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Aniversary
2002 - 2007



Right Honourable Stephen Harper with Chairman Peter Kieran in Dar es Salaam

Chairman meets with PM Stephen Harper in Dar es Salaam

Following the Commonwealth Business Council summit in Kampala, Right Honourable Steven Harper invited a small number of Canadian Businesses to a meeting in Dar es Salaam, Tanzania, on November 26, 2007.

Our Chairman of the Board, Peter Kieran, and its company CPCS Transcom were present along with ten other members of CCAfrica. The Chairman took this opportunity to present CCAfrica to the Prime Minister who showed a lot of interest in the organisation. Prime Minister Harper was particularly interested in the business environment for Canadian companies in Tanzania and on what the Canadian Government could do to help those companies. •

FIPA

CCAfrica played a role

Over a year ago, CCAfrica participated to a meeting with David L. Emerson, Minister of International Trade within DFAIT. CCAfrica invited several of its members in order for them to answer to questions from the Minister and take part in the exchange.

During this event, the Minister learned more about main preoccupations and needs of Canadian companies interested in investing in Africa. CCAfrica and its members have been unanimous in regards to this issue. All of them insisted on the fact that their

investments should be protected in order to minimize financial risks and that the perfect instrument in order to achieve this would be without any doubts an Agreement on the Foreign Investments Protection Agreement (FIPA).

Canada at that time had a fair number of FIPAs around the world, but none on the African continent. We don't think we are alone to play a role in the application of those agreements in Africa, but we are proud to announce that two (FIPA, pg. 3)

Business Visas Still A Problem

The problems in obtaining visas for African businessmen is still a major constraint in business development between Canada and Africa. The Canadian Council on Africa, who has conducted an in-depth research regarding this issue in November 2005 (see report at <http://www.ccafrica.ca/publications/Facilitating Business Travel to Canada.pdf>) is still concerned with the lack of progress in that field. Since that time, some endeavours have been made by the Ministry of Foreign Affairs and International Trade. However, we are still waiting for concrete results and we are not seeing any major (VISA, pg. 11)

Upcoming Events

April:

- Visit of Prime Minister of Guinea

May:

- Rencontre Internationale de la Francophonie économique
- International Development Days

June:

- Mission to Algeria and Algiers International Trade Fair



Lucien Bradet with the Tomaz Augusto Salomao, Minister of Transportation of Mozambique in Maputo. (pg 13)

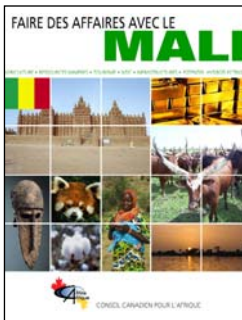
CCAfrica Member Services

Business Development Service

The Business Development Service (BDS) was launched by CCAfrica in July 2006. 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. For more information or if you are not receiving your weekly BDS email, please contact: florestan.fillon@ccafrika.ca at our Ottawa office: Tel (613) 565-3011. •

Publications

CCAfrica not only publishes this regular newsletter, we also publish in digital and print form a *Doing Business* series that so far includes Nigeria, Libya, Angola, and Tanzania.



description of all members with their areas of expertise and list of African countries in which they have experience. In the next few months, we will also publish the next in our series of business guide; *Doing Business in Mali*. •

Monthly African Indicators

CCAfrica members receive a quick-to-read one page synopsis of recent economic data from Africa that will help them assess market conditions across the continent. •

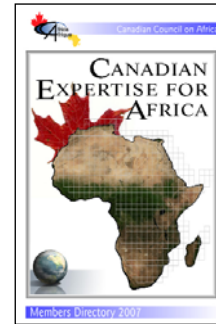
Advice & Support

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

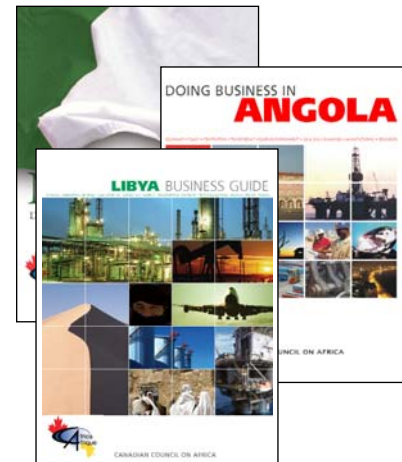
with the issues facing your business or institution. •



Canadian Expertise for Africa



CCAfrica Business Guides



Recently, we published a members guide entitled *Canadian Expertise for Africa*. with a

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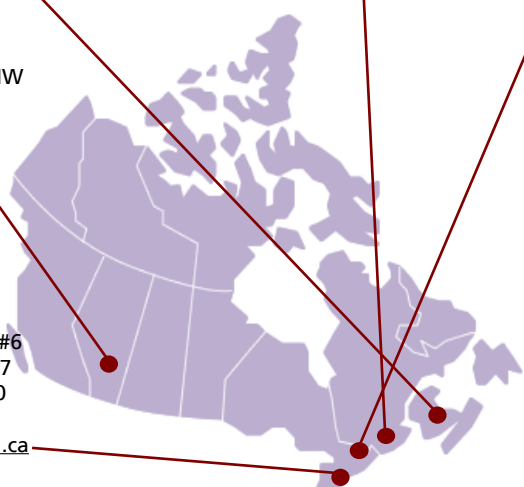
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Top cover photo from **Mosquee de Djenne, Mali**.

Toward a new Strategic Plan for CCAfrica 2008-2012



In a couple of weeks, CCAfrica will have been in existence for a full 5 years. It was an exciting period, there were visionaries that put ideas on paper and made it a reality. We hired staff, we opened offices in 5 cities, we did research, we published business guides, regular news bulletins, African Indicators, we sent interns in Africa, we developed a Business Development Service, we held international conferences, countless seminars and discussions on many African countries. We had a large number of missions, we hosted Presidents and Prime Ministers and increased our membership 4 fold... exciting time !

Our Vision is still to be the leader organization in Canada for the economic development of Africa. It is now a good time to look at the future, look at our options and establish a new growth path.

In the last 12 months, while we have been able to increase our membership, but unfortunately a number of events had to be cancelled and as a consequence hurt us financially. Among others, a major conference on Telecommunications in Montreal was cancelled. The visit

of one President (Ghana) and one Prime Minister (Cameroon) were cancelled, and another President visit was postponed. These cancellations did not help our growth and we need to ensure CCAfrica a stronger base less sensitive to these fluctuations. With a total staff of 5 person-years, we do not have the flexibility of large organizations.

