



THE CORPORATE COUNCIL ON AFRICA  
**U.S.-AFRICA AGRIBUSINESS FORUM**  
JUNE 25-27, 2008 · CHICAGO, IL

**“INVESTING IN AGRICULTURE LINKS IN AFRICA”**

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**WORKSHOP DESCRIPTIONS**

*Updated 05/23/08*

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**Thursday, June 26, 2008**

*10:30 a.m. – 12:00 p.m.*

**WORKSHOP 1. Education and Knowledge Building in Agriculture Production**

*(Sponsored by Novus International, Inc.)*

Connecting market demand with improved education and first-hand know-how is essential to robust agribusiness value-chains. Novus International brings together partners that are investing in reducing risk and expanding their business presence in Africa by strengthening human capacity to deliver long-term sustainable solutions in animal agriculture.

**WORKSHOP 2. Tree Crops—Industries Improving Supply-Chains**

This workshop will look at public-private partnerships and their role in strengthening commodity value chains, while addressing social and environmental issues. Specific commodities covered will include cocoa, coffee and the rubber industries. Panelists will highlight how investments that address sustainability issues can deliver gains for both farming communities and business.

**WORKSHOP 3. Project Finance Support from U.S. Agencies**

Accessing financing is pivotal to expanding the base of agribusiness and agribusiness related enterprises – including infrastructure, in Africa. U.S. agencies, including USDA’s Office of Trade Programs (OTP), Overseas Private Investment Corporation (OPIC), and the Export-Import Bank, are committed to building business bridges between the U.S. and Africa’s diverse countries. Panelists will present the mechanisms their agency offers to finance projects in Africa.



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**WORKSHOP 4. Certification to Strengthen Value-Chains**

As Africa's 53 diverse countries place agriculture at the center of economic growth, marked increases in commodity and processed agricultural products are expected. Certification of locally and internationally established standards is integral to smooth product flows along the value-chain. Panelists will highlight investments in capacity building to strengthen the agribusiness value-chain – from farm to fork.

**WORKSHOP 5. U.S. Agribusiness Operations in Africa—Improving Supply Risk Management**

The combination of increasing demand for agricultural products and the renewed focus on agriculture in Africa underpins the opportunity for diverse companies to expand operations beyond traditional geographical production sites. Panelists will discuss public-private partnership opportunities and the role of Africa operations investment in reducing supply risk in their businesses.

**Thursday, June 26, 2008**

**2:30 – 4:00 p.m.**

**WORKSHOP 6. Expanding Dairy Markets in Africa**

Farmer associations, especially in dairy, are integral to building a robust, structured industry that can deliver high-value products to Africa's population. Investments in new bulk collection and chilling plants in Kenya, for example, enable rural farmer groups to focus on productivity and sell to major urban processors. In this session, participants will highlight the role of veterinary and financial services through the dairy collection hubs and the impact on improving productivity and expanding the portfolio of dairy products available to consumers in Africa.

**WORKSHOP 7. Africa's Regional Economic Communities: Larger Markets for Investment**

*(Sponsored by the U.S. Agency for International Development)*

This workshop will address the investment advantages of a regional approach to investment, highlighting the benefit of combined economies and a larger consumer base. Panelists will highlight African Union/NEPAD's Comprehensive Africa Agriculture Development Programme (CAADP) and the regional integration programs underway and in the pipeline that lay the foundation for agribusiness value-chain investment.



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**WORKSHOP 8. Africa's Forestry, Carbon Trading and Climate Change**

As the world confronts the realities of global warming and how human activity affects the environment, both the public and private sectors are seeking ways to create a market for trading carbon emissions. This workshop will look at the role Africa will play in this new carbon trading market, and how businesses can earn gains while also having a positive impact on Earth's climate.

**WORKSHOP 9. Growing the Grain Industry in Africa**

After rising financial pressures in the commercial U.S. grain industry, the need for additional sources of grain has become increasingly apparent. This workshop will highlight the opportunities for African grain exports and discuss the current challenges in the global grain industry. Panelists will discuss the current landscape and lessons learned from case-studies of successful African grain export activities.

**WORKSHOP 10. Biofuels—Expanding Agribusiness in Africa**

*(Sponsored by Buchanan Renewables, Schaffer Global Group & Illovo Sugar)*

Factors in Africa that shape the biofuels versus food discussion include arable land yet to be brought into the economy, aging stands of plantation trees, increased global demand for energy and rising petroleum prices. Ethanol production from jatropha, oil palm, and sugarcane increase farmer access to innovative technology, and revitalize rural economies by creating jobs. The panel will present case studies of current investments in biofuel projects in Africa and outline investment incentives for biofuel projects in several countries in Africa. Panelists will also discuss the exploration of how the use of biomass fuel can be used as a substitute for petroleum as a fuel source to produce electricity.

**Friday, June 27, 2008**

***10:30 a.m. – 12:00 p.m.***

**WORKSHOP 11. Business Alliances: Improving Investment Opportunities**

This panel will bring together a number of experts who will speak to the importance of successful business alliances and partnerships in the agricultural and agribusiness sectors. Representatives of trade associations and alliances around agricultural commodities and social issues will discuss the role of business partnerships in improving the agribusiness investment climate throughout the African continent.



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**WORKSHOP 12. Trade Logistics—Air Cargo, Sea, Trucking**

This workshop will explore Africa's strategic future in the global marketplace. With the impact of e-commerce and growing demand of compatibility with the advanced delivery system, is Africa positioned for the rapidly developing supply chain network? The panel will discuss the current state of logistics industry in Africa, how this fits in to the overall growth of Africa, what the main business opportunities are and how U.S. companies can position themselves in this burgeoning market.

**WORKSHOP 13. Water Management: Investments to Shape Agribusiness in Africa**

Secure water supply is pivotal to increased agricultural productivity, processing of agricultural commodities and expanding the role of agriculture in Africa's diverse economies. The extremes of drought and floods in Africa underscore numerous partnership opportunities. Panelists will discuss private sector water management technologies and public policy approaches to increase the contribution water makes to building sustainable agribusiness value-chains.

**WORKSHOP 14. Expanding Rice Production in Africa**

While the sharp rise in food prices is sounding alarms across the globe, for the African farmer this signals an urgency to increase production in view of the looming demands across the continent. African rice growers and millers envisage a steady surge in demand accompanied with a potential expanded profit margin. The impending food crisis presents several opportunities for investments in a sector that can positively affect local population through significant growth. This workshop will focus on opportunities in rice production and milling in Africa to reduce vulnerability to food insecurity.

**WORKSHOP 15. Food Security Driven by Agricultural Inputs and Farming Technology**

Record high food prices calls attention to the role of the private sector in improving food security around the world. An increased emphasis on agricultural inputs and farming technology can contribute greatly to increased production capacity across Africa. This workshop will highlight the best practices of the private and public sector in addressing the issue of food security through increased investment in Africa's agricultural security sector.

*For more information and registration details visit [www.africacncl.org](http://www.africacncl.org)*

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