but then also the opportunities and the means where OPIC can and the new DFC can play an important role.

You know, a lot of the people are excited about the BUILD Act and what will transpire into the new Development Finance Corporation. And as many of you know, you know, the BUILD Act provides OPIC increased

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flexibilities and new tools to increase our output in a lot of these markets that we care about.

And so, you know, I think, you know, when we look at, you know, our increased mandate of \$60 billion from our current exposure level of 29, the one thing that keeps me up at night is ensuring that, you know, we have a pipeline of good bankable deals to utilize this increased lending limit. And that's where I think our cooperation partnership through Prosper Africa and with the Export-Import Bank will play a key role.

As many of you know in this group, you know, these infrastructure projects and these large development projects, you know, take time to actually structure. And there are many different financial components to it.

And, you know, in a lot of our discussions with project developers, you know, they see a possible spectrum of U.S. government

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assistance that can help them throughout the process but really isn't readily accessible, right.

So, you know, in a perfect world, the TDA can provide feasibility assistance. Where there's sort of gaps, USAID could come in and provide grant and technical assistance.

And then, you know, as you look and talk to project developers, right, they need an active and strong export credit agency to ensure that the equipment and goods that they are using to actually build these projects are sourced and good financial rates. And then OPIC can come in with our long-term sustainable debt.

And so, for me, that's truly kind of what's exciting about Prosper Africa and strengthening our relationship with our other interagency partners.

You know, a lot has been made about the BUILD Act and, you know, the \$60 billion figure and our ability to do equity investments.

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But for me, I think what's also important is our kind of internal, back of the house fix.

OPIC, through the BUILD Act, will now be, or the DFC, excuse me, will now be a strong interagency partner for all of our sister agencies here around the table.

And so, recognizing how, you know, we will, you know, be able to kind of be more proactive in our approach to transactions and deals and recognizing, you know, if the Export-Import Bank is working for a project developer and they haven't thought about OPIC, you know, we'd hope and expect that, you know, EXIM would, you know, raise it to us. And then, if we are working with project developers that are looking for an export credit agency, obviously, the Export-Import Bank will be our first choice.

So I think it's through this lens of, you know, better interagency cooperation and ensuring that, you know, we are creating the most level and, you know, level kind of playing field

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for our project developers in these really tough markets, is what will be the difference maker.

SAAC CHAIR RUNDE: Worku, I have a question for you. So --

MEMBER GACHOU: Yes.

(Simultaneous speaking.)

SAAC CHAIR RUNDE: You're the point person for Africa. You've worked in and cared about Africa for a long time. Worku, if the EXIM Bank is not reauthorized, is it going to impact your work, and is it going to impact the ability of the United States to engage in Africa, and is it going to hurt our ability to engage with Africa?

MEMBER GACHOU: Yeah, I mean, like I said in my remarks, you know, project developers are trying to get their deals to financial close. And for that to happen, you know, they need an active, active export credit agency to help the financial structure.

We play a small, important piece, but

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there's so many different pieces to this puzzle that Export-Import Bank would have. You know, Export-Import Bank not being reauthorized will impact all of our work and all of our business lines.

SAAC CHAIR RUNDE: Perfect. Thank you. Okay. Mima Nedelcovych, what a pleasure. So Mima had this job 20 years ago, this role as the chair of the EXIM Sub-Saharan Africa Advisory Committee, I think the first chair.

You were the U.S. Executive Director. You had Steve Dowd's job in the Bush 41 administration. And you've been an Africanist for at least 40 years. And I met you on my first trip to Africa and Senegal almost 20 years ago. What a pleasure to see you here.

I thought it was very important that we have a private sector voice and a seasoned voice who's worked with the EXIM Bank, who's worked with TDA, who's worked with OPIC, who's worked with AID, worked with all the U.S.

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government agencies, has worked with the African Development Bank, and has worked on the continent to talk about this issue of how can the EXIM Bank work closely with other federal agencies to operationalize the vision of Prosper Africa. The floor is yours.

MEMBER NEDELCOVYCH: Thank you, Dan. Thank you for the invitation, Chairman Reed, a real pleasure. It is 20 years exactly, the inaugural team. And I feel like the mechanic coming out with all the tools --

(Laughter.)

MEMBER NEDELCOVYCH: -- probably been in one of these positions at one point or another, you know, working with U.S. business. I have spent my whole life on the continent. And it is 40 years on the business side.

And I think and I'm glad we went in this order. I wanted to really be able to come as the sort of the user, if you will, of all that, the seasoned one and for those, as Bob, that were

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working closely with South Africa, maybe not as seasoned.

There is, as Ramsey said, you know, there's a need to demystify sort of the various alphabet soup of agencies of the U.S. government. One of the best things that I've heard actually, these deal teams at the embassies where really things happen where somebody will be a point person to really work with the U.S. corporates and developers.

But I think the real key here and the point I want to make is that, since 2000, yeah, almost 20 years ago, the continent has changed big time. I mean, there were MOUs we did. In fact, I think I signed an MOU with African -- I mean, the EXIM Bank with the African Development Bank, back then OPIC and others.

But why did that not really take, so catch friction and faction, rather, is you did not have a business sector on the continent. You now have, 20 years later, a mature African

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business sector. There's people. There are businesses to do business with.

You know, 30, 40 years ago when Schaffer did the first project -- by the way, I chair also Schaffer Group, so very close in line. Schaffer's been around 45 years for its projects, the sugar mill and Cote D'Ivoire in the '60s.

We were scratching stupid deals, you know, all over the place. Now real things are happening. And that's why I take the heat of my wife for coming back on the romp, as they say, because there's real things to be done.

So, in those real things to be done, and each agency in different places can be of value. I sit on the MCC Advisory Council. Also, I would say that's another one that can be leveraged. I mean, the key is how can we leverage real private capital on top of all this for public assistance or public funding. That's the key.

And this is I think the one place that

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probably EXIM really, really sort of excels, because you have both the public window and the private window. And there's more and more projects or PPPs who can really look and structure both sides of it.

I think the leverage of the DFC, it's only private, or you structure jointly with other entities. But the key is being able to actually finance both sides of the PPPs.

