

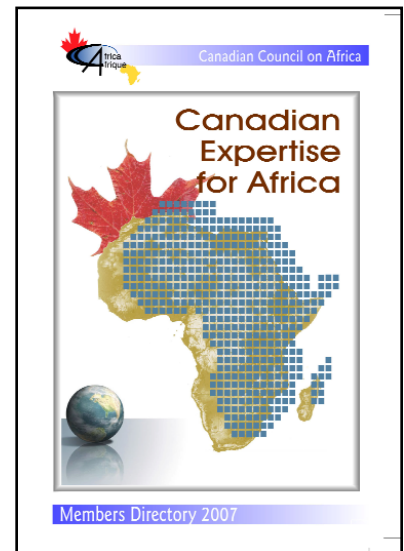
# CCAfrica Celebrates Fifth Anniversary

## Publishes Annual Membership Directory

Created just prior to the 2002 G8 Kananaskis Summit, the Canadian Council on Africa (CCAfrica) has, within five years, emerged as the leading voice for Africa in Canada. Since its launch in Montreal in May 2002, CCAfrica has grown from 40 to 140 members, from an organization without dedicated offices or

staff to one with five offices across the country staffed (full- and part-time) by professionals dedicated to increasing Africa-Canada commercial relations.

As a maturing association, CCAfrica is focusing increasing attention on member services and benefits. To mark our fifth anniversary, we're publishing our first annual **Members Directory** this month. "Canada's leading-edge companies, institutions, and agencies active in Africa" will benefit from their raised profile in this print and digital directory, leading to new contacts and, we hope, new opportunities. You'll notice that we've used ... *(con't on page 3)*



### TFOC & CCAfrica Sign Partnership Agreement

In April, the Trade Facilitation Office of Canada (TFOC) and CCAfrica formalized what had already been a close relationship by signing a partnership agreement that will enhance both organizations' ... *(con't on page 6)*

### DFAIT Developing New SSA Commercial Strategy

During March and April, CCAfrica staff organized six roundtable sessions across the country to solicit private sector input for DFAIT's new Commercial Strategy for Sub-Saharan Africa (SSA). In addition to these sessions, we sought comments via email from across the membership, and together the roundtables and the comments informed our final report and recommendations, submitted April 18th to DFAIT.

### CCAfrica Provides 1000 Business Opportunities to Members

CCAfrica's Business Development Service (BDS) is less than a year old but has already identified and sent to members well over 1000 opportunity leads, project pipeline updates, and market intelligence reports. With the support of DFAIT and CIDA, and working closely our embassies across Africa, the BDS is evolving into a critical tool for Canadian business. *(More "Member Services" on page 2)*

There seemed to be general support for DFAIT's proposed priority countries and sectors, but concern was raised over the lack of current DFAIT, particularly trade staff, representation in some of the top two tier priority countries. In fact, the lament heard across the country revolved around the overall thin DFAIT and Trade Commissioner Service (TCS) presence in Africa. In addition, roundtable...*(con't on page 7)*

### Upcoming Events

May:

- CIM Africa Mining Day in Montreal
- International Development Days - Fredericton
- eLearning Africa & Cdn Pavilion in Nairobi

June:

- Canadian Pavilion at Algiers International Fair
- African Development Bank in Montreal, Toronto, Calgary, & Vancouver
- CCAfrica Business Mission to DR Congo & Rep of Congo
- CCAfrica AGM

*(More details on upcoming events on pp. 10-11)*

# CCAfrica Member Services

## Business Development Service

The Business Development Service (BDS) was launched by CCAfrica in July 2006 and since that time has published more than 1000 opportunity leads, project pipeline and business intelligence reports. Every week our Ottawa-based BDS project manager, Florestan Fillon, and our interns comprehensively review various listings of project tenders and strategic intelligence from a wide number of sources, categorize them, and send the information to members based on their sectors of interest. CCAfrica has generated the support of both DFAIT and CIDA concerning the long term viability of this service, one that complements their own efforts to help Canadians be more active and successful in Africa.

For more information or if you are not receiving your weekly BDS email, please contact: [florestan.fillon@ccafrica.ca](mailto:florestan.fillon@ccafrica.ca) or (613) 565-3011. This is especially important for our new members to ensure they get on the BDS database right away. If we are missing something in the BDS, let us know. Our goal is to make this indispensable to our entire membership.

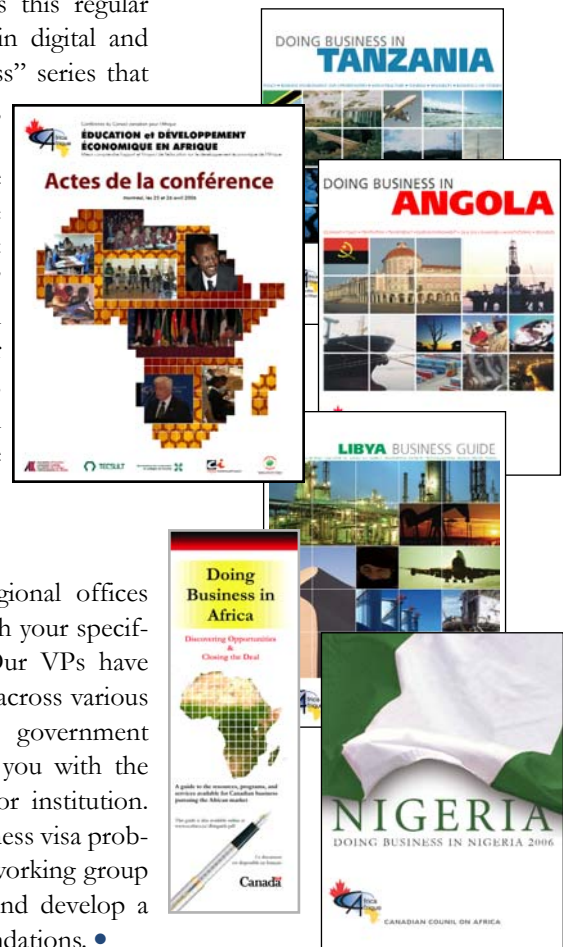
## Publications

CCAfrica not only publishes this regular newsletter, we also publish in digital and print form a "Doing Business" series that so far has covered Nigeria, Libya, Angola, and Tanzania. Recently, we published the proceedings from the "Education & Economic Development in Africa" Conference held in April 2006. You can find the order form for these publications on our website. Members will receive a copy of the "Members Directory."