CCAfrica has now developed an excellent reputation for its work and for being an "incontournable" when it comes to lobby for Africa and help its members to be more successful on the African continent. It is in this context that the Board of Directors has agreed to engage in a visioning exercise over the next few weeks so that a new Strategic Plan for CCAfrica 2008-2012 can be presented and approved at the Annual General Assembly next June. It will be an important reflection about our future and we will ask your input and consult our partners in the Diplomatic community in Canada and abroad as well as partners at different government's levels. All the members of CCAfrica staff thank you for the confidence you have demonstrated up to now and wish to assure you that we are ready for the next challenge.

Lucien Bradet, President & CEO

CIDA and the Private Sector: signs of progress

The aim of the Industrial Cooperation Program of CIDA (CIDA-INC) is to "encourage the Canadian Private Sector to establish long-term business relations with developing countries in order to promote and support sustainable socio-economic development and poverty reduction". In December 2007, in order to assess the achievement of results and to identify best practices, CIDA published a report to inform CIDA-INC's future programming.

First of all, the report recommends CIDA-INC to mesh private sector innovations as well as its know-how to overall developmental priorities. Furthermore, an effective database on project summaries should be elaborated in order to collect and integrate results and success factors for this type of initiative. This would strongly contribute

to the integration of a result-based management approach within the program. On top, different performance indicators should be developed, in addition to quantitative data such as sales and employment that should systematically be compiled. Also, it is essential to create a synergy within the program between the unit responsible of project implementation and the one responsible of the follow-up. Finally, still in link with the result-based management, success factors should be defined at the project planning phase.

CIDA-INC has taken note of this report and intends to incorporate these recommendations to their practices. In fact, the evaluation team recognizes that the "private sector engagement in Canada's development cooperation as a vital ingredient of effective development. Since the publication of this report, different consultations have already been initiated with

companies interested in doing business in Africa.

In fact, the Minister David Emerson, International Trade and the Minister Bev Oda, CIDA met recently with representatives from the Canadian private sector, including some members of CCAfrica. Even if no official written account has been published, our members present at this meeting have informally informed us that it has been a very positive consultation and that progress should be observed soon. In fact, a more efficient partnership with Canadian companies through this type of governmental program would allow a much more active participation of the private sector in development efforts of Canada. For further information, access this report on the following CIDA website: [http://www.acdi-cida.gc.ca/INET/IMAGES.NSF/vLUIImages/Evaluations/\\$file/INC_ExecutiveReport-E.pdf](http://www.acdi-cida.gc.ca/INET/IMAGES.NSF/vLUIImages/Evaluations/$file/INC_ExecutiveReport-E.pdf) •

Corporate Social Responsibility

Habico Ongoing Projects

HABICO is continuing over 20 years of almost continuous involvement in Africa. HABICO provides consulting expertise in a full range of Human Settlement activities including urban and regional planning, socio-economic analyses, housing, resettlement, and Corporate Social Responsibility with particular expertise in stakeholder consultation, project design and management, and leading multi-discipline teams. HABICO has worked in 15 African countries and is



Conducting community consultations in rural Mozambique.

currently active in Mozambique, Nigeria and Uganda.

In Mozambique, HABICO is working with New Zealand-based Maunsell on a DANIDA-funded project to prepare a nation-wide 20-year investment strategy for Low-Cost Rural Electrification. HABICO is providing expertise in settlement analysis, community development, and socio-economic analyses including affordability/demand assessments as the basis for investment. HABICO utilised its in-house Portuguese capacity and community participation expertise to conduct a series of community focus-groups and household interviews throughout rural Mozambique as part of this work.

In Nigeria, HABICO is assisting CPCS Transcom (Ottawa) with preparation of a feasibility study for the private-sector construction of a new port, industrial park and related residential, office and commercial facilities for Lagos. HABICO is providing site analysis and land use planning expertise.



Reviewing community impacts in western Uganda.

In Uganda, HABICO is working with the private-sector petroleum industry in the Western Rift Valley to assess development impacts, provide Corporate Social Responsibility (CSR) expertise and assist with camp facility planning. The CSR work includes assessing local community impacts and advising on how to partner effectively and sustainably with existing traditional villages, their leaders, and a variety of other public and private stakeholders. Facility planning includes site evaluation, selection and detailed planning for the development of long-term operational bases. •

Scooptel - Interdisciplinary Cooperation for Social Integration in Madagascar

Scooptel Consultants, a Canadian firm specialized in NICT strategic and tactic studies, and Cuisiniers Sans Frontières (CSF), a non-governmental organization, founded



by Jean-Louis Thémistocle



Randriantina, head-cook and teacher at the Institut de Tourisme et d'hôtellerie du Québec (ITHQ) in Montreal, worked together in order to support social reinsertion of youngsters in Madagascar. Their mission is to fight

all forms of people's exclusion, to favour social integration among the most impoverished and to raise the quality of life for all with limited resources.

Their goal is to train independent citizens that will be able to create jobs or work in any culinary areas (cooking, pastry shop, bakery, chocolate factory, butcher shop and confectionary) by were not provided the training.

In July 2006, 18 apprentice cooks trained during the first year of the project, integrating into the labour market of Mahajanga, Madagascar. Counting the second group of 2007, CSF has trained 34 people, of which 30 now have permanent jobs.

CSF is now forming a strategic plan that should allow the realization of several major objectives such as the consolidation of its presence in

Antananarivo, capital of Madagascar. Numerous donators and volunteers allowed the accomplishment of those objectives which further socially responsible investments. If you wish to participate to the benefit evening of May 9, 2008, support this organization or obtain further information, please consult www.cuisinierssansfrontieres.org or call (514) 594-8192. •



Cooks without Borders in Madagascar

Barrick Gold partnership with CARE in Tanzania significantly increases primary school enrolment

Barrick and CARE International Tanzania have announced the results of a six-year partnership which has dramatically



improved education for thousands of children

living near the company's Bulyanhulu mine. "It is to Barrick's great credit that they are making a long-term investment in this region, enabling us to support children from entry level through to high school. This is creating a strong foundation of learning that is a powerful tool against poverty," said Nick Southern, CARE Country Director. In 2001, Barrick invested US\$2 million to fund a long-term education program in the remote Kahama District, then one of the worst performing areas academically in Tanzania. Since that time, primary school enrolment has increased by 75 per cent to over 7,000 children in

