

# African Chamber of Commerce of the Pacific Northwest

**PROMOTING BILATERAL TRADE  
AND INVESTMENT BETWEEN THE  
PACIFIC NORTHWEST AND  
AFRICA.**

# ACCPNW Overview



- **Mission Statement**—To promote an environment for direct trade and business prosperity between Africa and the Pacific Northwest.
- **Objectives**—To increase trade and investment relations between businesses in Africa and the Pacific Northwest: ACCPNW's goal is to become a focal resource for all businesses in the Pacific Northwest and Africa that are interested in doing business with one another.

# ACCPNW Overview



- Policy & Advocacy
- International Trade & Business Linkages
- Annual business forums
- Business Roundtables & Luncheons
- SME Development Programs
- International Trade Missions
- Support for In-Coming Trade Delegations
- Educational Services
- Networking and Developing Partnerships
- Promoting African Cultures and Improving Africa's Public Image

# Annual Forums



- Annual Africa Day Business Forum: Drawing Ambassadors from; Angola, Nigeria, Gambia, South Africa, Mozambique, Zambia, Kenya, Uganda, Cote d'Ivoire, etc.
- Africa Heritage Unity Celebration (2007, 2008, 2009, 2010, 2011)

# Business Breakfasts, Luncheons & Round Tables



- Business roundtable featuring URUR Livestock
- Business breakfast featuring author Edward Miguel
- Business roundtable: Southern Africa Today
- Business roundtable: Nigeria Today
- Business breakfast featuring E3 Energy Company
- Business breakfast featuring Silk Road Africa, Thain Boatworks and Earthwise Ventures

# Business Counseling & Trade Assistance



- Provided one-on-one business consultations to 109 Washington State companies (2010)

# Trade Missions To Africa

- Zambia International Trade Fair (ZITF) July 2 through the 11<sup>th</sup> 2008. Washington State companies that participated included: Global Inflight, Levix, All Ocean Services LLC, Targhee Fire Services / W.S. Darley



**TARGHEE FIRE SERVICES**

ALL OCEAN SERVICES, LLC



# Logistical Support for In-Coming Delegations



- Malawi Embassy Officials: OT & CPD
- Hon. Minister of State, Uganda – Nyombi Thembo
- Representatives from the following Countries—  
Angola, Nigeria, Gambia, South Africa,  
Mozambique, Nigeria, Zambia.

# Educational Services



- Forums on International Trade to educate local Business Owners and the general public.
- Informational sessions about Africa and the Chamber to diverse educational institutions.

# Networking Partnerships



- Women's Entrepreneurship Association Ltd. – Uganda
- Kitwe Chamber of Commerce & Industry – Zambia
- Northwest Chamber of Commerce & Industry – Zambia
- Global Washington
- African's at Microsoft

# STRATEGIC PARTNERS/ALLIANCES



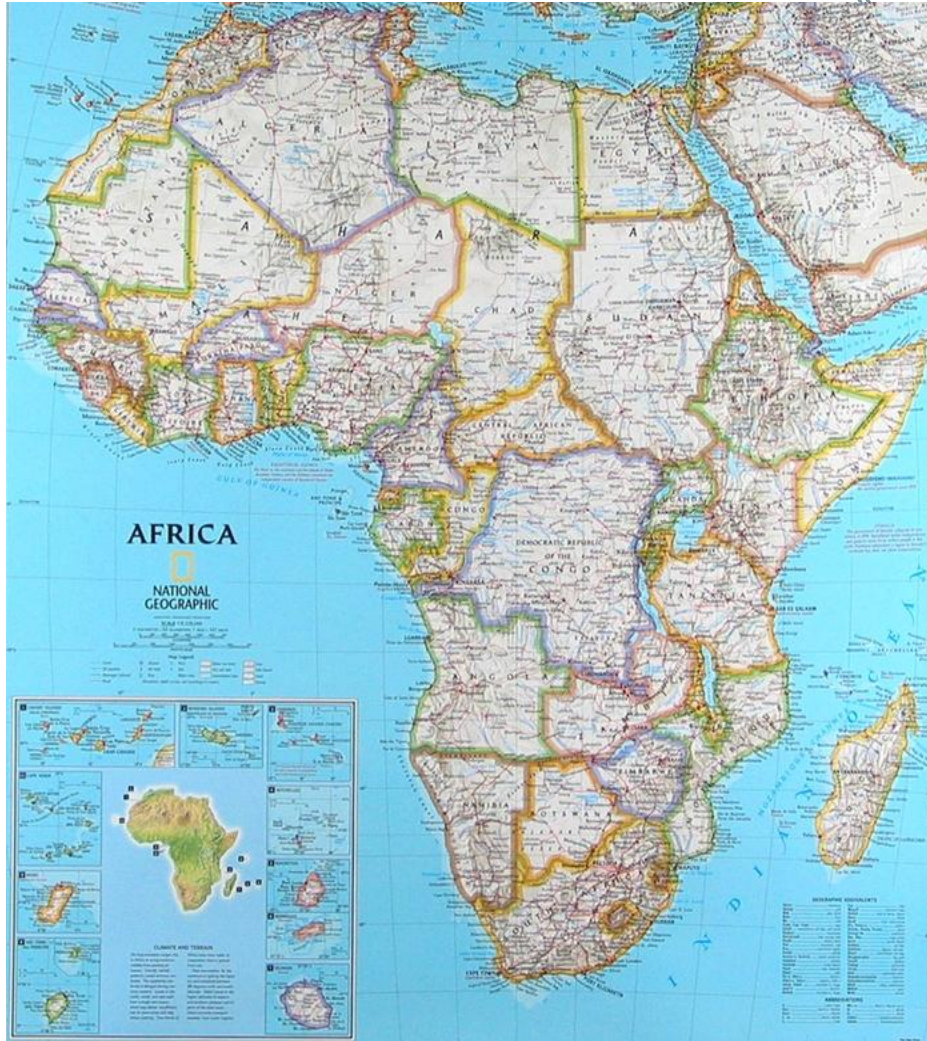
- Washington State Government
- WA State Community Trade and Economic Development (CTED)
- City of Seattle
- Trade Development Alliance of the Greater Seattle Chamber of Commerce (TDA)
- Port of Seattle
- Institutions for Higher Education: Highline Community College, UW Global Business, Seattle Pacific University, Seattle Central Community College, South Seattle Community College