## Advice & Support

CCAfrica maintains four regional offices that are there to help you with your specific projects and problems. Our VPs have wide experience with Africa, across various sectors, and with Canadian government programs, so they can help you with the issues facing your business or institution. For common issues, like business visa problems, CCAfrica will create a working group of members to investigate and develop a plan of action and recommendations. •

## CCAfrica Business Guides



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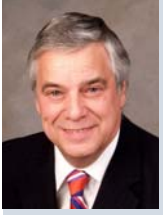
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## President's Report



We've reached the five year mark this month and we certainly have to thank all those members who have been there from the beginning, as well as those partner organizations in government that supported us in our formative years. Since the 2002 G8 Kananaskis Summit, CCAfrica has grown in membership, staff, capability, activity, influence, and reach. We've organized four major conferences, numerous seminars and roundtables, hosted African government leaders, undertaken major policy initiatives including the "Unleashing Canadian Entrepreneurship" review of Canadian aid policy and a report on "Facilitating

Business Travel to Canada," and launched our BDS. But we know we can't rest on past efforts and we have to look forward. Adding value to membership is our over-riding goal.

That being the case, we are expanding initiatives designed to increase business-to-business linkages. Missions remain an important part of this process, and after successful missions to Nigeria and Angola in February, we are focused on Algeria and the Democratic Republic of Congo in June and other missions in the fall. The African Development Bank will be here in June. Our recent agreement with the TFOC will add a whole new dimension of opportunities to our BDS: African exporters looking for Canadian importers. We'll be sending three

interns to Mali, Rwanda, and Tanzania later this year as Business Development Officers working within local business association partners. And we are looking ahead to 2008, when we plan to organize an international conference in Africa on the Urban Transport sector, a tremendous challenge facing Africa's burgeoning cities.

I met with Liberia's dynamic President, Ellen Johnson-Sirleaf, last month, and invited her back to Canada in the fall. We are also expecting fall visits led by the Cameroon Prime Minister and the Nigerian Investment Promotion Centre. 2007 promises to be our busiest year ever!

*Lucien Bradet, President & CEO*

### CCAfrica Celebrates 5th Anniversary

*(con't from page 1)* ... the anniversary to redesign our newsletter, too.

CCAfrica's international network and profile is also growing fast. After two missions to Nigeria, and others to Ghana, East Africa, and Angola, we've built close links with partner business associations across Africa. We have strong relationships with the Commonwealth Business Council and the US Corporate Council on Africa, and this year will be the first that we send business development interns to work with our partner associations in Africa. Our interns will be going to Mali, Rwanda, and Tanzania this summer and be housed with our partner organizations for 4-5 months each. CCAfrica intends to expand its network of affiliated African associations gradually over the next few years, and sees this strategy as another way to increase business-to-business linkages, networks, and opportunities.

Having organized a number of large-scale conferences, seminars, and special events across Canada, CCAfrica is looking to organize its first major international conference in Africa in the second quarter of 2008. Focused on the critical Urban Transport sector, this conference and exhibition will bring Canadian and international expertise to bear on this increasingly challenging issue. •



CCAfrica Past-Chair Robert Blackburn (2nd from right) and Western Canada VP Chris Roberts (centre) attended a presentation by then Nigerian mining minister Prof. Leslye Obiora (right) in Abuja in February, as part of the Commonwealth Business Council's West Africa Investment Forum. On the far left is Nkosana Moyo, Managing Partner for Africa at Actis and co-manager of CIFA. Nigeria's mining sector has been overlooked but new legislation spearheaded by Minister Obiora is opening the sector to local and international investment. Chris Roberts chaired a session at the Minister's Mining Conference on February 2nd just prior to the CCAfrica Nigeria energy mission (February 5-9).

### Reflections from our Founding Chair

Who could have imagined when we launched CCAfrica in the run-up to the Kananaskis Summit just five years ago, that CCAfrica would grow to be the vibrant, influential organization it has become today!

From the 35-odd companies and small organizations with an Africa focus from across Canada, CCAfrica has become the crossroads for almost 150 Canadian educational institutions, companies and related organizations interacting with their African counterparts and working hard with each other and with Canadian federal and provincial governments to

increase Canadian involvement in sustainable economic development in African countries. Enormous strides have been achieved in recruiting new members, extending African business, political and educational linkages, developing missions and other effective member services and building credit with governments and embassies as a source of Canadian expertise on African trade and economic development.

With such a successful launch and acceleration, just imagine what progress the next five years will bring!

*Robert Blackburn, Founding (Past-)Chair*

### Alcan's Alucam HIV/AIDS Program

In late 2006, Alcan began to extend its successful Alucam HIV/AIDS project in Cameroon to other facilities in its global supply chain. "Our hope is that other companies will be able to benefit from our experiences in preventing and combating HIV/AIDS in developing countries," said Gaston Ouellet, Senior Vice President, Alcan Inc. and President, Alcan France.




"Efforts to fight HIV/AIDS at Alucam have resulted in a remarkable reduction in the HIV infection rate at the smelter and in the local community," said Dr. Bruno Buclez, Health Director for Alcan's Bauxite and Alumina and Primary Metal groups in Europe and Africa. "For employees and their families, the prevalence rate has decreased from close to 14 percent in 1998 to 3 percent today," he added.

Launched in 1995, Alucam's HIV/AIDS program is also available to neighboring populations through a partnership with the Cameroon government. Approximately 200 people have taken advantage of the program to date.

Alucam's program has also been recognized by the United Nations Global Compact as a model for combating HIV/AIDS in an industrial community. This model is currently being deployed at Alcan mining operations in Ghana. It is also a reference for the anti-HIV/AIDS approach at the Company's proposed Coega aluminum smelter in South Africa.

On the heels of the U.N. recognition, Alcan decided to share its expertise and join the Global Business Coalition on HIV/AIDS (GBC), a network of 220 multinational companies, including close to 80 in Europe, created to mobilize and support companies in the fight against HIV/AIDS. •

### Bata Zambia Supports Conservation

For the third year running, Bata Zambia has continued with its dedicated support to  the Mundawanga Wildlife and Botanical Garden situated 20 km south of Lusaka, the capital city of Zambia.