2007. Significantly more children are now making the transition to high school, from 800 students in 2001 to 1,885 today. This year, over 89 per cent of the students who completed primary school passed their final exams, up from just 16 per cent prior to the implementation of the program. Adopting a grassroots approach, CARE worked in collaboration with Barrick's community relations officers, the Kahama District Education Department, the Ministry of Education and parents and community leaders. Under the program, the first secondary school in Bugarama Ward was built, along with a total of eight new primary schools, complete with teachers' houses and proper sanitary facilities. Professional training was provided to motivate and support teachers in their efforts to help raise academic standards, along with new textbooks and resources. According to Southern, a culture of learning has taken hold in the community that has been embraced by parents and children keen to learn. Barrick and CARE are currently working out the next phase of their successful partnership in the region, building on this promising foundation. •

University of Ottawa working with orphans in Kenya

Dr. Frances Legault of the University of Ottawa's School of Nursing has been working with orphans and vulnerable children in Kisumu,



uOttawa

L'Université canadienne
Canada's university

a port-city in Nyanza Province, Kenya to examine the social aspects of the HIV/AIDS epidemic.

Dr. Legault, together with colleagues from the Great Lakes University of Kisumu have partnered since 2005 to develop nursing education and research initiatives to deal with this epidemic that has effected more than half the children in Nyanza under the age of 18. The disease has reduced the number of nurses in the community at a time when the need for nursing care is growing. The stigma of being tested for the disease is a key factor in its spread within the community since no one wants the rest of the village to know if they are affected. As Dr. Legault says, "These orphans are the future of Africa...we need to help in every way we can." •

Bata Relief Effort in Zambia

Zambia for the first time in 50 years has been hit by devastating floods resulting in the destruction of crops and leaving millions homeless.



In response to this calamity Bata Zambia through Mr. Rino Rizzo, Bata Emerging Markets Group President, donated bags of maize meal and gumboots to Zambia's First Lady, Mrs. Maureen Mwanawasa to be distributed to flood victims. Mrs. Mwanawasa stressed that food security will be Zambia's biggest challenge in the wake of the floods and Bata Zambia had done a commendable gesture in donating the staple food.

In her opening remarks the First Lady asked to be excused for digressing from the main topic of the day and went on to say, "First of all before I comment about the donation, I just want to appreciate the transformation I have seen in Bata Zambia, I am sure most of you will agree with me that Bata Zambia is now stock-



Mr. Rino Rizzo and Mrs. Maureen Mwanawasa with Mr. Ed Duthie, Mr. Prosper Bachi and the Bata Zambia Management Team.

ing competitive, fashionable shoes unlike in the past few years where fashion shoes could not be found in Bata. If you visited Bata today and other Bata stores worldwide they are competing very well with other shoe makers and I would therefore like to congratulate you on this positive transformation we have seen in this country".

Mr. Rizzo said that Bata will remain committed to contributing to the well-being of mankind in all nations where it operates and that Bata felt duty bound in donating to flood victims. Mr. Rizzo in conclusion said floods needed everyone's involvement because of their devastating effects not only to human beings but also to development in general. •

AUCC - Developing wood-processing industries in South Africa

With its small plantations, lack of rain and enormous post-apartheid restructuring challenges, South Africa's forestry sector's role in alleviating poverty and strengthening the economy appeared negligible a few years ago when John Mortimer of the University of Stellenbosch was asked to justify the

Association des universités
et collèges du Canada



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and Colleges of Canada

institution's academic forestry program. Due to a lack of appropriate training to produce high-quality and internationally marketable wood products, major furniture and wood-processing companies were leaving the country.

A partnership with the University of British Columbia facilitated the growth of South Africa's value-added wood processing industries by increasing their efficiency and ability to produce wood products that meet the expectations of national and international markets. Plantations in South Africa are mostly tropical pines, which do not have value as fine woods. As a result, processing is vital, requiring skills in areas such as design, tooling, machining, wood finishing and coating. Revitalizing the education program involved making the critical shift from forestry science to value-added wood processing.

Thanks to modifications in the program's academic courses, entrepreneurs are now making window frames,



Students gain technical skills in Cape Town, South Africa

doors, office furniture and traditional African furniture for local markets. The new qualifications are facilitating the entry of rural workers into vital employment and providing ongoing technical and business training to people in the field.

This partnership between the University of Stellenbosch and the University of British Columbia is administered by the Association of Universities and Colleges of Canada (AUCC) and is one of 150 projects funded by the Canadian International Development Agency (CIDA) through the University Partnerships in Development and Cooperation (UPCD) program. •

THE INDISPENSABLE REFERENCE HANDBOOK



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Clark Sustainable Resource Developments Ltd. - Harvest in Volta Lake, Ghana

Clark Sustainable Resource Developments Ltd. (CSRD) is a triple bottom line company, committed to protecting the environment, the communities in which it operates, and stakeholder interests.

In November, 2007, CSRD completed a trial harvest of submerged tropical hardwoods from Volta Lake, Ghana. Volta Lake is the largest man-made reservoir in the world, and CSRD's underwater harvesting project will be the largest of its kind ever undertaken. CSRD's rapidly expanding office in Ghana is responsible for undertaking the Volta Lake project and

building strong relationships with stakeholders, including local communities, governmental agencies, and others.

The successful trial strongly positions CSRD to begin commercial harvesting operations on its 350,000 hectare Volta Lake concession in 2008. The harvesting project will establish Ghana as a world leader in the underwater timber harvesting industry and bring environmentally certified timber products from Ghana to the global market. Additionally, the project will create employment, training, and business opportunities for hundreds of Ghanaians. •

Consultation Contacts Monde : Active in International Commerce Training

Consultation Contacts Monde (CCM) is an organization that has been active for over 10 years in international commerce training.



In partnership with the Association des maisons de commerce

extérieur du Québec (AMCEQ) and with the World Federation of Trading House Associations (WFTA), Contacts Monde has developed a training program for trainers in Côte d'Ivoire with the Association de promotion des exportations de Côte d'Ivoire (APEX-CI).

This experience inspired Contacts Monde to further develop this concept and proposed the creation of the Centres canadiens de formation en commerce international (CCFCI) in Francophone African countries. These centers would provide trainings for SMEs and organizations supporting exportation. The trainers would cover all practical aspects of international commerce in order to train local groups of teachers as well as technicians and advisors in exports.