Now, when you say is it only sort of big companies, yeah, there's plenty of the big companies, the big deals, Arcoa and the gas in Mozambique.

But at the same time, I'll come back and understand whether Director Spencer Bachus is more about the SMEs, the fact is you now can do deals because there are SMEs to do deals with. And there are SMEs in Africa who've got three, four, five years of basically, you know, of audited statements that you can then be able to actually do a sale of equipment.

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So the 2, 3, \$400,000 deals are quite doable now with the capability and capacity to have intermediate banks to do the deals. I sit on the board of Vista Bank Group. And the three countries, Abomea, it's a CFA zone, U.S. Bank, focus SMEs when the final step work was, you know, for the \$10 million line facility for Guinea Bank or they have 10 million from the African Development Bank.

But it's to do exactly the SME lending and windmill and enterprises between American companies and African companies. So this is I think a very key part for EXIM on the small side.

On the big side, I'm going to take the example of the MCA South Africa. We met in Angola a year ago, beginning of the year. The ambassador introduced us, Ambassador Fite.

We started talking. I want to say Schaffer doing that grain distribution up in Wambo plateau. He said you got to meet these crazy ass people from Chicago doing solar power.

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I said okay. So what are they doing there?

It ended up really in a totally different kind of structure, bilateral financing for I think almost \$700 million, 600-and-some megawatts industrial at seven sites.

SAAC CHAIR RUNDE: For solar.

MEMBER NEDELCOVYCH: For solar with the whole coming up now for decentralizing. Bob can speak later. But the key was who financed it. The Swedish Export Accreditation. Why? Because there was no EXIM at that -- I mean, there was EXIM. But 10 million, you'd have to do 50 of these deals to come up with 500 million.

So that is, you know, the kind of thing where it's actually a U.S. SME driving the big train that Schaffer has done. But there's a big, huge export potential. So what are we doing in this case?

SAAC CHAIR RUNDE: So it was a lost opportunity for the EXIM Bank --

MEMBER NEDELCOVYCH: What it was, one

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lost -- just came to Chicago for this. But, you know, with Swedish export credit, what are we doing now? Trying to buy a whole bunch of furniture and vehicles and all kinds of things in a sort of borrowed project because you can't come up with the content from Sweden for the actual mechanics part, which is really stored by Tesla. You know, either Cat or GE, the inverters, the tractor, everything is U.S.

So that's in the end, maybe to answer your question before you ask me, but that is the absolute critical requirement in there. Without it, you can't play.

And what has changed, you know, stop that, I really do want to have the answer on the question and answers two things. One, the continent has changed. The players have changed. The buyers understand the whole lifecycle value of things, you know, where the John Deere tractor is a Tata or some other tractor.

They understand even at the government

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side in the end it maybe sometimes takes education, but that it's really the value of the whole cycle of what you're buying.

But we also, this is -- you know, I've spent my whole life on the continent, 40 of them in business. I'm not in town very much. So, when I am, I also try to remind people we ain't the only game in town, folks. We are not.

And, yes, we're the best. We're not just a solution, an option, but the best option clearly. But, you know, if you're not there, you can have the best option; it doesn't matter if nobody knows you're there.

Just look at, I think maybe Daniel sent it to me. I forgot who sent me the number of flights that are now flying the other direction from Africa into the Gulf countries, into the east, into China versus coming this way. What is that? It's a direct result of business traffic.

So what is it telling us? We got to

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be there. And I'll stop there. I'll pick up from there with all kinds of examples --

SAAC CHAIR RUNDE: Thank you, Mima. That's perfect. I think -- I won't ask the question --

MEMBER NEDELCOVYCH: You don't have to.

SAAC CHAIR RUNDE: -- because you've answered the question.

I'm going to turn to my friend, Director Pryor, who's a member of the Board of Directors of the EXIM Bank and is running point on Africa.

DIRECTOR PRYOR: That's right. That's right. Thanks, Dan.

Thank you, all, for your wonderful comments. I'm especially glad to see Worku here. Worku and I worked together when I was at OPIC, and he was in Chairman Royce's office on Capitol Hill when we were trying to get the agency there reauthorized.

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And, Mr. Dowd, I'm very grateful to see you today. And I hope that we can talk with Chairman Reed about ways that we might work more closely together.

We met with the Afreximbank last week, also part of our charter to lean in. And now that we are in business, I'm just going to slide right past that reauthorization because I know we're going to get it. And it's going to be long term, because we need it.

And American businesses are tired of hearing or waiting or seeing. So let's hope for a long-term reauthorization and then some work that we can possibly do together.

As we discuss Africa and the continent, I think it's important to listen to all of these different perspectives, because at the end of the day we really do need to all work very closely together. And it's almost a continuum of where we start and where we end.

AID, TDA, OPIC or DFC, EXIM, we all

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play such a significant role leaning into businesses, getting them to come to the continent with us.

So it's really been -- I appreciate listening to all of your expert opinions here today, as well as discussing EXIM's commitment to Africa, particularly in Sub-Saharan Africa and the agency's programs and priorities in support of the region, which will open markets for American businesses, support Africa's growing middle class. We would have had a different conversation ten years ago, to your point.

Improving the business climate there as well and stimulating the economy, which can in turn provide opportunities for the very high percentage of unemployed youth across the continent, not to forget that's 60 percent in many countries in Africa.

EXIM Sub-Saharan Africa Advisory Committee and our federal partners bring important perspectives to the issue of increasing

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U.S. exports to the region. We all agree, yes, that a whole of government strategy is necessary to substantially increase two-way trade and investment between the U.S. and Africa.

With six of the ten fastest growing economies in the world, Africa is poised to play a pivotal role in the global economy, especially if it can unleash the talents and aspirations of its youth.

Meanwhile, businesses in Africa see a U.S. consumer market of more than 300 million people that already have a purchasing power of \$13 trillion. I don't know what that says about the American population and \$13 trillion worth of spending capacity, but I think it bodes well for the continent.

They're going to continue to need to grow their economies while improving the health and the wellbeing of their communities. And hopefully, with EXIM and that of our sister agencies here today, we can provide the stimulus

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that's needed to help create sustainable economic development.