Mundawanga, which was established in 1950, is the country's sole environmental education and interpretation facility promoting a broader understanding, knowledge, sustainable use, care and appreciation of the environment. As an established sanctuary for wild animals it is currently looking after 32 endangered species of mammals, birds and reptiles.

This significant institution however depends on supporters to run and Bata, along with a dedicated team of institutions such as Fedex, Born Free, The David Shepherd Conservation Foundation, Barclays Bank etc., have helped to keep the Mundawanga running.

For the past three years Bata Zambia has been providing footwear to the Gardeners and Game Keepers, gestures which are always appreciated by Mundawanga Management. While handing over protective footwear Bata Zambia Human Resources Manager Mr. Howard Mwindula, stressed that Bata will always remain proud to be involved and committed to any initiatives that are aimed at conserving nature for the benefit of future generations.

Mr. Mwindula further noted that Mundawanga is a well established wildlife park, sanctuary and botanical garden which deserves support in its endeavour to acquire, propagate, exhibit, conserve and care for indigenous and exotic flora and fauna for the benefit of the community and future generations. •

### Artumas Develops Agrifood Capacity

The Mchepa vegetable farm near the Artumas Group's gas-to-power project in southern Tanzania is the company's first of many sustainable development initiatives. The farmers build, own, and operate the farm. Artumas provides funding and buys the vegetables to help feed our 240-man camp. Growing the vegetables locally gives the community economic benefit from Artumas's presence and provides a cost-effective food alternative for the camp.

The past six months have witnessed a strategic shift where management and decision-making has moved away from Artumas and local NGOs to the Mchepa farmers themselves. The farmers have since identified the need for business training. Artumas recently hired Dr. Kalariche to manage the farm and provide training in:

- accounting and business;
- sales and marketing;
- crop rotation and product differentiation; and
- cooking and preserving products.



ARTUMAS GROUP

To be productive, Mchepa soil requires a lot of nutrients, which are expensive for the farmers. To help solve this problem, Artumas has partnered with the Mchepa farmers in finding alternative solutions. The Mchepa farm has started a compost system to produce fertilizer. The compost is made from raw biological waste generated by Artumas's camp. The farm benefits from nutrients produced through the camp's environment-friendly waste management program.

In another initiative, Artumas's staff and management will climb Kilimanjaro September 12th, 2007 for a fundraiser to raise money to build out the Ruhokwe secondary school in Lindi. Artumas's goal is to raise USD\$200,000 to complete the construction of the 5 classrooms, build an administration block, women's hostel, kitchen, dining room, and to provide books and school supplies and access to clean water and electricity. ([www.artumaskilimclimb.com](http://www.artumaskilimclimb.com)) •

### CMHC, DID & CRC Sogema win IFC Contract

Canada Mortgage and Housing Corporation (CMHC), with its partners Développement International Desjardins (DID) and CRC Sogema, have been awarded a contract by the International Financial Corporation (IFC) to carry out a housing finance gap analysis in Cameroon, Senegal, Mali and Rwanda



Housing finance markets in most of Sub-Saharan Africa are significantly underdeveloped despite the economic and social importance of housing. This diagnostic study is an important first step for the IFC's program in Sub-Saharan Africa where it is working to facilitate the availability of affordable mortgage finance in low and middle income segments of the population. The IFC is currently actively pursuing housing finance-related investments and technical assistance projects in several English-speaking African countries but has been hesitant to do so in Francophone Africa due to a lack of sufficient understanding of the housing finance markets in those countries. This study will help fill that gap and enable the IFC to identify potential opportunities for housing finance investments and TA in the region. •

### EDC's Rizwan Haider to cover North Africa

Export Development Canada (EDC) has changed market coverage responsibilities in the Africa, Europe and Middle East Group (AEME) of IBD (International Business Development). As such, Rizwan Haider, formerly Regional Manager for Sub-Saharan Africa, will take on additional



responsibility for all the other countries of the continent, i.e. North Africa from Mauritania to Egypt. His new title will be Regional Manager for Africa.

Jean-François Croft, formerly Regional Manager for the Middle East and North Africa, will concentrate on the countries member of the Gulf Cooperation Council (GCC) in a reduced portfolio which will still include other, more reactive Middle Eastern countries from Lebanon to Iran. His new title will be Regional Manager for the GCC and the Middle East. These changes were effective April 2, 2007. •

### CPCS Transcom Working on Abuja Mass Transit Project

CPCS is constantly looking for opportunities to expand its urban transit sector.

In 2004, the Federal Capital Territory Administration of Nigeria decided to create a Mass Transit System for the Federal Capital Territory Abuja. CPCS was contracted in 2006 to conduct a feasibility study and conceptual design of Lots 1, 2 & 3 of the Abuja Mass Transit Network.

The Abuja Mass Transit Project is proceeding apace, and Phase I, which consists of incorporating conceptual designs, a feasibility and financial analysis, institutional strengthening and a concession strategy, is almost complete.

The client has decided on a rail-based system, and CPCS consultants were able to fast-track conceptual design on that basis. CPCS also assisted in negotiation with the chosen infrastructure contractor to rationalize contract cost and system designs. •

### Access Nigeria Follow-up from Nigeria Mission

Access Nigeria Consulting Inc provides a seamless service to North



American individuals and companies seeking to invest in, or do business with Nigeria, and Nigerian companies and individuals seeking to expand their business interests into North America.

Following from the Canadian Council on Africa Energy Mission to Nigeria in February, Access Nigeria is assisting a service provider in the Nigerian oil & gas industry to set up an operation in Canada. At present, they are establishing the feasibility of the operation. Once this phase is complete, they will go on to finalize the business plan developed in conjunction with the client, and collaborate with them to see it successfully executed.