CCM has currently signing partnerships agreements, three over which have already been signed with Algeria, Cameroon and Togo. CCFCI already exists in Canada. All Canadian trainers that will teach future African trainers are licensed for their competencies by the Regroupement des professionnels de l'exportation (REPEX). The aim of



Training at the Agence Nationale de Promotion du Commerce Extérieur (ALGEX), Algeria, 2007

this organization of professionals is to encourage networking between members and to favour the recognition of professional skills.

For further information on CCFCI (available in French only): www.contactsmonde.com/ccfci

For further information on CCM: <http://www.contactsmonde.com/CCM/en/index.html> •

Development Workshop - Pioneering in Financial Services for the Poor in Post-War Angola

Since the end of the war, large numbers of Angolans remain in poverty because they can't access financing to rebuild their homes and livelihoods. The banks traditionally do not lend money to poor people, but now, the banks are taking more interest in this previously un-served sector because Development Workshop has demonstrated that lending money to the poor is not only a viable business proposition but also an effective poverty reduction strategy.

Microfinance institutions worldwide find that the poor are not bad credit risks, and given the opportunity, they can become good borrowers and innovative entrepreneurs.

Using the solidarity group methodology first developed by the Grameen Bank, Development Workshop started lending out small sums of money to poor entrepreneurs in year 2000.

The microcredit project is now known as KixiCrédito, the country's first non-bank microfinance institution. To date, KixiCrédito has loaned out more than US\$18 million and is in good financial health, reaching operational self-sustainability in 2006. The portfolio has grown to US\$4.25 million, loan repayment and client retention rates are at 95% while PAR (portfolio-at-risk) is at a low 2.05%. KixiCrédito currently serves almost 10,000 clients (about 60% women) in the provinces of Luanda and Huambo, and will expand outreach to the provinces of Bie and Cabinda this year.

With financial support from CIDA and advice from MEDA and the Coady Institute, governance and management systems were strengthened. KixiCrédito is now poised for growth - able to reach more of the poor, and offer a variety of suitable financial products. •

CRC Sogema implements SUGBUD in Algeria

The Members of Cabinet of the Government of Algeria recently ratified a major contract over modernization of State budgetary services with CRC Sogema from Longueuil. This contract will go on over four years and will allow the establishment of a budget-program for all Ministers of the Government. The budgetary approach integrates the identification of programs, results, targets and indicators. The Ministry of Finance anticipates the establishment of this budget-program of the Algerian Government for 2012 at the latest. This contract of \$CAD10 million (initial value) will allow CRC Sogema to consolidate its expertise in budgetary reform and to proceed to the installation of the software SIGBUD (Integrated Governmental Budgeting System) that has already been implemented in three similar interventions. •



rebuild their homes and livelihoods. The banks traditionally do not lend money to poor people, but now, the banks are taking more interest in this previously un-served sector because Development Workshop has demonstrated that lending money to the poor is not only a viable business proposition but also an effective poverty reduction strategy.



contract over modernization

Cordiant funds Real People

Credit management specialist Real People has today announced funding of US\$20 million from Canadian fund



manager Cordiant - via Real People stakeholder Netherlands Development Finance Company FMO - for the growth of its unsecured credit book in both South Africa and African outlets.

The loan is in the form of a Cordiant and FMO funded risk participation agreement.

Real People say this backing is highly significant for the group. The funding is Real People's first direct access to capi-

tal from North America - and a meaningful vote of international confidence in the group's credit model, particularly given prevailing sentiments in the credit climate worldwide.

Real People deputy managing director Neil Grobbelaar comments: "Ongoing access to funding is critical to our growth, and we're pleased to have excellent funding partnerships in place at home, in Europe and now in North America as well. With the general instability in credit markets in North America, this deal illustrates the attractiveness of the Real People business model, which focuses on the acquisition and management of personal credit risk in Sub-Saharan Africa.

"With new funding facilities of approximately R1 billion secured since April 2007, this bodes well for our

group's ability to maintain our growth path, without compromise to prudent solvency margins."

"Moreover, we also see the facility from Cordiant, a pre-eminent fund manager in emerging markets, as endorsement of our regional strategic focus. Our solid and ongoing relationship with FMO, who are also stakeholders in our group, is an alliance we value highly, as FMO, like Real People, is committed to facilitating the delivery of financial services to previously neglected markets in Africa by supporting entrepreneurial businesses such as ourselves," says Grobbelaar.

Real People unsecured personal loans in South Africa and in Sub-Saharan African countries, it enables clients to fund education, home improvements and other household needs. •

The Bill & Melinda Gates Foundation Supports Développement International Desjardins

Thanks to financial support from the Bill & Melinda Gates Foundation, Développement international

Desjardins (DID) will be creating a major project in order to increase the

interconnectivity of 250 financial cooperatives in West Africa, Haiti and Vietnam over the next three years.

The aim of this \$9,181,998 US project is to establish a new computerized platform able to link-up savings and credit cooperatives across six networks. This will give access to interbanking and remittances services to about 830,000 people.

In West Africa more specifically, partners of DID who would benefit from this major project are the following proximity financial networks: the Réseau des caisses populaires du

Burkina in Burkina Faso, Nyèsigiso and Kafo Jiginew networks in Mali as well as the *Faïtière des unités coopératives d'épargne et de crédit du Togo* (FUCEC).

Those networks, as well as those in Haiti and Vietnam, have been DID partners for several years and have been mainly active in their respective countrysides. These partners, largely inspired by Desjardins - for some of them almost 35 years - started their own

cooperatives, created financially adapted products to fit local needs and more recently, created foundations and expanded their services.

Those project innovations were financed by the Bill & Melinda Gates Foundation which in turn will be proposed to other DID network partners in order to improved access to financial services to citizens of developing countries. •



Doing Business in Mali Guide

The latest publication in the series of Business Guides from CCAfrica will be available April 2008.

This Business Guide outlines the business environment and opportunities that exist in Mali. A comprehensive list of contact information, visa requirements and procedures and general information about the country rounds it out.