Africa is an important partner of the United States. I can't emphasize that enough. It's very clear this administration is leaning in. We've had Prosper Africa, Power Africa, AGOA, any number of private sector initiatives.

We certainly shouldn't stop. One is not enough. As many as we can do and keep building on the last I think is the way forward.

I met with Andy Herscowitz at Power Africa the other day. Probably most of you know him. And he said their focus now after Power Africa and the 30,000 megawatt capacity of generation is to focus on distribution, so next steps, right. It's we can lean in but then there are always going to be more.

One other success story I'll just mention, because now that I'm at EXIM and I used to be at OPIC and Worku is at OPIC and we worked with TDA, was the U.S. Africa Energy Development

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and Finance Center. We can never come up with an easy acronym, can we?

But, nonetheless, it was an initiative of USTDA, OPIC and EXIM. And it provided a coordinated approach to clean energy project development.

I'd certainly love to see that continue, and not only continue but let's figure out a way to leverage that relationship and many others beyond the energy sector, because leveraging resources of the USG's economic agencies is perhaps more important now for Sub-Saharan Africa than it's ever been before.

With that, I'd like to turn it back over to Chairman Runde as we can have a more robust discussion.

SAAC CHAIR RUNDE: Thank you, Director Pryor. I think it's going to be very important to hear from members of the Sub-Saharan Africa Advisory Committee. There are some very knowledgeable folks. Let me start with James

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O'Brien. And we'll just go down the line here.
James, please.

MEMBER O'BRIEN: Okay. Thank you,
Chairman Runde. So I'll answer first, yes.

SAAC CHAIR RUNDE: Good.

MEMBER O'BRIEN: -- get that out of
the way.

SAAC CHAIR RUNDE: And so just for the
record, what's the question, so our friend gets
it so we --

MEMBER O'BRIEN: The question is we
think it's absolutely critical to reauthorize the
bank in order to be present in Sub-Saharan Africa
--

SAAC CHAIR RUNDE: Thank you. Thank
you.

MEMBER O'BRIEN: So I run our projects
group, which is the group that does energy
projects. We have a lot of them in different
places. Africa is actually our quickest growing
market. It's the place where we see most things

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happening and developing.

We see projects across their entire lifecycle as well, whether it's from the early development stage into the late development through the financing.

And at least as we see it, there's a role across that entire lifecycle for U.S. government agencies and support for each one, whether it's TDA with respect to the work that they do on project feasibility, with respect to OPIC, now the new agency with respect to finance, certainly EXIM with respect to supporting equipment into each one.

As we see it, the deploying of skills and the sort of a Team America approach makes great sense to us. Just like Steve and just like Worku, we continually hear from our clients where are the Americans. You know, Baker McKenzie is an American firm. Where are you? Why are you not here actually trying to support our projects and doing business with us?

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And, of course, the answer actually is we are there. We have been there. We're doing great work. And we're going to continue to do great work.

But being able to provide support in a profile way that provides an alternative development model that focuses on transparency, quality and capacity-building in market is really what we do best.

And it's terrific, Chairman Runde, that you've convened this and can bring this to everybody's attention. Thank you.

SAAC CHAIR RUNDE: Flori Liser, thank you for being here. What a pleasure.

MEMBER LISER: Thank you. Thanks for having me. And I'm delighted to be a part of this group.

Obviously, Corporate Counsel on Africa has been promoting U.S.-Africa trade and investment for many, many years. We have many members, both U.S. and African companies, both

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multinationals and SMEs. And I would just echo what I've heard from a number of folks that the role of EXIM is critical.

I had a meeting with the head of the Afreximbank. And he was saying that -- I had two meetings with him. And he was saying that one of the worst blows to Africa was the fact that EXIM Bank had not been functioning.

And so I wanted to report that out to you coming directly from the head of Afrexim. He said, one of the worst self-inflicted wounds that I've ever seen.

And so we had an opportunity to work with many of our partners around the globe. African Development Bank is clearly one. Afreximbank is another, to help U.S. companies to partner with African companies to do what, create prosperity.

So, when I think about Prosper Africa, that's what I think about. I think about companies, because they are -- you know, we set

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the framework. Government sets the framework and the environment. But it's the private sector that actually makes it happen.

And this is true for AGOA, something that many of you know I've been passionate about for a long time. If you don't have companies that are investing in Africa's productive sectors, their manufacturing, where will the jobs be created?

And then you have the critical aspect of services trade. Services contributes actually more to African GDP than goods trade. And many people may not be aware of that. So investment into key services sectors, financial services, distribution services, you know, these are all key, IT.

This is all critical for Africa and will create jobs and be a contributor to prosperity on both sides of the Atlantic. This is what happens.

The last point I'd make is there is a

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way that we can also support on this side U.S. SMEs, women-owned, minority-owned, diaspora-owned in connecting to Africa. They have a special or unique maybe is a better way, a unique connection to African businesses, many of which are SMEs and many of which are women-owned and -run.

And so, to the extent that EXIM Bank up and running, I'm a big supporter of having full reauthorization. Let's not do it for a few months. Let's do it for, you know, at least five years in my view.

And EXIM can play a major role in that, which means that it would be supporting both U.S. jobs on our side for, you know, small businesses here, as well as supporting African businesses on the other side. Thank you.

SAAC CHAIR RUNDE: Flori, thank you. I just want to say that I'm so pleased you're here because I think you -- I'm going to take away from this meeting two quotes. One is that

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we are the good guys from Steve Dowd. And we are absolutely the good guys.

But the other quote I'm going to take away is the quote that you had from your conversation with the head of the Afreximbank saying that the greatest self-inflicted wound the United States has committed on the continent of Africa is losing the reauthorization of the EXIM Bank. And so we need to get it back. And thank you so much for being here. I completely agree with you. Thank you.

Gary Blumenthal, what a pleasure. Thanks for being here. You're on the Sub-Saharan Africa Advisory Committee. But you've also agreed, thank you very much, to agree to chair a subcommittee that will help double-click on this variation. We're going to be meeting next in subcommittee on this issue. Thanks for being here.

MEMBER BLUMENTHAL: Thank you, Dan. We've been working in Africa over 20 years. And

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I totally concur with what Mima said, that it's impressive to see how it's changed. And we've always said it's on the cusp. Well, now it is on the cusp. It's happening actually.