In discussions with a number of Nigerian companies during the Energy Mission, there was a keen interest in sourcing Canadian technical and joint venture partners, particularly in the oil & gas industry. Canadian companies who wish to explore this avenue of involvement in Nigeria are encouraged to contact Access Nigeria. •

### Development Workshop Opens Microfinance Institution in Angola

Access to credit, which helps Angola's poor restore livelihoods destroyed by 30 years of war in the African nation, has become easier now Guelph area nonprofit has established the first microfinance institution in Angola. Development Workshop, a nonprofit committed to building community capacity in impoverished countries, announced that the Angolan authorities have approved the registration of KixiCrédito, an institution that provides the poor with financial services that are convenient, flexible, and affordable (often referred to as microfinance).

"KixiCrédito is also nearly self-sufficient," reports Glenn Paje, Executive Director of Development. As of the end of 2006, KixiCrédito was operating with an even balance sheet and during 2007 should become independent of interna-

## CCAfrica Member News (con't)

tional donor support. Sustainability is imperative if the institution is to provide long-term, secure access to financial services for Angola's poor and promote continued peace and prosperity. •

### The Lyceum Group Brings Potable Water Solution to Rural Guinea

The Lyceum Group/Le Groupe Lyceum (LGL) is working on a small but important project to bring potable water to remote regions in Guinea. LGL will select, hire, train and deploy over 36 local people to work with supervisors for a unique project being run in Guinea by PSI Guinea (Population Services International), an American NGO. The project is master-funded by UNICEF, and PSI decided to sub-contract LGL to handle the two remote districts of N'Zerekore and Lola.

The project revolves around a unique way to make potable water from almost any soiled or brackish source. Small bottles of biodegradable chemicals are first "sampled" to rural and urban residents.

They are taught its use and benefit in small forums (or village gatherings), given it to try for a month, and then encouraged to pay a vastly subsidized price for continued use. This novel method obviates expensive and hard-to-maintain wells, but meets donor and service provider objectives of reducing water-borne microbial contamination. Where such programs have been run in the past, there is a drastic reduction of diarrhea symptoms and causative gastrointestinal diseases.

PSI and LGL worked for one year before funding and civic safety allowed the project to start. •

### Members involved in Nigerian Election

Two members of CCAfrica were intimately involved in the historic if ram-bunctious Nigerian elections in April. After clearing the way through the Nigerian courts to run as the Presidential candidate for the New Democrats Party, dual Canadian and Nigerian citizen Dr. Isa



Odidi, chairman and CEO of Toronto-based Intellipharma, campaigned

vigourously in April for the Nigerian presidency. Dr. Odidi is an active supporter of CCAfrica events involving Nigeria, and while his candidacy did not ultimately prove successful (at the time of writing most opposition parties are still questioning the results), Dr. Odidi did receive positive media coverage in Canada.

Also in Nigeria for the elections was the Rt Hon. Joe Clark, monitoring the elections as one of 500 international observers. Observing in Abuja, Mr. Clark said the voting went reasonably well although ballot papers arrived late at some of the polls. He and other international observers did report on problems elsewhere, from a shortage or lack of ballot papers to missing election workers, apparent ballot stuffing, voter intimidation in some regions, and miscounts.

It seemed the "final" election results were announced prior to all votes being counted, and while it wasn't a surprise that President Obasanjo's PDP successor, Prof. Umaru Yar'Adua, won the presidency, the margin seemed much larger than most experts expected. The new president will be sworn in on May 29th, barring any successful court challenges. •



CCAfrica played host to Kenya's Minister of Finance, the Hon. Amos Kimunya (left), for a breakfast roundtable in Ottawa. High Commissioner for Kenya, H.E. Judith Mbula Bahemuka, participated as did CCAfrica members and Canadian government officials.

**TFOC & CCAFRICA** (con't from p.1) ... increase Canada-Africa commercial ties.

TFOC provides information on the Canadian import market to developing and



Trade Facilitation Office Canada [www.tfoc.ca](http://www.tfoc.ca)  
Bureau de promotion du commerce Canada [www.bpcc.ca](http://www.bpcc.ca)  
Oficina de Facilitación del Comercio de Canadá [www.ofcc.ca](http://www.ofcc.ca)

transition economy countries. It engages in exporter training, and has a major trade capacity building project in Africa (PACT).

As well as promoting cooperation on events in Canada and on African business missions, the agreement will channel TFOC opportunities information from African exporters into CCAfrica's weekly BDS. This fills an import gap in the BDS and will help Canadian firms develop global supply chain solutions with African exporting partners. More information about TFOC is available at [www.tfoc.ca](http://www.tfoc.ca). •

**DFAIT's SSA Commercial Strategy** (con't from page 1) ... roundtable participants drew attention to the absence of the Program for Export Market Development (PEMD) for companies, cancelled in 2004. PEMD assisted firms with international business development trips and strategies (including participation in missions and trade shows).

The private sector also made the case for more proactively aggressive trade staff. On one had they would like more help to find local partners or agents, often a requirement to garner local business intelligence and opportunities in a timely fashion. Canadian firms and institutions would still be responsible for the final due diligence on suggested local partners, and a mechanism like the corporate registry at the Trade Office in Lagos is an example of what can work.

On the other hand, Canadians want to see posts and trade staff take a much more aggressively proactive and promotional role for Canadian firms interested and active in their markets. They see American, Chinese, and nearly every other country's embassy strongly supporting commercial activities in Africa, and they don't feel the same level of support is there for Canada. This may reflect the relative lack of programs Canada has to support firms in Africa compared to the OECD and China (and perhaps reflects our overall lack of official presence), but active support by the post, from the Ambassador through to the trade staff, gives Canadian firms a higher profile and can open doors.