An electronic version of the guide will be available for \$25 from CCAfrica. For more information, please feel free to contact CCAfrica at (613) 565-3011 or visit our website at www.ccafrica.ca



SNC-Lavalin in Tanzania and Madagascar

Tanzania -

Management Plan of the Electricity Sector

SNC-Lavalin has been selected by TENESCO for the preparation of the electricity sector management plan in Tanzania for the next 25 years. This Management plan suggests developing an expansion plan for the electric network at low cost integrating major changes that happened. For example, the energy sector's reorganization, the private sector's participation, accelerat-

ed electrification and privatization. Our services include technical specialists' services in de la charge forecasting, hydrology, thermal power stations planning, electricity transportation network planning, rural electrification, economic analysis, social and environmental studies and training. •



SNC • LAVALIN

Madagascar -

Ambatovy Project

The ownership team of Sherritt International Corp., Sumitomo Corp., Korea Resources Corp. and SNC-Lavalin Inc. have undertaken the ambitious execution of the Ambatovy Project with SNC-Lavalin Inc. playing a lead role as the EPCM contractor. SNC-Lavalin has built a solid team from Project kick-off, prepared a feasibility study, project cost estimate, a schedule and is now in the thick of detail engineering, global procurement and construction activities.

The Ambatovy Project is a nickel and cobalt production facility in Madagascar. Nickel laterite deposits will be processed over a period of 27 years.

The Mine site will deliver run-of-mine ore to the ore preparation plant. The mine site facilities will comprise camps, new infrastructure, diesel generators, the ore preparation plant and the slurry transfer pumping plant. A pipeline approximately 220 kilometers long will transport the ore as slurry from the mine site to the process plant site located near the country's main port of Toamasina.

The Process Plant includes a pressure acid leach (PAL) plant, tailings management facilities, a refinery, and associated auxiliary and utility plants providing power, water treatment, hydrogen, hydrogen sulphide, sulphuric acid, air separation, limestone comminution, lime calcining and slaking, ammonium sulphate and associate infrastructure.

The existing port of Toamasina, rail spurs and some roads will be upgraded to accommodate the construction and operation of the project. Local businesses and labour will be developed to assist Project execution.

The Ambatovy Project is one of the largest of it's kind in the world. Mechanical completion is scheduled for Feb 2010. •

CPCS Transcom Lagos "Blue Line" Project

In January 2008, CPCS was retained by the Lagos State Government agency Lagos Metropolitan Area Transport Authority (LAMATA) to provide transaction advisory as well as conceptual design services for a proposed urban rail mass transit line - the Blue Line.

The Blue Line project will include a demand study for the corridor, a conceptual design (including the Lagoon crossing), and financial and economic analysis. It will include a review of the legal/regulatory regime and recommendations for modification where necessary. Once the preliminary work

is completed, CPCS will design a procurement strategy for Design/Build contractors and a PPP strategy for the operating concessionaire. We will assist LAMATA in short listing from Expressions of Interest, tendering and selection of contractors/operators as well as negotiation with the successful bidders.

Lagos' traffic routes are notoriously congested, and the Badagry Expressway is no exception. The Blue Line project will cut what can presently be a four-hour commute to less than an hour. This project has the potential to significantly reduce travel time and thereby increase quality of life for Lagos commuters. •



The Blue Line project conceptual design for a urban mass transit line Lagos, Nigeria

TFO Canada Helps Bring Design Africa to South Africa

Over the past two years TFO Canada has been piloting an export development initiative for African SMEs producing home décor and furnishings under the brand Design Africa®. This program, originally funded by CIDA within the Canada Fund for Africa, is now going to be extended for another four years through an initiative funded by the South African government for the benefit of SMEs from across Africa. TFO Canada will be an implementation partner for this new Design Africa program which was launched in Cape Town in February during the annual Design Indaba trade show. The Design Africa booth, pictured below,



Design Africa at Design INDABA 2008

garnered third prize at that show. The next Design Africa exhibition in Canada will take place at the Salon international du design d'intérieur de Montreal (SIDIM) from May 22-24 2008. A solo Design African exhibition will also take place the following week in Toronto. For more information contact lalla.haidara@tfoCanada.ca Further Design Africa exhibitions are planned for 2008-09 in Europe, the United States and Africa. •

FIPA

(continued from cover) ... African countries, Madagascar and Tanzania, are currently signing such agreements with Canada.

Furthermore, following recent talks with various Ministries, the government decided to pursue negotiations with other African countries over the next 5 years. In fact, the objective is to insure that at least 80% of Canadian investments will be secured through FIPAs.

We believe that this is a great advancement in order to bring Canadian companies to invest on the African continent.

For further information on FIPAs, visit the relevant portion of this DFAIT website: <http://www.international.gc.ca/trade-agreements-accords-commerciaux/agr-acc/fipa-apie/index.aspx?lang=en> •

Vangold's Kenya and Rwanda activities

Mr. Francis M. Karanja, the lead exploration geologist, reports: Vangold Resources Kenya, a wholly owned subsidiary of Vangold, has acquired an office in the Nairobi industrial area to provide technical support for operations in Kenya and Rwanda. Vangold Kenya has retained the services of a technical team comprising three geoscientist consultants and one administration officer. The three geoscientists include an exploration geologist, exploration geophysicist and a senior geologist. The experienced technical team has developed a clear operational plan and budget. The team has also acquired the SMT Kingdom software to undertake in-house interpretation and handling of the geophysical and geological data.

In Kenya, Vangold has acquired a large [12,270 km²] land package which partly lies along the proven hydrocarbons

fairway of Central Africa Rift system. The leadership in Kenya, both the government and opposition are actively engaged in mediation talks that has resulted in reduced incidences of violence in the western region of the country.

On March 1, 2007 Vangold reported that it was granted the exclusive rights to commence negotiations for a production sharing license for oil and gas in the northwestern part of Rwanda. The concession, a 2,708 sq kms area, represented 11% of the land mass of Rwanda. Vangold's technical team had previously undertaken a technical review of all information available and negotiations commenced. Subsequently, in October, 2007 Vangold successfully negotiated and signed a Technical Evaluation Agreement for the East Kivu Graben Basin area located in the Kivu Graben. A one year technical study narrowed the area to 1,631 sq kms.

To find out more about Vangold Resources Ltd. please visit their website at www.vangold.ca •

Delisys team building event Nairobi Kenya

DELISYS Delivery System, an Ontario Canada based IT and System Integration company hosted a team-building event for employees of its Africa operation on February 23, 2008. The event took place in Nairobi, Kenya.

DELISYS provides integration services in core-banking (T24), credit risk management, enterprise management (ERP), and mobile banking in developing markets. In East Africa, it counts KREP Bank, a leading microfinance bank as one of its key clients. •

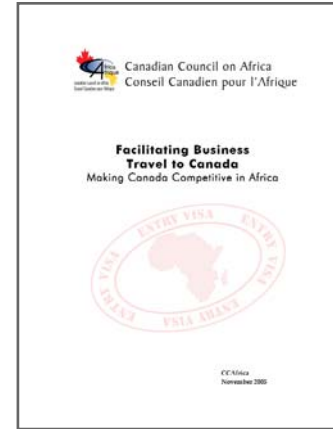


VISA

(continued from cover) ... progress in the near future. CCAfrica believes that our report would offer relevant ideas and recommendations that were put forward in 2005.