I was struck by Ramsey saying there's over 40 U.S. government tools on the continent. And, you know, it's very helpful to have you experts here explaining how all this is integrated.

And you're right. It's difficult for the average company out there to know how to access this. What's the route?

And I just wonder wouldn't it be helpful to have -- it's great to have the affirmation as to the importance of EXIM and all this. But wouldn't it be great to have one piece of paper, a matrix that lays it out so it's crystal clear to the uninitiated about why this is all-important to be together? That's all I have.

SAAC CHAIR RUNDE: Thank you. And

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thanks for your brevity. Thanks for modeling brief. Thank you.

Matthew Kavanagh, you're a member of the Sub-Saharan Africa Advisory Committee. Thank you for being here.

MEMBER KAVANAGH: Thank you. I actually just have a few quick questions, which, you know, maybe we can table for the next part.

But first of all, I mean, I absolutely agree, concur with all of our colleagues here regarding the importance of EXIM Bank, the importance of being there, engaging, the importance of reauthorization.

But I guess a few quick questions. I mean, for Lisa, with USTDA, you know, a standard part of any feasibility study is, you know, filling in the U.S. sources of supply. So you're asking, you know, to, or opportunities for, potential opportunities for U.S. companies.

But how do you I guess continue on from that, you know, post-feasibility study so

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it's not just it ends there, great, it's a piece of paper, but then a Chinese company is coming in and providing the developer with all the solar panels, for example?

I mean, part of it I think is maybe potential proactive outreach between -- or coordination between EXIM and USTDA.

If your funding and feasibility study, are deal teams in country where the developer is, the grantee is aware, can they reach out to the grantee and say here are opportunities, because I don't know if it was Mima or somebody else said it's frequently hard for especially less established developers to understand the alphabet soup of the U.S. government, how to access resources.

So to proactively market EXIM as a post-feasibility study opportunity and creating opportunities for U.S. exports, because I think there are a lot of developers who are happy to take the seed money for a feasibility study, get

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it to a bankable stage, but then kind of, you know, I'm going to, you know, go wherever the opportunities are for the, to fund the study. But I guess if there was some proactive outreach -- is that happening? Can it happen? That's one.

And then, for Ramsey, I guess I'd be curious to hear a little bit about how Power Africa and Prosper Africa are coordinating as initiatives.

And for Worku, you know, everybody hears about, you know, the BUILD Act and being able to, you know, the new DFC to be able to take equity positions and the greater lending authority, which is all wonderful. We also hear about the possibility for grant financing as well and for feasibility studies.

And I guess where is OPIC, DFC with that process? How is that similar to USTDA's role? Is there coordination there?

And how is that incentivizing

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opportunities for U.S. companies in that grant-making authority, because I think that's also, whether it's TDA or this, that's -- the feasibility study is often an entry point for companies who want to, you know, dip their toe in African markets and see how things go? It's very safe and then a follow-on opportunity for greater investment in equipment and services.

SAAC CHAIR RUNDE: Okay. One minute each. Lisa.

MEMBER COPPE: So on the U.S. sources of supply, I would say over the past decade that I've been at USDA, I've seen it sort of morph over time.

And it used to just sort of be like a list of companies that the African partner could take and contact and follow up on. And I would say over time it's changed into more outreach to U.S. companies.

So a lot of our terms of reference and scopes of work now mention that there should be

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outreach, sometimes even round tables, discussions with U.S. companies and so on.

I would say also we've actually on the Africa team in particular we have an implementation manager now, which is focused on the energy sector largely because of the uptick of power work that we were doing under Power Africa, that's specifically focused on helping marry the opportunity between our African partners and U.S. businesses, making sure U.S. businesses are aware of all those opportunities and then also bringing in the financing solutions as well, so he's constantly doing outreach to financiers such as EXIM, to make sure that the right financing tools are in place to bring in U.S. companies so that U.S. source of supply is there.

And then I think the Ghana example that I mentioned at the top is a great example of, you know, how we are and can continue to be working more to make sure that the financing

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tools are there to bring in U.S. companies.

So helping our African partners prepare loan applications to EXIM Bank to bring in U.S. technology I think is something that we can do to help have a more holistic approach to bringing in U.S. supply.

SAAC CHAIR RUNDE: Let me just -- Worku, I know you've got to go. So let me just give you a chance to briefly respond to his question.

MEMBER GACHOU: Sure. Thanks. And thanks for the great question.

Pointedly, I see us as being complementary with TDA. And I think how that actually materializes itself is the way we envision, and again, we're still working through this because this is a new authority. But how I anticipate us utilizing our new technical and feasibility assistance funding is on a project-by-project basis.

So, you know, TDA approaches things

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through sectors and larger kind of holistic approaches for us. If there's a project that we are pretty confident we will finance with our debt or insurance, we can then kind of on the front end provide that technical and feasibility systems to that specific project.

So it will be utilized in a very kind of pointed and targeted way for specific projects.

SAAC CHAIR RUNDE: So someone needs to get Worku's card, walk out with him and get it while he's walking out the door. Okay.

MEMBER GACHOU: Did that answer the -- your -- okay.

SAAC CHAIR RUNDE: Thanks. Thanks, Worku.

MEMBER GACHOU: Thank you so much.

SAAC CHAIR RUNDE: Thank you.

MEMBER GACHOU: I really wanted to be here today, so I moved some things around on my calendar --

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SAAC CHAIR RUNDE: Thank you for being here. It was very important that you were here. Thank you. Thanks.

MEMBER GACHOU: Wonderful. Thank you.

SAAC CHAIR RUNDE: Ramsey, please.

MEMBER DAY: Two quick points. One is to Gary's recommendation on the matrix. I think it's a great idea.

And that is kind of the whole idea around Prosper Africa is that we would actually take all these tools that the U.S. government has, but then have one point of contact that actually companies can come to. And so that they don't have to actually navigate the entire U.S. government, they have an agent that can actually do that on their behalf and to look at what's the roadmap that we think might be a good option for you. And that likely starts with USTDA. But then there are steps beyond that. But that matrix I think is also a good idea.