Relatedly, Canadians want to see greater inter-departmental cooperation abroad. Besides DFAIT, departments like CIDA, Industry, Agriculture & Agrifood, and Natural Resources have international mandates that include Africa and better coordination could expand Canada's profile and capabilities (CCAfrica itself was seen as having a role here, too). Also, Canada's expertise in Corporate Social Responsibility could be better integrated into Canada's commercial and aid approach to Africa, a real public-private partnership approach. •

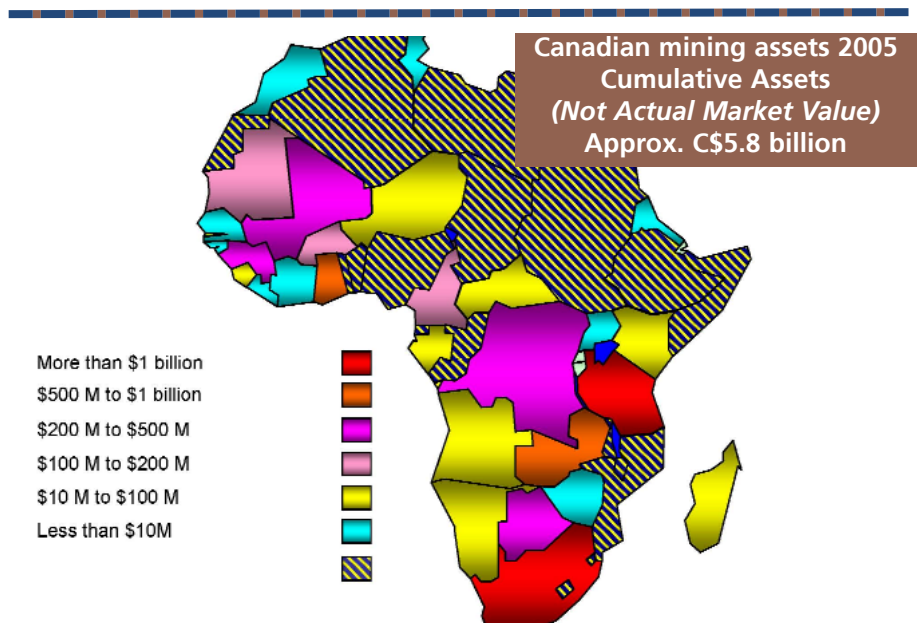
## Budget: Interest on Loans for Global Investment Non-Deductible

Relatively unnoticed during the media coverage of the federal budget on March 19th was a seemingly insignificant tax measure designed, it was argued, to close a tax loophole related to international tax havens. However, as the scope of the measure was analyzed, it became clear that **eliminating the deductibility of interest against Canadian income from debt raised to invest in international operations would put Canadian firms at a serious disadvantage globally.** The issue was raised at the CCAfrica board meeting on March 26th, and since has received front page coverage by the *Globe and Mail's*

*Report on Business* and caused negative public reaction from CCAfrica member Alcan, the Canadian Chamber of Commerce, KPMG, and others.

Alcan CEO Dick Evans suggested the measure would hurt both foreign and domestic operations, reduce profits and thus taxes in Canada, and ultimately make the company a takeover target. KPMG warned that the policy could lead to "an exodus of head offices from Canada" and reduce the amount of international debt financing raised here, which is causing concern at the banks.

CCAfrica members are urged to keep up the pressure on Ottawa on this issue. Canada's economy is one of the most internationally linked and dependent economies on the planet, and any initiative that reduces the ability of Canadian firms to expand globally cannot be good for Canada's economy. •



Data on Canada's commercial relations with Sub-Saharan Africa (SSA) is encouraging yet not well understood. The map above shows the level of Canadian-based or -listed mining firms "Cumulative Assets" in Africa as compiled by Natural Resources Canada. Market value could be two to five times this level. Below, SSA compares well to the "BRIC" countries as an export market. The 2006 total for Canadian merchandise exports SSA jumped to \$1.6 billion from \$1.2 billion. (Services are even more competitive.)

**Cdn Goods Exports**  
(in C\$ millions)

	2000	2001	2002	2003	2004	2005	2000-2005 Compound Growth %
<b>SSA</b>	623	697	687	787	909	1,178	13.61
<b>China</b>	3,698	4,264	4,132	4,766	6,65	7,052	13.78
<b>India</b>	559	676	675	764	854	1,075	13.97
<b>Brazil</b>	1,111	957	766	895	951	1,102	-0.16
<b>Russia</b>	201	290	240	334	415	562	22.8

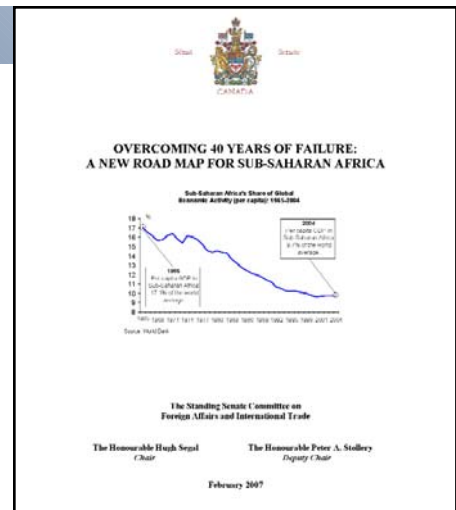
### The Senate Reports on Africa, Shakes Up Ottawa for a Week

In February, the Standing Senate Committee on Foreign Affairs and International Trade, chaired by the Hon. Hugh Segal, tabled its long-awaited report on Africa. CCAfrica among many other organizations and stakeholders engaged in Africa gave testimony to the Senate Committee as it studied Canada's role in Africa.

When the report was released in February, the media focused narrowly and incorrectly on one aspect of the report and ignored the fundamental and important recommendations that the Senators were making. The Senators called for a re-evaluation of CIDA, with at least the creation of its own legislation and perhaps, if deemed necessary after a wider review, a completely new organization. CIDA's only legislative basis is one small section of the legislation governing DFAIT. CIDA was never designed to be a stand-alone department and, officially

at least, it is still under DFAIT's wing. However, today's reality is quite different and as Canada's "International Development Assistance Envelope" approaches \$4 billion, the Senators thought either standalone legislation or a new structure was in order for CIDA. Unfortunately, their hard questions about whether CIDA has had any positive impact on Africa and the apparent option to "dissolve" CIDA and/or place it under the control of a new "Africa Office" caused media coverage to focus on the "eliminating CIDA" storyline, missing the bigger picture.

Had the media cared more and dug deeper, they would have understood that the Senators were concerned about Canada's historic reactive approach to the continent and their call, echoing CCAfrica and many other interested parties, that Canada desperately needs to develop and implement a comprehensive and coordinated Africa policy. This, more than any other recommendation, should be taken up by the government to improve Canada's contribution to African economic development, poverty alleviation, and human security.



Within a week of the report's release, however, committee Chair Hon. Hugh Segal had lost his job (internal Conservative Party seniority within the Senate were the public reason). What looked like at least a push towards a potential renaissance for Canada's engagement with Africa ended abruptly. Any buzz in Ottawa around the report was gone by the following week, and there is little sign that any of the main recommendations are going to be considered by the government anytime soon.