We believe that this situation is beginning to have a negative effect on Canadian businesspeople who are trying to obtain visas to certain countries. In addition to the complaints that we received from African representatives to Canada we are beginning to receive complaints

from Canadians who have encountered difficulties in obtaining visas from certain African countries. It is obvious that as the level of mobility between African countries and Canada becomes more difficult, the growth of economic relations is at risk and could possibly regress. CCAfrica believes that this question should preoccupy the responsible ministries to insure the mobility of business people, Canadian and African alike. •



The full report is available online on the CCAfrica website at:
www.ccafrica.ca/publications/

13 Recommendations Outlined in the Visa Report

Below, thirteen recommendations are made for accelerating visa processing, making it more consistent, improving access to decision-makers and building expertise:

- (1) Work more closely with stakeholders and sponsoring organizations to enhance the quantity, quality and certainty of information (particularly local knowledge) on which visa decisions are made.
- (2) Create a roster of trusted organizations and a performance-based system for managing roster membership (which provides trusted organizations with speedier processing for sponsored visitors).
- (3) Develop and implement mechanisms for verifying trust, including mandatory monitoring of visitors and the posting of compliance bonds by sponsoring institutions.
- (4) Encourage private sector participation in visa handling, emulating new arrangements in India.
- (5) Develop and disseminate more detailed, customized (to local conditions) information about the visa assessment process and the evidence on which decisions are based.
- (6) Investigate the use of private sector arrangements, such as those employed in India, for assisting visitor visa applicants and their sponsors abroad.
- (7) Assess the value of introducing special business centres or business services in Canada along the lines of those recently introduced by the U.S..
- (8) Clarify the descriptions and treatment of business visitors in Citizenship and Immigration Canada's manuals and guidelines so as to better align them with present legislation and regulations.
- (9) Differentiate visitor visa streams and dedicate specific (or appropriately prioritized) resources to the processing of non-tourist, visitor visas.
- (10) Introduce limited opportunities for information exchanges between Citizenship and Immigration Canada and (non-tourist) visitor visa sponsors.
- (11) Investigate the possibility of (and demand for) a fee-based, special process to provide firms and other sponsors of non-tourist visitors with customized, premium service.
- (12) Involve the Canadian business community and development assistance organizations in designing and delivering training programs to visa officers.
- (13) Encourage immigration officers to work more closely with colleagues responsible for commerce, trade, and development in order to benefit from their expertise and to create a shared strategic focus within Canada's overseas missions.

Activities Report



Jonathan Millard (5th from right) with his colleagues from the Tanzania Chamber of Commerce in Dar Es Salaam.

CCAfrica Interns Return from Africa

In 2007 CCAfrica hosted 3 interns who worked locally in Africa. Funding for this came from the CIDA International Youth Internship Program (IYIP), and was sufficient to host 3 students, Jonathan Millard, Sarah Morrison, and Caroline Ducharme. They were posted to Tanzania, Rwanda and Mali respectively. These students were chosen from an impressive field of recent college graduates, many with experience in Africa, and in financing and business management. The interns worked

with organizations supporting business development in their countries, and took advantage of opportunities to facilitate the expansion of business links with Canada. Several member



Sarah Morrison (right) with her coworkers at Rwanda Investment and Export Promotion Agency (RIEPA).

firms were able to use the services and expertise of our young interns to help them pursue business deals in Africa. Overall, this experience has been a great success and CCAfrica wants to pursue this wonderful initiative.

CCAfrica has applied for funding for interns for 8 countries for 2008. We hope to know by May how many were approved. They will then pursue business deals in Africa. Overall, this experience has been a great success and CCAfrica wants to pursue this wonderful initiative.



Caroline Ducharme (center) lays the corner stone to a new CNPM building in Kigali.

CCAfrica has applied for funding for interns for 8 countries for 2008. We hope to know by May how many were approved. •

Mission Tunisia/AfDB

The goal of CCAfrica is to create a prosperous environment contributing to good governance, private responsible investments and sustainable economic growth in Africa. It is exactly in this spirit that the business mission to Tunis and the African Bank of Development (AfBD) was conducted by the Canadian Council on Africa, in collaboration with the Canadian Embassy in Tunis and the Canadian representative at the AfBD.



This mission highlighted the 25th anniversary of Canadian presence at

the African Bank of Development as well as the 50th anniversary of the establishment of diplomatic relations with Tunisia.

This mission was successfully, thanks to the support of the Embassy, to CCAfrica network and the quality of its participants.

It seems that the visits to the AfBD contributed to the establishment of important contacts and the gathering of relevant information. Indeed, CCAfrica decided to make this visit an annual event (see pg 15). This will encourage regular visits of Canadians to the AfBD and lead to the creation of strong links between the Canadian and Tunisian private sectors.



Canadian delegation to Tunisia and AfDB at the official Canadian Residence of H.E. Burno Picard in Tunis.

The synergy within the delegation was a major asset. In fact, the support of the Embassy, the collaboration with a pan-Canadian organization, as well as an important and strong delegation has surely contributed to this great success. •

Activities Report

Road Show - Discover Africa

From January 29th to February 7th 2008, the Canadian Council on Africa, the Department of Foreign Affairs and International Trade (DFAIT) and Exportation and Development Canada (EDC) hosted the "Discover Africa" Road Show, une série of meetings from one ocean to the other. The aim of this road show was to expose Canadians to potential business opportunities in emerging economies in Sub-Saharan Africa. Those seminars have taken place in five cities: Vancouver, Calgary, Montreal and Fredericton. This event has been a great success with over 150 participants throughout Canada.

A strong participation of societies and institutions has characterized the "Discover Africa" Road Show. However, even if those companies are active on

the international scene, they hadn't explore the African territory yet and wished to learn more about its business opportunities. Those seminars have offered very high quality presentations that you can access via our website.

CCAfrica's President Lucien Bradet has done a presentation concerning economic aspects of Africa demonstrating that the Continent has definitely done major progress on the economic level, as well as on the governance side.

Marthe Lemay, Deputy Director for Africa at International Trade Canada has done a presentation on the strategy adopted in order to better serve Canadian economic interests in Africa. She also presented several services available and how to use them.