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On the difference between Power Africa and Prosper Africa, number one, Prosper Africa is all sectors, so which we also include the energy sector.

Power Africa, too, there's a significant difference between Power Africa and Prosper Africa in the sense that Power Africa was kind of scratching at development after people in Africa didn't have electricity. And so we're going to try to bring that to them via private sector partnerships.

Prosper Africa is significantly different in that it is straight up trade and investment. There are development benefits and there are assistance components to Prosper Africa because we do have to help build some of these markets so that there can be a more robust investment process.

But at the same time, everything is in support of the goals of Prosper Africa. So it's at the kind of presidential level, if you will,

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whereas the Power Africa was kind of specific to the energy sector.

The last thing I'll mention is that operationally Prosper Africa will look a lot like Power Africa in the sense that we're going to facilitate deals. We're going to look at the enabling environment in the country and look at how can we make adjustments and do technical expertise.

But I think the new component of this within Prosper Africa operationally is: how do we modernize how the U.S. government actually looks outward to American private sector? So that part is somewhat new. But operationally I think you'll see a lot of similarities.

SAAC CHAIR RUNDE: Great. Thank you. Okay. There are several folks on the call who are members of the Sub-Saharan Africa Advisory Committee who've called in. Thanks for keeping your phones on mute.

If you'd each briefly, shortly,

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briefly identify yourself. And if you could, I'd welcome a brief comment from each of you if you would like.

MEMBER SULLIVAN: This is Paul Sullivan of Acrow Bridge. Daniel, I'll model brevity as you suggested.

SAAC CHAIR RUNDE: Thank you.

MEMBER SULLIVAN: We're a mid-market firm. Acrow Bridge over the last 18 months has supplied over \$95 million of prefabricated modular steel bridges to Zambia and Cameroon. So we have a little bit of insight as to how important EXIM Bank is.

I think it's important because Acrow's -- our story is important because Acrow's competitors are either Chinese or European. And in the real world, perception is reality.

And even as we're developing projects now, the feedback we're getting is that our competitors are saying that no matter Acrow's track record, they do not have support. EXIM is

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dead and it continues to be dead. And here are the headlines. These are the practices we're seeing in different markets.

The second point I would make is throughout our history working with Africa and with EXIM Bank, we've also worked through advocacy in Washington, as well as the local embassies in the different countries in which we've operated.

I think it's going to be important as we talk about this sort of Prosper Africa one point of contact, the roadmap, a lot of us are sort of Africa practitioners but also D.C. practitioners.

And as a mid-market firm that's based in New Jersey and manufacturing in Pennsylvania, it's important to make sure -- and I'd love to hear a little bit more from our esteemed panelists here -- how we're going to get that message out beyond the Beltway, because frankly these mid-market firms, the SMEs, the ones who

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will ultimately constitute that second wave of American trade and investment beyond the big blue chips who can sit on projects for 10 to 15 years, how are they going to get the word that this whole of government approach makes sense for them? I'll leave it there.

SAAC CHAIR RUNDE: Thank you. Okay. Other members of the Sub-Saharan Africa Advisory Committee on the line?

MEMBER OKPA: Yeah, this is Ejike. I want to thank you for this opportunity. I guess I'm the only one born on the continent who's lived in America for 30-something years.

I think one of the challenges is understanding, you know, when we say Africa, the opportunity for African countries. And each of those countries have their own challenges.

I think what the EXIM needs to do with some of their U.S. partners is to do an index, you know, what are the challenges doing business in each country and to give the outline.

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And at the end of the day, you know, you have to deal with World Bank and IMF in the country. That has to be invested, what sectors are very viable, what are the capacities.

And then at the end of the day, you have these fluctuations that make it very hard for most African countries to sustain and pay their debt.

When I came to America, the Naira was \$220. That was 22 years ago. So, if you have one million Naira in 1987, you almost have \$1.7 million. Today the Naira is only our own dollar.

So if you made a loan back then and wanted to repay, how do you sustain that debt? You know, what are the assurance and improvements that promise to be there to pay for these debts?

So it's not like the Africans don't want to do business. It's just we need conditions. It needs to be addressed in such a way that it gives the comfort and stability that paying back the debt, you know, will be met.

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SAAC CHAIR RUNDE: Great, great.
Thank you very much. Are there anyone else on
the line?

MEMBER KAVIA: Good morning, Daniel.
This is Kusum Kavia with Combustion Associates
from Los Angeles, California. So we are a --
manufacturer of power generation equipment.
We've been --

SAAC CHAIR RUNDE: Sorry, we're
losing you. We're losing you. Are you in a car
or --

MEMBER KAVIA: Is this a little
better?

SAAC CHAIR RUNDE: Yes. Okay. Now
we can't hear you again.

MEMBER KAVIA: Okay.

SAAC CHAIR RUNDE: It must be Chinese
intelligence.

(Laughter.)

MEMBER KAVIA: No.

SAAC CHAIR RUNDE: Okay. We can hear

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you now. Please go ahead.

MEMBER KAVIA: Okay. So as a U.S. manufacturer of power generation equipment that does go to Africa, we hear all the time that the Chinese are at the table. They're coming in with financing, and they're coming in with their own equipment. And then, of course, with the large infrastructure equipment is the whole operations and maintenance, which is very long term.

So what we've seen just recently visiting at the U.S. fair in Lagos, Nigeria in May is that there is a huge demand for U.S. equipment and services. We need to bring financing to the table with our equipment to be able to even get the interest from the African consumers.

U.S. EXIM Bank is that tool for SMEs, and we absolutely need to have that reauthorization and those letters of interest ready to be able to do business.

SAAC CHAIR RUNDE: Great. Thank you

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very much. Is there anyone else left on the line? Okay. Good.

Director Bachus, I'm so pleased you're here. I think it's quite important that you -- I'm so pleased you're able to join us because you've been tasked with leading the charge on small business.

And we've heard this conversation. There's been a discussion about small business. There was a question about how are we going to engage with companies, especially those companies that aren't so Washington savvy?

I'm sure you've been thinking about and working on these issues. Thank you, sir, for being here. Would you want to make some comments? We'd welcome any thoughts you have about this.