The entire report can be downloaded at: [www.senate-senat.ca/africa.asp](http://www.senate-senat.ca/africa.asp) •

### DFAIT's National Roundtables on CSR Advisory Group Report

Many CCAfrica members were actively involved in the Government of Canada (GOC) initiative to review CSR in relation to Canada's extractive industry firms operating in the developing world. Public sessions were held in Montreal, Toronto, Calgary, and Vancouver in 2006. CCAfrica gave an oral presentation in Calgary in October and submitted a written report. Members including Barrick and Orezone also participated in different cities. On March 29th the Advisory Group submitted its final report and recommendations. Excerpts follow.

• The central recommendation in the report concerns the development of a Canadian CSR Framework. Advisory Group members urged the GOC, in coop-

eration with key stakeholders, to adopt a set of CSR Standards that Canadian extractive-sector companies operating abroad are expected to meet and that is reinforced through appropriate reporting, compliance and other mechanisms.

• It is recommended that the GOC endorse the use of the Global Reporting Initiative (GRI) as the reporting component of the Canadian CSR Framework

• Support the development of GRI sector supplements for the oil and gas sector as well as junior mining and exploration companies, and support junior and exploration companies in the implementation of GRI reporting requirements through workshops and promotional materials;

• Establish a scheme within the Income Tax Act that provides refundable tax credits for CSR reporting using GRI Guidelines or their equivalent; and

• Collaborate with securities regulators and exchanges on adopting GRI report-

ing for the overseas operations of Canadian extractive-sector companies as a requirement for listing.

• It is recommended that the GOC fund as the compliance component of the Canadian CSR Framework the establishment of an independent ombudsman office, mandated to provide advisory, fact-finding and reporting functions.

CCAfrica fundamentally supports integrating CSR into member operations. However, these recommendations put an additional weight on Canadian firms (especially compared to their larger and less CSR inclined competitors) without offering effective support from government. A public-private partnership approach on CSR (advocated by CCAfrica for over two years) would yield results for Canada: going the bureaucratic oversight route will only increase paperwork and, likely, reduce Canadian head offices in the extractive industries. Instead, leverage Canadian presence abroad through partnering on CSR. •

## Activity Reports

### CCAfrica Energy Mission to Nigeria (Feb.4-9)

CCAfrica returned to Nigeria in February, again using the Nigeria Oil and Gas (NOG) expo as an anchor event. With a slightly larger Canadian Pavilion than last year (housing Nexen, the Canadian Petroleum Institute, DFAIT, Stream-Flo, and Lee Specialities), the CCAfrica mission spent 3 days in Abuja at the NOG and at various meetings including the Nigerian Extractive Industries Transparency Initiative, the Petroleum Development Technology Fund, the Nigerian Investment Promotion Centre, and briefings by High Commissioner David Angell & Andrew Spezowka at CIDA.

In Lagos, the mission enjoyed a short boatripe to the Lagos Deep Offshore

Logistics Base, one-on-one meetings arranged by the Trade Office, and the Canada-Nigeria Business Forum. Chris Roberts represented CCAfrica on the mission, Shane Jaffer represented the Alberta Government, and additional firms involved in mission events outside the NOG Pavilion were Hydrotesters 2000, Access-Nigeria, SAIT, Niagara College, and CPCS Transcom, (incl. CCAfrica Chair Peter Kieran).

CCAfrica is already planning for a return to NOG2008. We want to thank the trade office (especially Sylvia Koleva and Sophie Bibeau) for their invaluable assistance. •



TOP: The mission visits the Lagos Deep Offshore Logistics Base (LADOL), currently under construction, and, BELOW: Mission members take a tour of the Nigeria Investment Promotion Centre.



### CCAfrica Business Mission to Angola (Feb. 12-15)

CCAfrica President Lucien Bradet led the first major Canadian business mission to Angola, collaborating closely with the Canadian Embassy in Harare which is accredited in Angola.

Twenty-two Canadians participated in the mission, the largest Canadian mission in Africa since the beginning 2004. Thanks to the work of Roxanne Dubé, our Ambassador in Harare, her person-

nel, and Sara Perella in Luanda (who is now hired full-time by the Embassy), there was a rich program for each participant. The Canada-Angola seminar had good attendance (pictured below), and we met with 7 ministers and a number of senior officials. Several delegates prepared tenders on specific projects in a number of sectors: energy, infrastruc-

ture, social development, education, etc. We are confident that these proposals will produce concrete results.

Allan Cain, Honorary Consul, does excellent work for Canada and helped with the mission, but he and Ms. Perella are not enough of a Canadian presence in Angola considering the potential there for Canadian firms, NGOs, and institutions. •



### Forum on Mining Taxation in Mali

Under the initiative of the mining industry in Mali, including the Canadian company IAMGOLD, and with the impetus of the Canadian Ambassador to Mali, a Forum on Mining Taxation was held in Bamako from March 20 to 23, 2007. The primary objective was to engage all stakeholders in a constructive dialogue on fiscal applications of Mali's mining code. The Forum brought together all the mining companies operating in Mali and the

Direction Générale des Impôts [Department of general taxation], and was chaired by the ministers of economy and finance, mines, energy and water. The Canadian government, by virtue of its extensive and unique experience in mining policies, was represented by a Natural Resources Canada expert on mining policies, who acted as a moderator and resource person in the discussions.