Finally, we benefited from an excellent presentation by EDC on this year's concrete results of the work they have done with over 600 Canadian companies.

EDC is, in fact, increasingly active in Africa.

In each city, we also received several companies active in Africa who presented their success stories working with this continent and demonstrating that success in Africa is more than possible. In the light of the major success of this event, the experience will surely be repeated next year. •



Roadshow in Montreal (from left to right) - Gilbert Parent (CIDA), Anne-Marie Gagnon (EDC), Patrick Dubus (CCC), Denis Valliant (DFAIT).

Nigerian Investment Promotion Commission Brings Largest Business Mission to Canada

During the week of November 5-9, 2007, CCAfrica and member Access-Nigeria Consulting hosted the Nigerian Investment Promotion Commission (NIPC) business and investment mission to Canada, designed to increase awareness of Nigeria's current opportunities as well as the specific mechanisms to penetrate that emerging market. Bankers, NIPC officials, state representatives, and various business leaders

made up the largest Nigerian delegation ever to Canada, which visited Toronto, Calgary, and Vancouver. As well as site visits and one-on-one meetings, three Business Investment Forums were organized that brought together Canadian and Nigerian businesses directly. As well as informative presentations on topics like the NIPC One Stop Investment Centre, the oil and mining sectors, and economic and banking overviews, Canadian perspectives on doing business in Nigeria were also provided. Many good and frank discussions on sensitive issues like visas, bureaucratic hurdles, and security were appreciated by audiences. Engr. Mustafa Bello, Executive Secretary/CEO of the NIPC, and leader of the delegation, stressed that the NIPC can work closely with Canadian business people to lessen administrative burdens and thus speed up the ability of investors to get to work. He invited Canadians to contact and use the NIPC when considering any Nigerian venture. The mission



Abiola Anyakwo, Director of Access-Nigerian Consulting (left), thanks the Alberta Energy and Utilities Board, represented by board member Arden Berg (centre), for hosting Engr. Mustafa Bello, Executive Secretary/CEO of the NIPC and the rest of the delegation for briefings on how Alberta manages its energy and utilities sectors.



Nexen hosted the NIPC delegation at the Calgary Petroleum Club during their visit to Calgary.

would not have been possible without the support and assistance of the NIPC, UBA Bank, Elf, Central Bank of Nigeria, Nexen, Canadian High Commission (Abuja) and Trade Office (Lagos) in Nigeria, DFAIT Ottawa, and the Government of Alberta, the Canada Export Centre, as well as those firms that hosted the delegation for site visits around the country. •

Activities Reports

Business Mission to Mozambique and Madagascar

CCAfrica in partnership the DFAIT both in Ottawa and Africa were successful in organizing a mission to Mozambique and Madagascar between the 24th

Mozambique authorities, EDC and Cowater of Ottawa made excellent presentations. EDC was able to show clearly the extent of their operations in Africa and the differ-

us their experience but also their enthusiasm about this market.

In Antananarivo, Madagascar, we had 13 Canadians, and here again with the partnership of our Canadian Ambassador, accredited to Madagascar, Janet Sidall, Neil Clegg, Senior Trade Commissioner, and the support of Denise Cl  roux, a full program was put in place. We also had the support of the Department of Foreign Affairs of the country. A half day seminar attended by about 60 people was followed by nearly 60 individuals meetings for the mission members in all fields of the economic activities of Madagascar. The mission members were unanimous about the potential to increase our economic relations.

A number of partnerships were explored and CCAfrica is convinced that many will become a reality over the next few months.

The members of the mission came from EDC, CPCS Transom, SNC Lavalin, Canadian Bank Note, CIDE, ACCC, Tecresult, Rio Tinto Alcan, Sheritt International. •



Members of the Canadian delegation in Antananarivo:

(top left to right) : Lucien Bradet - *Canadian Council on Africa*, Neil Clegg - *Canadian High Commission in Johannesburg*, Carol Theauvette - *Association of Canadian Community Colleges*, Gilbert Plante - *Tecresult*

(bottom left to right) : Stephen Dopp - *Canadian Bank Note*, Rizwan Haider - *Export Development Canada*, H.E. Charles Rabemananjara - *Prime Minister of Madagascar*, H.E. Simon Horace - *Embassy of Madagascar in Canada*, Fran  ois Jasmin - *SNC-Lavalin*

February and the 1st of March.

More than 11 Canadians from companies and institution joined Lucien Bradet, CCAfrica President as the head the mission, in Maputo, the capital of Mozambique. James Hills, our Canadian Ambassador and Lurdes Magneli, the Trade Officer were able to put together a very effective program of activities for the mission members. In addition to a seminar, officially opened by the Mozambique Minister of Industry and Commerce, over 40 individuals meetings were organized in all sectors of activity - from banking, infrastructure, education, health, telecommunications, transport, etc....In addition to a number of presentations made by the

ent services in place to help Canadians but also the their clients in Africa. Cowater, a very active company in Africa, has opened an office in Maputo and shared with



Lucien Bradet, President of the Canadian Council on Africa, speaking with H.E. James Hill, Canadian Ambassador to Mozambique in Maputo.

April 2008

A visit of the Prime Minister of Guinea, Right Honourable Lansana Kouyate, across Canada

The Prime Minister of Guinea accepted an invitation from CCAfrica to visit Canada between April 27th and May 2nd 2008. He will be in Ottawa on April 27th and 28th in order to meet political officers and key personal in several fields such as Official Development Assistance and the Francophonie. The Right Honourable Lansana Kouyate will then participate to a breakfast with several business men. He will also visit Montreal where a seminar will be organized on Guinea. Several individual meetings are also planned. The next step will be Toronto where the main interest is targeted towards the mining sector since the latter is key in Guinea's development. Finally, the Guinean delegation will stopover in Moncton. The Prime Minister knows well this region since he participated to the Francophonie Summit in this city a few years ago.