DIRECTOR BACHUS: Well, I have -- I go to Nebraska later today. And I've been traveling throughout the nation and visiting our small businesses. And I think many of you -- are

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you in the lumber business?

MEMBER KAVANAGH: No, power.

DIRECTOR BACHUS: Power business, oh, I was going to use you as an illustration.

But I visited a small business in Ravenel, South Carolina. And they are -- I was a railroad attorney, so kind of that was in my kind of expertise. They are producing a 600 horsepower switch engine that my secretary operated. She was with me. She's not my secretary. She's my assistant, Elizabeth Thomas here. She was able to operate it. It's that simple.

I had been to county over the last year and seen some of these units at the grain elevators. The Chinese are selling a 2,500 horsepower engine that costs about three or four times as much for the same need. This company exports to Canada; they export to Mexico. They don't export to Africa, and basically they were saying they don't know how.

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And it, you know, Senegal, their delegation was here last week. And they're going to expand their rail network. And you can actually use these engines in a commuter rail. And it's a product that we manufacture, and we should be exporting it to Africa.

SAAC CHAIR RUNDE: Absolutely.

DIRECTOR BACHUS: And that's just one example of something --

(Simultaneous speaking.)

DIRECTOR BACHUS: --- what we do well, America innovates. I think China copies.

SAAC CHAIR RUNDE: Or steals. I said it. No one else did for the record.

(Laughter.)

SAAC CHAIR RUNDE: So Chair Reed, I'm just wondering and maybe, Director Pryor, if each of you might just comment on this issue. You both, as well as Ronald Well, along with Director Bachus, do a lot of outreach here in the United States.

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Could you each just comment a little bit of the kind of outreach you're doing to educate American businesses about the opportunity to work with the EXIM Bank?

CHAIRMAN REED: Absolutely. Well, within one week of being confirmed, I was on a plane leading our President --- President's delegation to the swearing in of Cyril Ramaphosa in Pretoria, South Africa.

And the charged city there gathered all the businesses on the continent to do a round table with us because we're now reopen for business. And so it's really important I think to have presence there. But I really would like to stress, as we sign these MOUs with countries like Senegal and others, we really need to have deals coming to us for our U.S. businesses to know about. And I'd really to love to hear from our experts here. And I really want to give a special thanks to Steven Dowd. I was with Dan at CSIS when he pinged you to be here today.

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What can we do to get these countries to give us a list of deals that we can then share with our U.S. businesses? And I'm thinking of that as we get ready to host our annual EXIM conference next year, where we hopefully will have more than 1,000 attendees ready to be back open and support our U.S. workers.

SAAC CHAIR RUNDE: Thank you. And before they respond, I'd love to, Director Pryor, do you want to add anything about that?

DIRECTOR PRYOR: Just quickly, Chairman Reed was very busy last week with so many meetings, many delegations that came in, as she mentioned, Senegal. Most recently the Afreximbank was here.

And I think that after being shuttered for four years, you know, as a government agency we all suffered the same issue of no advertising budget, no marketing dollars. How do you really get the word out?

So through speaking engagements and

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folks on the ground, convincing them that we're open for business and staying open and hopefully for a long period of time is going to be critical.

And I think I'm going to be heading to London next month to speak at a conference for the chairman in Africa. And there will be many African businesses and government officials represented there.

But there really is -- you know, we just have to start leaning in and really trying to spread the word. And the best way to do that is the ripple effect, which means through you, through your engagements. If you are speaking somewhere, please, you know, remind folks that the EXIM Bank is open for business.

It's going to be a little bit of an uphill battle. But I think once we have a solid reauthorization, then we can say we're here to stay, and people will not hesitate to engage.

SAAC CHAIR RUNDE: Okay. So, for each of the panelists, one minute each on Chair

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Reed's questions, starting with you, Lisa, and then all the way to Mima. Go ahead.

MEMBER COPPE: In terms of how we can work together?

SAAC CHAIR RUNDE: Yes.

MEMBER COPPE: Yeah, absolutely. I mean, I think in terms of -- I think we're already working well together, and I think we'd like to strengthen that, particularly under Prosper Africa. It was great to have EXIM be a part and speak at our business briefing and attend our meetings that were in Nebraska and also Iowa. It's good to have EXIM as a partner as we travel across the U.S. and have our reverse trade missions in agriculture and other sectors.

And then in terms of project preparation assistance, it's helpful for us to be working really closely with EXIM to make sure that USTDA is funding support that can directly tie in financing to help bring in U.S. businesses. And we look forward to continuing

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that relationship.

SAAC CHAIR RUNDE: Thank you.
Ramsey.

MEMBER DAY: Absolutely. I think that the EXIM has played an absolutely critical role in the thought leadership within the development of Prosper Africa. So we're very, very grateful.

I know this isn't a hearing. But I want to answer the question I want to answer as well if that's okay, the question on how do we get the word out. And I agree absolutely with the Director.

But I would also add that one of the riddles that we're trying to solve in kind of thinking about Prosper Africa is: how do we bring it to scale? You know, this isn't necessarily about how to get someone to sell 12 more baskets than they sold last year, but how do we actually bring this really to scale?

And I think one of the key elements of

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that is the networks. There are existing networks; some of them need to be strengthened. I'll use our AmChams on the African continent for example. Great network, however, they historically have been quite weak. So what can be done? We're looking at it now --

(Simultaneous speaking.)

MEMBER DAY: Yeah. How can we actually strengthen those networks? How do we connect those networks with the USAID trade and investment hubs, along with let's say the USEACs, the U.S. Export Assistance Centers, all around the country? And so are they aware of what's going on with Prosper Africa?

So a lot of these tools are actually there, but do they -- have they been interconnected over time? And are there ways in which we can actually strengthen those connections?

SAAC CHAIR RUNDE: Ramsey, we should talk offline about this, but I suspect there's a

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lot of historical learning in the USAID about enabling other AmChams, whether it's in the Americas or in ASEAN --

MEMBER DAY: Yep.

SAAC CHAIR RUNDE: -- sort of engage, sort of kind of priming the pump or --

MEMBER DAY: Right.

SAAC CHAIR RUNDE: -- engaging and kind of setting the table for other parts of the U.S. government to engage. So we should talk more about this. Steve.