The Malian government aptly demonstrated its leadership in mining development by adopting an approach of dialogue rather than confrontation, and by

actively and openly participating in the Forum. Moreover, the Forum embodied the capacity of the various mining companies to work in concert, as they met in discussion groups and strove to resolve common issues. Furthermore, in a context where the mining sector is steadily occupying a greater place in Mali's economy in terms of tax revenues, job creation and the battle against poverty, the Forum highlighted the importance for countries to establish an appropriate tax structure when corporate social responsibility becomes a priority issue. •

### May 2007:

#### **CIM Canada-Africa Mining Procurement Seminar (Montreal, May 2)**

This CIM/CCAfrica organized seminar welcomes all suppliers to the mining industry, whether you are a Canadian mining supplier interested in doing business in Africa or already involved in this market. Projects by Canadian mining companies in Africa are expected to exceed \$14 billion by 2010. This seminar will enable attendees to learn about mining business opportunities and is a perfect opportunity to get acquainted with Canadian companies like your own to maximize Canadian content for these projects. Speakers include DFAIT, NRCAN, EDC, Barrick, Kabanga Nickel, Semafo, and Alcan, and the afternoon will be available for one-on-one meetings. Register: [www.cim.org/montreal2007](http://www.cim.org/montreal2007)

#### **International Development Days & New Brunswick Manufacturing Days (Fredericton, May 22-24)**

The 2007 edition of this annual event, including the presentation of the Canadian Awards for International Cooperation and the presentation of the New Brunswick Export Achievement Awards, will be held at the Delta Fredericton Hotel. A delegation from Zambia as well as other developing countries are expected, as are senior officials from CIDA, including President Robert Greenhill and Partnership VP Jennifer Benimadhu. Both the OECD and the World Bank are also sending key speakers. CCAfrica is working closely with CME organizers on an "Opportunities in Africa" session, and other plenary and breakout sessions will cover a wide range of policy, procurement, case study, and other topics to help Canadian firms be successful in development work. More information or register: [www.cme-mec.ca/idd](http://www.cme-mec.ca/idd)

#### **Design Africa 2007 / TFOC to Exhibit Hand Crafted African Home Furnishing and Décor (Montreal, May 24-26 / Toronto, May 28-29)**

For the second consecutive year, Trade Facilitation Office Canada will be hosting an exhibition of approximately twenty African designers/manufacturers of high-quality home décor products (furniture, home textiles, tableware) from Ghana, Ethiopia, Senegal, Mali and South Africa. The companies will be exhibiting together as part of a Design Africa stand at the SIDIM interior design trade show in Montreal ([www.sidim.com](http://www.sidim.com)). The event is open to the trade on May 24th and 25th and to the public on May 26th. The trade exhibit will then be presented to invited buyers in Toronto the following week. The companies that participated in last year's Design Africa exhibition garnered significant media attention and commercial success, and this has resulted in a doubling of its size for this year's edition. For more information about the Design Africa event please contact [lhaidara@tfoc.ca](mailto:lhaidara@tfoc.ca) / [www.tfoc.ca](http://www.tfoc.ca)

#### **eLearning Africa / Cdn Pavilion & Delegation (Nairobi, May 28-30)**

The 2nd International Conference on ICT for Development, Education, & Training promises to be a pivotal event for the ICT sector in Africa, with well over 1000 participants expected. Canada will have a strong presence: CCAfrica is working closely with ICWE, Red Hot Learning and DFAIT to organize a Canadian pavilion at the exhibition as well as working with partners and CIDA to organize the attendance of key African experts to speak at the conference. About 20 Canadians will also be speaking at the Conference, including CCAfrica's own Ken Keirstead (of the Lyceum Group) as a keynote in the closing plenary session. It is anticipated that 8-10 companies will be working within the five booths in the Canadian Pavilion. More information at [www.redhotlearning.com](http://www.redhotlearning.com) / [www.elearning-africa.com](http://www.elearning-africa.com).

### June 2007:

#### **Canadian Pavilion at Algiers International Fair (Algiers, June 2-7)**

CCAfrica, with the support of the Canadian Embassy in Algeria and in collaboration with Consultation Contacts Monde, invites you to Algeria, with Algiers International Trade Fair (FIA) as an anchor event. The FIA, taking place from June 2-7, is the most important commercial event of the year in Algeria and provides a unique opportunity for Canadian companies to promote their expertise and to pursue opportunities in this very active market. For more information & registration contact CCAfrica: [www.ccafrica.ca](http://www.ccafrica.ca).

#### **African Development Bank in Canada (Vancouver, Calgary, Toronto, Montreal, June 8-15)**

Learn more about doing business with the AfDB at Business Opportunities Seminars in four Canadian cities. Bank staff plus Canadian OLIFI in Tunis (Andrew Hupfau) will also be available for meetings. More information available at [www.ccafrica.ca](http://www.ccafrica.ca) or via your local International Trade Centre.

## June 2007 (con't):

### CCAfrica Business Mission to Democratic Rep of Congo (& Rep of Congo) (June 25-28)

DR Congo, the second largest country in Africa, has the potential to become one of the biggest economies on the continent. With a population of 62 million and GDP growth of 7.5% in 2006, DRC offers both a number of challenges and opportunities. President Kabila, recently elected, has appointed new ministers and senior officials. CCAfrica, after discussions with Canadian authorities and



CANADIAN COUNCIL ON AFRICA presents

**BUSINESS MISSION TO  
Congo Democratic Republic of**

June 25-28, 2007



a number of our members, has determined that a large mission to DRC would be welcomed. As we have done with our other missions, we will work very closely with our Canadian Ambassador, H.E. Jean-Pierre Bolduc, and with officials at DFAIT in Ottawa. We will also offer an optional day across the river from Kinshasa in Brazzaville, the capital of the Republic of Congo. *Information at [www.ccafrica.ca](http://www.ccafrica.ca).*

### CCAfrica AGM (Ottawa & Regional Locations, June 15)

## September 2007:

### DOING ICT BUSINESS IN AFRICA (Montreal, September 18 - TBC)

CCAfrica, working with TechnoMontreal and other partners, plan to organize a one day ICT focused business seminar on doing ICT business in Africa. Montreal is a globally recognized ICT business and technology centre. *More information will be available at the [www.ccafrica.ca](http://www.ccafrica.ca) and [www.technomontreal.com](http://www.technomontreal.com) as it becomes available.*

### FORUM AFRICA 2007 (Montreal, September 27-28) / Cameroon PM & Delegation

The African Business RoundTable (ABR) and Afrique Expansion Mag (AEM) in collaboration with the Canadian Council on Africa (CCAfrica) will host FORUM AFRICA 2007, in Montreal, Canada. **Note: The Prime Minister of Cameroon, Ephraim Inoni, has accepted an invitation to attend and will lead a Cameroon government and business delegation to the conference and other events.** This 2007 Forum event will focus on promoting and advancing opportunities for investments and partnerships for sustainable development in Africa. This 3rd biannual international forum aims to provide strategic tools for private and public investments and economic development in Africa. This is a unique opportunity to meet more than 500 delegates, including company CEOs and managing directors; and senior decision makers from the African public sector and international institutions, all in the welcoming setting of the prestigious Le Centre Sheraton Hotel in Montreal. *More information at [www.forumafrika2007.com](http://www.forumafrika2007.com).*