May 2008

Rencontre Internationale de la Francophonie économique (Québec, May 16-19)

It is through the goal of thinking and of proposing concrete actions and measurable results to the leaders within la Francophonie that is held the international Meeting of the economic Francophonie (RIFÉ) 2008. The meeting, which will take place in Quebec from the 16 to May 19, 2008, is a unique opportunity for the Francophonie to gather all interested speakers, to think and work on its development by determining objectives to be reached as well as the ways to reach them. The recommendations resulting from the RIFÉ will be carried to the attention of the authorities at the time of the Summit of the Francophonie in October 2008. The event is animated by a group of promoters made up of the Canadian Council for Africa, of the Chamber of Commerce of Quebec, the French Chamber of Commerce in Canada (section of Quebec) and of the Chamber of Commerce and Industry of Paris, It is supported by the governments of Canada and Quebec like by the international Organization of the Francophonie. More information at www.ccquebec.ca/rife2008/

International Development Days and Canadian Awards for International Cooperation (Vancouver, May 20-22)

Canadian Manufacturers & Exporters in association with the Canadian International Development Agency is pleased to invite you to International Development Days 2008 in Vancouver, British Columbia. Grow your business into new markets! IDD is Canada's premier event for companies interested in developing and emerging country markets. And for the sixteenth time, the Canadian Awards for International Cooperation will recognize the achievements of Canadian businesses and organizations in supporting sustainable economic growth and social programs to reduce poverty in the developing countries of Africa, the Middle East, Asia, Latin America and the Caribbean, as well as in the countries in transition in Central and Eastern Europe. These prestigious awards will be presented at a gala dinner on May 21, 2008 as part of the International Development Days program to be held at the Hyatt Regency Vancouver Hotel from May 20 - 22, 2008 in Vancouver, British Columbia. Over the last fifteen years 107 companies (from over 830 applicants) have been recognized for their outstanding work in the developing world and countries in transition. More information at www.cme-mec.ca/idd/

June 2008

Mission to Algeria and Algiers International Trade Fair (June 7-12)

The Canadian Council on Africa, in collaboration with Consultation Contacts Monde, invite you to take part in the 41st annual Algiers International Trade Fair (FIA) from 7-12 June, 2008. The FIA 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. Last year the FIA attracted 700,000 visitors. More than 1,600 companies from 40 countries were represented to the international event.

Contact persons :

Nathalie Désourdy, CCAfrica, (nathalie.desourdy@ccafrica.ca)

Karl Miville-de Chêne, Contacts Monde (kmd@contactsmonde.com)

Mrs Nawal Lebah, Canadian Embassy in Algiers (nawal.lebah@international.gc.ca)

2008 Head's Up:

- Business Mission to West Africa
- Tunisia/BAfD
- Cameroon Promote 2008
- Rwanda Delegation

Access Nigeria Consulting Inc.
Africa Gold Group Inc.
Afrique Expansion Mag
◆ Airliners
Alex Pneu et Mécanique (Canada)
Algonquin College
Alliance Agricole (CECI - Socodevi - UPA - DI)
AMIS International Agriculture Consulting Inc.
Anyway Solid Environmental Solutions Ltd.
AO Global
Aquaculture Service Conseil Asc.
Artumas Group Inc.
Association of Canadian Community Colleges
Association of Universities and Colleges of Canada
Athabasca University
AVC Canada Corp.
Babalola, Odeleye, Barristers & Solicitors
Banro Corporation
Barrick Gold Corporation
Bata Shoe Organisation
Baywood Continental Oilfield Services Ltd.
Black Business Initiative
Bombardier Inc.
Canac International Inc.
Canada Export Centre
Canada Mortgage & Housing Corporation
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 Space Agency
Canadian Telecommunications International Inc.
Canafra Financial Group
Care Canada
Carleton University, Carleton International
Cask Brewing Systems Inc.
Cégep international
CEMEQ International
Challenger International
CIMA International
Clark Sustainable Resources Developments Ltd
Collège Boréal
Collège Communautaire du Nouveau-Brunswick
Collège Edouard-Montpetit
Concordia University
Consortium for International Development in Education
Consultation Contacts Monde
Coopérative de Solidarité CANAF
Cordiant/Canada Investment Fund for Africa
Cowater International Inc.
CPCS Transcom Ltd.
CRC Sogema Inc.
Data-Line Management Group Inc.
◆ Davier Consultants Inc.

Delisys Delivery Systems Inc.
Dessau International
Development Partnerships
Development Workshop Canada
Développement international Desjardins
Éditions l'Artichaut Inc.
Éducation internationale
Embleton Travel
Evergreen Super Market
First Quantum Minerals Ltd.
Focus International
Found Aircraft Canada Inc
Fraser Milner Casgrain
Globalinc Inc.
Globaltronica Corp.
Golder Associates Ltd.
HABICO Planning + Architecture Ltd.
Hatch Energy
Heenan Blaikie
Hickling International Ltd.
Hydrotestors 2000 Ltd.
IMW Industries Ltd
Industrial Promotion Services Ltd.
Informatique Documentaire Edition Electronique
IntelliPharmaCeutics
◆ International Road Dynamics
Interspan Canada
Jacobs Consultancy
Kusan Ltd.
La cité collégiale
Lasena Investments (Canada) Inc.
M & I Heat Transfer Products Ltd.
◆ Magazine Diplomat Investissement
MagIndustries Corp.
Manitoba Hydro International
Mennonite Economic Development Association
Millenia Hope Inc.
Nevsun Resources Ltd.
New Brunswick Community Colleges
Nexen Inc.
Nigersol Management Inc.
Northern Lights Franchise Consultants
Nova Communications
Nova Scotia Community College
Orezone Resources
Oromin Explorations Ltd.
PharmAfrican
Planet Africa Television
Procept Nigeria
Raytheon Canada Ltd.
Red Hot Learning
Red Letter Philanthropy Counsel
Renewable Power & Light Services Inc.
Rio Tinto Alcan
Saskatchewan Trade & Export Partnership (STEP)
Sasktel International
Scooptel Consultants Ltd.
Seneca

Seprotech Systems Inc
Setym International Inc.
SMART - Secondary Materials and Recycled Textiles, Inc.
SNC-Lavalin International Inc.
SOFEG
South African Airways
◆ Startrust Multi-Dynamics Inc.
Surya Ventures Corp.
Tecsult International Ltd
Terradigm
TFI Global Inc
The Lyceum Group
Tiom Resources Inc.
Trade Facilitation Office Canada
University of Calgary, International Relations Office
University of Guelph
University of Moncton
University of New Brunswick, International Relations Office
University of Ottawa
Vangold Resources
◆ Versacor International
Wardrop Engineering
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Whitby Hydro Energy Services Corp
Whiterabbit Resources Ltd.
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Department of Foreign Affairs and International Trade Canada
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Natural Resources Canada
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Canada Business Association - Ghana
Fédération des Chambres de Commerce de Madagascar
Fédération des Entreprises du Congo
Mali Chamber of Commerce
Nigerian Economic Summit Group
Rwanda Investment and Export Promotion Agency
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