MEMBER DOWD: Well, thank you. I really can't offer any magic here. I'm not a government agency. I would say, though, this path has been trod by many. And we can leverage. And EXIM can leverage off of like the African Development Bank. There are a lot of resources that can be leveraged. But if you will permit me a slight divergence --

SAAC CHAIR RUNDE: Of course.

MEMBER DOWD: -- my dear friend, if

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he doesn't mind me putting him on the spot --

SAAC CHAIR RUNDE: I'm going to put Bob on the spot later.

MEMBER DOWD: Well, we have an African --

SAAC CHAIR RUNDE: -- we'll double spot --

MEMBER DOWD: All right. Well, I didn't know how long he was going to be here. And Daouda is not only a close, personal friend, but he's a friend of the United States.

And Senegal's been mentioned half a dozen times here. And I would like to -- sorry to put you on the spot, Daouda. But as the African here, do you have any sort of reaction to what you're hearing, or would you have a suggestion of, you know, why don't you guys just do this?

(Simultaneous speaking.)

SAAC CHAIR RUNDE: -- and sit in this chair and speak in the microphone.

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MEMBER DOWD: Yeah, there we go.

SAAC CHAIR RUNDE: For the record.
Your name and your, name and title.

MR. SEMBENE: All right. Well, I
didn't know that Steve would put me on the spot,
but I'm ready to take it. That's okay.

SAAC CHAIR RUNDE: Or you can thank
him for it later.

MR. SEMBENE: No, that's fine. My
name is Daouda Sembene, and I'm a senior economic
adviser to President Sall of Senegal. And I'm a
former IMF executive director here in Washington,
when I was representing 23 African countries --
primarily Francophone countries including
Senegal.

So I'm now attending, of course, this
committee meeting on a personal capacity, and not
necessarily as a representative of the government
of Senegal. But I can actually certainly be
pleased to tell you what I really think and add
my grain of salt.

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Let me at the outset say, as Steve just said, the U.S. is a close ally and partner to Senegal and Africa in general. I think this is something that was reminded by President Sall during the U.N. General Assembly when he visited the Chamber of Commerce, the U.S. Chamber of Commerce where actually many U.S. companies were there, including Mima, of course, and also many U.S. federal agencies.

And I think it was actually deemed at that time that he indicated that actually our cooperation and partnership builds on the fact that we share the same values, you know, the rule of law, the freedoms, and all of the investment for human rights. And I think that's made us actually close friends.

So, that being said, I think something that I really wanted to say is that we very much welcome the agreeing of the promising meeting that EXIM Bank has had last week with our delegation that was here in Senegal -- in

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Washington. And I think actually it was quite promising the understanding that you had.

So just to continue to what was being said, I certainly agree that, of course, we in Africa face a lot of challenges. It was all related maybe to security here, related to also govern us on the other side in Kasara (phonetic), a priority.

But I think what should be the important feature, and that's what should be also the bottom line, is actually Africa is a land of growing opportunities. And the U.S. should be ready, including, of course, the U.S. embassy should be ready to seize those opportunities.

Of course, as I was saying to Mima, you may have the best option, but if you're not there, no one is going to be able to take that.

So what I would say about that is this. Why are we thinking that we have a lot of opportunities being offered in Africa? We are actually having a growing business sector. I

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think it was pointed out earlier. We also have a growing middle class. I think actually Director Pryor just said that, and I fully agree.

We also have actually a growing market. I think you're all aware of the CFTA, the Continental Free Trade Agreement, which can offer the largest free zone area in I would say actually in the world. So I think this is something that bodes well for Africa, and I think the U.S. should be there to be able to take advantage of that.

So let me say also that leaders like mine, who are like minded, they understand the power of the private sector. Of course, in the past, Africa has been always relying on public investment to sort of misleadingly think that would help the development. But we understand that if you want to have long-term prospects that are favorable, you need to empower the private sector.

And most of the reform that we are

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actually implementing are aiming to that variation. And that's at least what we are doing in Senegal and what businesses at least do.

So let me say, and I certainly agree with Mr. Day when he said that Africa is ready to take the American options. I think, you know, if it is there on the table, we would take it. But it has to be competitive. It has to be also readily available. Otherwise, of course, unfortunately given the large gamble on missed opportunities that we do have, we would be -- of course, we cannot hold requirements. But we certainly are ready to do more business.

SAAC CHAIR RUNDE: So sir, let me just ask you the question I've been asking others. If the U.S. EXIM Bank is not there, doesn't it make it harder for the U.S. to offer Africa an option?

MR. SEMBENE: If it's not there, it would be -- it would have an adverse impact on the U.S. agencies and companies that are trying to actually intervene in Africa. But that would

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also have an adverse impact on us, because we are trying to see how we can attract more U.S. companies in Africa. So if you don't have agencies like Afreximbank -- I'm sorry, like the U.S. EXIM Bank, I think that would be actually, that would make it difficult to achieve our objective.

SAAC CHAIR RUNDE: If you have fewer options, you may -- you know, you're going to go with your fewer options, right?

MR. SEMBENE: Of course.

SAAC CHAIR RUNDE: Right?

MR. SEMBENE: We don't have a choice.

SAAC CHAIR RUNDE: You don't have a choice.

MR. SEMBENE: Yeah, because actually we are facing a lot of challenges and also --

SAAC CHAIR RUNDE: Right.

MR. SEMBENE: -- needs to address, so of course --

SAAC CHAIR RUNDE: Fewer options

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means China. So I'm not going to put those words

--

(Laughter.)

SAAC CHAIR RUNDE: Just for the record, fewer options -- if we don't get reauthorized -- if EXIM Bank doesn't get reauthorized, that means Africa's going to do more with China. And so the U.S. Congress needs to be aware of that and think about that as they're contemplating this.

MR. SEMBENE: Yeah, maybe share that you're understanding the future of transit channel. But for us, actually, it means all partners in the world --

SAAC CHAIR RUNDE: Of course.

MR. SEMBENE: -- but they actually are talking about the what we call non-traditional partners also that are actually --

SAAC CHAIR RUNDE: We are slowly waking up and seeing Africa as an opportunity. Thankfully, folks like Flori Liser and Mima

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Nedelcovych and others are educating us to see and building on many years of engaging with Africa.

