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Breakthrough Reforms Improve the Movement of Goods and Capital in East Africa

Three reforms liberalizing the movement of goods and capital in East Africa were recently announced, marking the culmination of years of advocacy efforts undergirded by USAID Hub policy analysis. The USAID Hub supplies public and private sector stakeholders with analyses of legislation and policies that conflict with commitments under the EAC Common Market Protocol and international best practices, giving them the tools to push for changes that will create environments more conducive to trade and investment.

- **Uganda and Kenya negotiate a breakthrough in non-tariff barrier on Ugandan poultry.** [Read more](#)
- **Tanzania relaxes protectionist regulations in mining sector.** [Read more](#)
- **Uganda lays foundation for greater investment with the Investment Code Bill 2017.** [Read more](#)



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EAST AFRICAN AGRO-PROCESSORS PURCHASE U.S. TECHNOLOGIES AT PROFOOD TECH

Food x-ray scanners, labelling machines and specialized storage bottles account for some of the \$167,020 in technology purchases made by the 11 East African agro-processors who attended the ProFood Tech Show 2019 in Chicago, IL, U.S. as part of a USAID Hub delegation. The show exposed the firms to advanced technologies that can lead to increased agro-processing efficiency in the East Africa region while introducing U.S. companies to new markets interested in adopting their equipment.

Ese Urwibutso, an award-winning Rwandese agro-processing company, purchased a labelling machine valued at \$2,420 from Dispensa-Magic Label Dispensers, a company based in Missouri, U.S. "This will greatly increase our labelling speed and, in turn, efficiency in comparison to what we currently use," said Sina Gerard, the company's Managing Director. [Read more](#)



U.S. BUYERS AND EAST AFRICAN PRODUCERS CONNECT TO DELIVER QUALITY PRODUCTS TO U.S. CONSUMERS

Swahili African Modern, a U.S.-based buyer, placed \$17,500 in immediate orders and discussed potential orders valued at \$5,600 following meetings with Kenyan and Tanzanian exporters arranged by the USAID Hub.

East Africa's home décor and fashion accessories sector represents an important, but small export sector to the U.S. There is considerable space for exports to expand as the market grows, but to reach its potential, producers will need to achieve export-quality production that meets U.S. buyers' expectations and raise awareness of East Africa as a sourcing destination. Buyer missions can help firms accomplish this.

"Taking small artisans and trying to let them make it on their own in Europe, the United States...it isn't going to work out. What they need to find is importers like myself...we're their continuous links to the countries," explained Leslie Mittelberg, Swahili African Modern's founder.



Buyers, especially small or mid-size buyers, can generate small order sizes for artisans to prove their export capacities. They can also guide them on product designs, helping them tailor their products to U.S. consumer preferences. These opportunities are critical for firms that may be too small to attend trade shows or travel to the U.S. on their own where they can make connections and learn about U.S. market trends.

[Read more](#) about Swahili African Modern's first leg of its trip in Kenya

USAID HUB B2Bs ENHANCE REGIONAL TRADE OF STAPLE FOODS AND LIVESTOCK

As the USAID Hub looks back on the past three years of organizing business-to-business (B2B) forums, the Hub has documented its approach

and lessons learned on how to leverage these forums for increased intra-regional trade of staple foods in the East African Community (EAC). To date, the Hub has facilitated trade contracts for 1.47 million metric tons (MT) of staple grains worth an estimated \$473.5 million and trade commitments for 27,957 livestock valued at \$7.2 million.

To accomplish this, the Hub facilitated large cross-border and regional trade transactions of staple foods and livestock at B2B forums. These activities established long-term relationships among stakeholders, enabling actors to collaborate on actions to address systemic challenges and market constraints. [Read more](#)



YOUNG KENYAN INNOVATOR QUALIFIES FOR U.S.-SPONSORED GLOBAL SCIENCE AND TECH COMPETITION

Kenyan farmers are now able to protect their grain harvests from weevil attacks at a low cost thanks to Donatus Njoroge's [bio-pesticide innovation](#), the Molepse bio-resource. Donatus, who took second place in the USAID Hub-sponsored East Africa Postharvest Technologies Competition 2017 (EAPTC2017), produced the innovative bio-pesticide, which has repellent and toxic capabilities to kills pests that come into contact with it in less than five minutes. It is produced from four different plant materials.

Donatus recently qualified as one of the 24 finalists at the Global Innovation through Science and Technology (GIST Tech-I 2019).



The Tech-I Finalists will now undergo online training prior to flying to Bahrain to participate in the 2019 [Global Entrepreneurship Congress](#) (GEC). At GEC 2019, the finalists will receive two days of intensive entrepreneurial skills training and mentorship before pitching their innovations to a panel of expert judges who will decide who returns home with capital seed prizes to help grow their businesses and change the world. [Read more](#)

WHERE WE WORK:

The East African Community countries - Burundi, Kenya, Rwanda, Tanzania and Uganda - and, Ethiopia, Madagascar, and Mauritius.

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