## October 2007:

### Nigerian Business Delegation to Canada led by the Nigerian Investment Promotion Centre (Toronto, Calgary, Vancouver, October 9-12)

Access Nigeria Consulting Inc, working with CCAfrica and other partners, is arranging an incoming Nigerian business mission to enable Nigerian businesspeople to find Canadian technical, investment, and trading partners. Partly due to the positive reforms of recent years, the Nigerian economy is experiencing a period of particularly strong growth. However, the legacy of many years of economic mismanagement left the country with significant needs for technology, skills, and local capacity building. This presents a major opportunity to Canadian companies. This mission will focus on the oil & gas, power (including alternative energy), solid minerals, and education sectors. As well as NIPC officials, 20-40 Nigerian business leaders will be involved. *Visit [www.access-nigeria.com](http://www.access-nigeria.com) for more information.*

## Head's Up 2007-08:

- Potential CCAfrica Mission to the African Development Bank/Tunisia (Late 2007)
- Energy Mission & Pavilion - Nigerian Oil and Gas 2008 Expo (February 2008)
- Potential CCAfrica/DFAIT/Alberta Government Mission to North Africa (Early 2008)
- Transporting Urban Africa - CCAfrica Conference (April 2008 / African city - TBA)

- A.B. Consultants  
 Access Nigeria Consulting Inc.  
 ◆ Africa Gold Group Inc.  
 Afrique Expansion Mag  
 Alcan Inc.  
 Alex Pneu et Mécanique (Canada)  
 Algonquin College  
 Alliance Agricole (CECI - Socodevi - UPA - DI)  
 Anyway Solid Environmental Solutions Ltd.  
 AO Global  
 Artumas Group Inc.  
 Association of Canadian Community Colleges  
 Association of Universities and Colleges of Canada  
 ◆ AVC Canada Corp.  
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 Baywood Continental Oilfield Services Ltd.  
 Black Business Initiative  
 Bombardier Inc.  
 BPC Cable Communications International  
 Canac International Inc.  
 Canada Export Centre  
 Canada Mortgage & Housing Corporation  
 Canada-Libya Chamber of Commerce and Industry  
 Canadian and African Business Women's Alliance (CAABWA)  
 Canadian Association of Mining Equipment and Services Export (CAMESE)  
 Canadian Bank Note Limited  
 Canadian Co-operative Association  
 Canadian Manufacturers & Exporters  
 Canadian Petroleum Institute  
 Canadian Space Agency  
 Canadian Telecommunications Consultants International Inc.  
 Canafra Financial Group  
 Care Canada  
 Carleton University, Carleton International  
 Cask Brewing Systems Inc.  
 Cégep de Saint-Hyacinthe  
 Cégep international  
 CIMA International  
 Clark Sustainable Resources Developments Ltd  
 Collège Boréal  
 Collège Communautaire du Nouveau-Brunswick  
 Collège Edouard-Montpetit  
 ◆ Commission scolaire de Saint-Hyacinthe  
 Concordia University  
 Consortium for International Development in Education  
 Consultation Contacts Monde  
 ◆ Coopérative de Solidarité Canaf  
 Cordiant/Canada Investment Fund for Africa  
 CPCS Transcom Ltd.  
 CRC Sogema Inc.  
 Dalhousie University  
 Data-Line Management Group Inc.  
 Delisys Delivery Systems Inc.  
 Delphi Group  
 Dessau-Soprin International  
 ◆ Development Partnerships  
 Development Workshop Canada  
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 Éditions l'Artichaut Inc.  
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 Embleton Travel  
 First Quantum Minerals Ltd.  
 Focus International  
 Found Aircraft Canada Inc  
 Fraser Milner Casgrain  
 Georgian College of Applied Arts and Technology  
 Globaltronica Corp.  
 Globe Marketing Int'l Corporation  
 Golder Associates Ltd.  
 Heenan Blaikie  
 Hydrotestors 2000 Ltd.  
 IAMGOLD Corporation  
 IMW Industries Ltd  
 Industrial Promotion Services Ltd.  
 Informatique Documentaire Edition Electronique  
 IntelliPharmaCeutics  
 ◆ Interspan Canada  
 Kusan Ltd.  
 La cité collégiale  
 ◆ Lasena Investments (Canada) Inc.  
 ◆ MagIndustries Corp.  
 Manitoba Hydro International  
 ◆ Mennonite Economic Development Association  
 Millenia Hope Inc.  
 Nevsun Resources Ltd.  
 New Brunswick Community Colleges  
 Nexen Inc.  
 Niagara College  
 Northern Lights Franchise Consultants  
 Northern Mining Explorations Ltd.  
 ◆ Nova Communications  
 Nova Scotia Community College  
 Orezone Resources  
 Oromin Explorations Ltd.  
 Planet Africa Television  
 Procept Nigeria  
 ◆ Raytheon Canada Ltd.  
 Saskatchewan Trade & Export Partnership (STEP)  
 Sasktel International  
 Scooptel Consultants Ltd.  
 Seprotect Systems Inc  
 Setym International Inc.  
 SMART - Secondary Materials and Recycled Textiles, Inc.  
 SNC-Lavalin International Inc.  
 SOFEG  
 South African Airways  
 SR Telecom  
 Surya Ventures Corp.  
 Tecsuit International Ltd  
 Terradigm  
 TFI Global Inc  
 The Lyceum Group  
 Tiomin Resources Inc.  
 Trade Facilitation Office Canada  
 Université Laval  
 University of Calgary, International Relations Office  
 University of Guelph  
 University of Moncton  
 University of New Brunswick, International Relations Office  
 University of Ottawa  
 Vangold Resources  
 Wardrop Engineering  
 Wayne Dunn & Associates  
 Whitby Hydro Energy Services Corp  
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 Zavik Realty Ltd. / Zavik Ventures Ltd.
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