We are -- and I think the Trump Administration has taken an excellent step forward with Prosper Africa to see Africa as the opportunity that it is. So we're getting there. But you're right. Thank you, sir.

MR. SEMBENE: You are very much welcome.

SAAC CHAIR RUNDE: Thank you, sir.

MR. SEMBENE: Thank you.

SAAC CHAIR RUNDE: Yes, of course.

DIRECTOR PRYOR: May I just add, just 20 seconds. We've talked about strategy, direction, coordinating. But just from a tactical perspective, I mean, nuts and bolts tactics, the AmChams, the commercial service, training people in embassies, putting together marketing materials that jointly explain how we're working together, that are almost step-

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down. I mean, sometimes it's as simple as that. If everybody is saying the same thing and talking the same talk, it makes it so much easier to coordinate across all of government.

You know, speaking engagements, TPCC coordination, all of these things, yes, tactical, but when all you hear is Prosper Africa, if you can put it in writing and if we're all barking off the same page --

SAAC CHAIR RUNDE: It's great. It's --

DIRECTOR PRYOR: I'm notorious at mixing my metaphors. But, yes, you know --

SAAC CHAIR RUNDE: We need to be barking off the same page.

DIRECTOR PRYOR: We need to be barking off the same page.

(Laughter.)

SAAC CHAIR RUNDE: Okay. Mima, briefly, please.

MEMBER NEDELCOVYCH: Before the

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outreach, I want to get to the point very importantly raised by Daouda, and then we were talking earlier with Jim. Is Africa rising? Is it sinking? Is it going sideways? The fact is it's all of those.

The key is that you have a regression path, and more and more countries are getting it right. And for U.S. business, it's very simple. Tell those that got it right, go and ahead and invest there. Those that don't, forget it.

SAAC CHAIR RUNDE: There's at least 20 that are going in the right --

MEMBER NEDELCOVYCH: There's 20-plus going in the right direction.

SAAC CHAIR RUNDE: Yeah.

MEMBER NEDELCOVYCH: I mean, Senegal is close.

(Simultaneous speaking.)

SAAC CHAIR RUNDE: Senegal is, yeah, exhibit A.

MEMBER NEDELCOVYCH: Focus on those.

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I think that's very important to understand when we're pitching, selling doing business in Africa.

The outreach part, I'm glad you're going to Nebraska. I was at the Omaha thing, actually their first trade mission that DBA did for the agro industry there, to talk about, you know, financing.

What I would suggest -- and I said the same thing the other day in the MCC Advisory Council -- it's great when Uncle Sam agency people talk about your menu of litany of various items you provide. Eyes glaze over. Please make sure as you're having the presentation you got a business person that talks to them, because we know how to talk to one another and speak to one another to understand how to go forward.

Last piece, the coordination, Worku left. I mean, we've got a classic case now, the LNG project in Guinea, right? That's a terminal. We're going to be importing U.S. LNG. We're very competitive in all that.

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TDA just approved a study. Before they even approved it, we already had the financing, started discussions with both USTFC, with the African Development Bank and everyone.

So business also needs to understand: how do you tie up all these various tools? Then that's why I said, when we speak to business, have business people go with you. I mean, you've got plenty of people on the committee. Go out there, please. That would be my recommendation.

SAAC CHAIR RUNDE: Okay. We've got time for -- I want the open session. We have to honor this. This is the microphone. Name, organization, keep it brief so we can get to several folks.

Okay. Sir, with the blue tie, you're first. And then I want to hear -- raise your hands, and I'll -- who else wants to make a comment? Keep it brief: name, organization, brief. Okay.

MR. BERMAN: Bob Berman, Sun Africa,

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we're solar developers here to find out how you guys can help us. We've had exceptional outreach from the ambassadors, but we've got a \$600 million project in Angola. We couldn't get it financed through the U.S. funds. So we wound up getting money from primarily northern Europe. And we pulled the project off without using anything from China. Okay?

So we went and we made the pitch that you guys are talking about. America is better. There's no bribes. There's -- we're not doing anything wrong. And we were able to get Korean, German, Swedish and American products. And we're going to probably start building first quarter.

SAAC CHAIR RUNDE: Chair Reed, if he wants to work in the future with the EXIM Bank, who should he call?

CHAIRMAN REED: Would Greg please raise his hand?

(Simultaneous speaking.)

SAAC CHAIR RUNDE: Okay. Good.

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Okay. Excellent. Others? Public comment. This is your chance. Name, rank, and serial number. Come on over here. Keep it brief.

MR. COOK: Hi, Nicholas Cook here from the Congressional Research Service here in my personal capacity. I just had a question for Ramsey Day.

Two-way trade has been a mandate of the U.S. trade hubs since the Obama Administration's Trade Africa initiative, but they've largely remained focused on AGOA promotion and interregional trade.

So how do you guys plan to operationalize the function of serving U.S. investors, making it a nexus for them? Thank you.

SAAC CHAIR RUNDE: Okay. Ramsey.

MEMBER DAY: Yeah. Very, very quickly, so the trade hubs have been somewhat resource-starved. So we've put a small amount of money into the hubs each year to keep them

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operational. But programmatically, they've been limited to only food security money, so through the U.S. AID Bureau for Food Security. We need to get them resources that don't, are not tied to a particular sector so that they can actually respond to the demands of the U.S. private sector.

I think that would be an absolutely critical component of this in that unless you were in the ag business, the trade hubs really were not in a position to be able to support you unless it was at zero cost. So being able to get them flexible resources so that they can respond to any sector inquiry will be absolutely critical.

SAAC CHAIR RUNDE: Okay. Last call for public comment. Okay. Going once, going twice.

Okay. I want to thank everybody participating in today's public meeting of the EXIM Bank Sub-Saharan Africa Advisory Committee.

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I'm very grateful for all of our guests and for the Advisory Committee members. I'm particularly grateful for the leadership of the EXIM Bank for being here. Thank you all for being here. This meeting is adjourned.

(Whereupon, the above-entitled matter went off the record at 11:25 a.m.)

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