# Challenges



- Negative Image of Africa in the media and its impacts on Businesses linkages.
- Lack of sufficient human and capitol resources.

# Importance of Trade With Africa



- There are 54 countries in the continent of Africa
- Over 900 million consumers
- More than 16% of US crude oil is imported from Africa.
- US exports to Sub-Saharan Africa were 46% greater than those to the former Soviet republics (Russia included).
- Africa buys at least \$6 billion of American products annually.

# What Africa is Buying from Washington State



- 1. Transportation Equipment**
- 2. Agricultural Products**
- 3. Electric Machinery**
- 4. Industrial Machinery**
- 5. Medical and Pharmaceutical Equipment**

# Top 10 WA Exports to Africa



Rank	Code	Description	ANNUAL 2007	ANNUAL 2008
		<b>TOTAL ALL COMMODITIES</b>	64,500,474.00	809,708,020.00
1	88	<b>Aircraft, Spacecraft, And Parts Thereof</b>	775,962,471.00	544,918,761.00
2	84	<b>Industrial Machinery, Including Computers</b>	32,189,113.00	36,050,064.00
3	8	<b>Edible Fruit &amp; Nuts; Citrus Fruit Or Melon Peel</b>	9,907,111.00	16,246,279.00
4	90	<b>Optic, Photo Etc, Medic Or Surgical Instruments Etc</b>	11,587,313.00	16,114,540.00
5	85	<b>Electric Machinery Etc; Sound Equip; Tv Equip; Pts</b>	12,117,005.00	15,131,772.00
6	10	<b>Cereals</b>	13,572,533.00	12,788,675.00
7	4	<b>Dairy Prods; Birds Eggs; Honey; Ed Animal Pr Nesoi</b>	1,987,128.00	9,134,477.00
8	11	<b>Milling Products; Malt; Starch; Inulin; Wht Gluten</b>	-4,065.00	4,447,589.00
9	63	<b>Textile Art Nesoi; Needlecraft Sets; Worn Text Art</b>	1,899,689.00	2,865,140.00
10	16	<b>Edible Preparations Of Meat, Fish, Crustaceans Etc</b>	2,057,983.00	2,261,582.00

# Seattle Area Industry Sectors Doing Business in Africa



- Telecommunications: AT&T Wireless, Nextel International, Active Voice Corp. Swift Tech
- Architecture and Engineering Services: NBBJ, Jones & Jones, Garry Struthers Associates, Donald King Architects, Streeter & Associates Architects.
- Food Processing: Lamb-Weston, Starbucks Co, Hexcel Structures, Fritz Companies,

# Washington State Organizations Connected to Africa

- **Bill & Melinda Gates Foundation**
- **The Program for Appropriate Technology in Health (PATH)**
- **UW School of Public Health and Community Medicine**
- **Seattle Limb Systems**
- **NeoPath, Inc.**
- **AIDS Impact**
- **The Prosthetics Outreach Foundation**
- **Health First Afrique**
- **Swedish Medical Center and Virginia Mason Medical Center**
- **Seattle Biomedical Research Institute**
- **Central Area Health Care Center**
- **The African-American Health Network**

BILL & MELINDA  
GATES *foundation*



SCHOOL OF PUBLIC HEALTH

UNIVERSITY of WASHINGTON

# Why ACCPNW is Unique



- We are the only organization in Washington State that concentrates on building business linkages between Washington State and Africa.
- Our main focus on development is through trade and investment rather than aid.

# Thank You

## African Chamber of Commerce of the Pacific Northwest

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