

TALKING TRADE WEBINAR TAKEAWAYS

**Webinar Theme:
The African Growth and
Opportunity Act (AGOA) - opening
African SMEs to a new world of
business opportunities.”**

**Keynote Speaker: Kara Diallo,
AGOA Specialist for the USAID-
funded West Africa Trade &
Investment Hub**

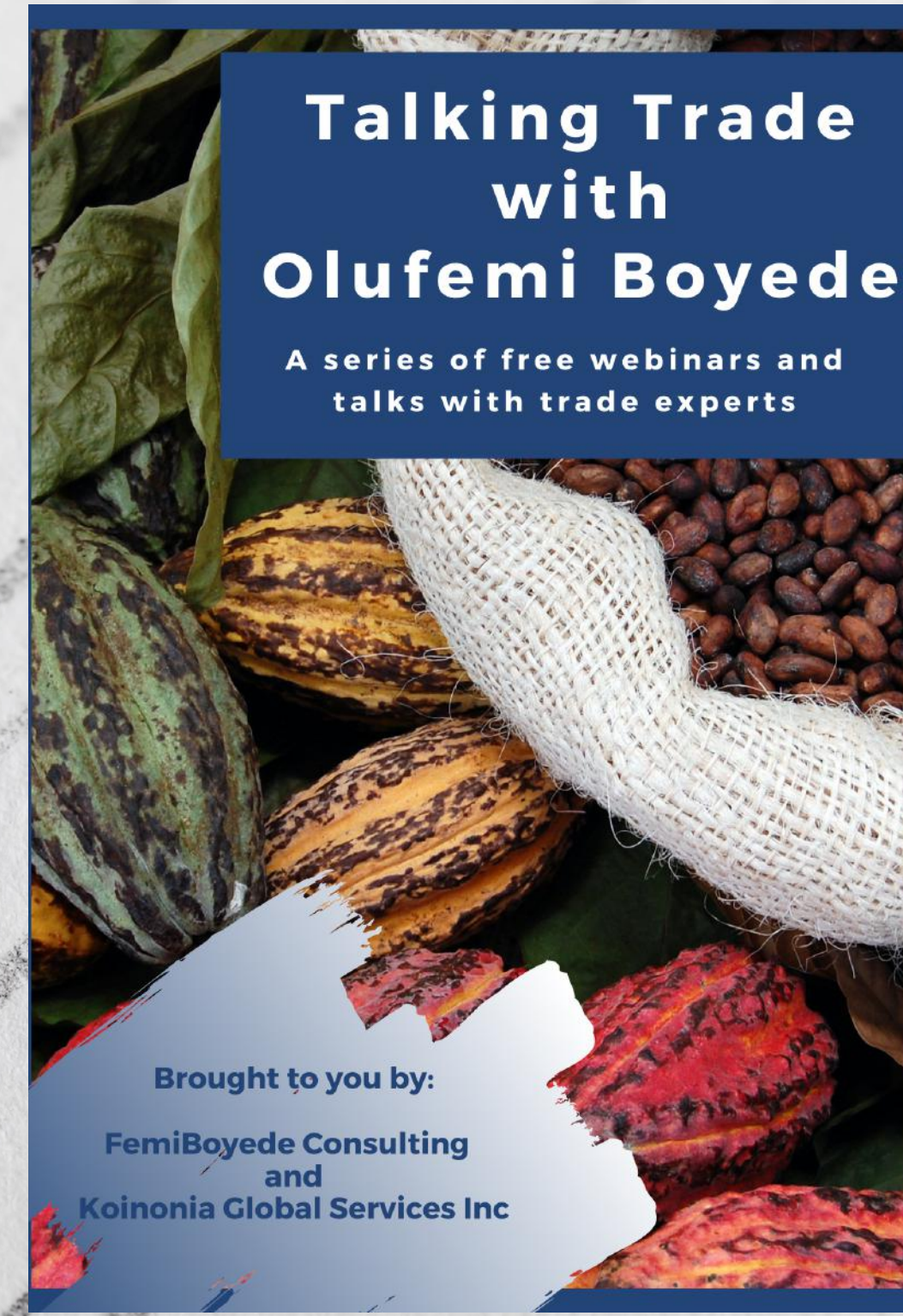
HELD ON: NOVEMBER 6TH 2021

**Talking Trade
with
Olufemi Boyede**

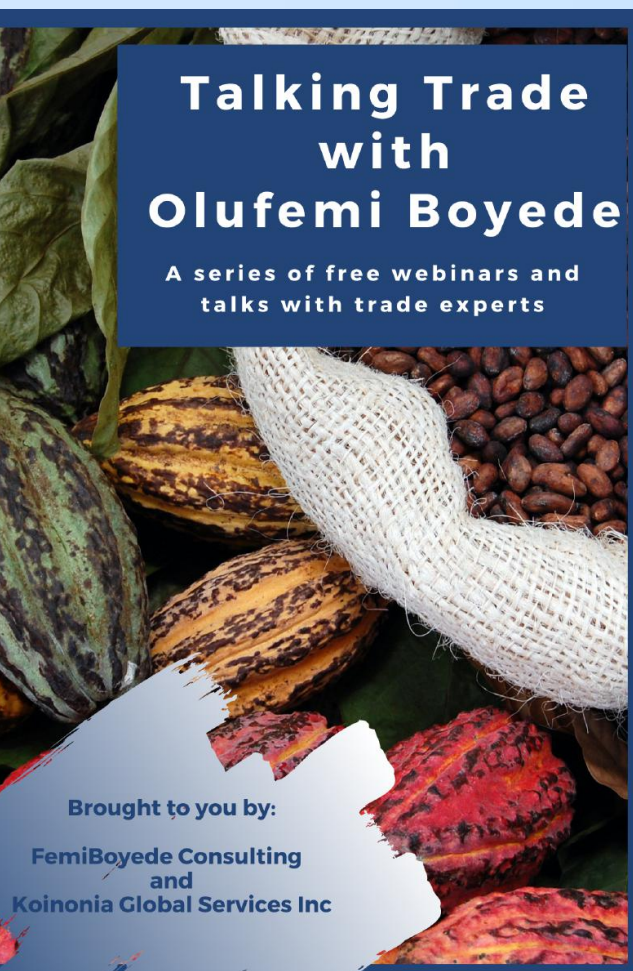
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**November
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2021**

“The African Growth and Opportunity Act (AGOA) – Opening African SMEs to a New World of Business Opportunities

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USAID
FROM THE AMERICAN PEOPLE

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Talking Trade with Femi Boyede

The African Growth and Opportunity Act – Opening African SMEs to a new world of business opportunities

Presented by:

Kara DIALLO

AGOA Specialist, West Africa Trade and Investment Hub

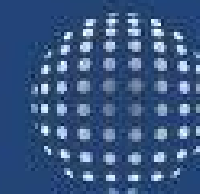
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AGOA Objectives

1

Promote increased trade and investment between the U.S. and sub-Saharan African countries.

2

Promote increased access and opportunities for U.S. investors and businesses in sub-Saharan Africa.

3

Promote economic development and reforms in sub-Saharan Africa.



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Benefits of AGOA

- ❑ AGOA allows more than **6,500** products to benefit duty free treatment.
- ❑ AGOA adds 1,800 products to GSP, including import sensitive products not eligible for GSP.
- ❑ Examples of Articles ineligible for GSP treatment which can be entered duty free under AGOA if made in a SSA country:
 - Apparel and textiles products
 - Some Food products
 - Electronic Articles
 - Footwear, Handbags, Luggage, Flat Goods, Work Gloves, and Leather Apparel



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State: _____
Cell: _____

Requirements for AGOA Benefits

- 1 Country must be eligible
- 2 Product must be eligible
- 3 Product must meet requirements of the rules of origin
- 4 Product must be imported directly in the U.S.
- 5 Importer must claim AGOA when filling the entry document



Requires an AGOA Textile Visa arrangement with the U.S. to prevent illegal transshipment and use of counterfeit documentation, as well as effective enforcement and verification procedures.

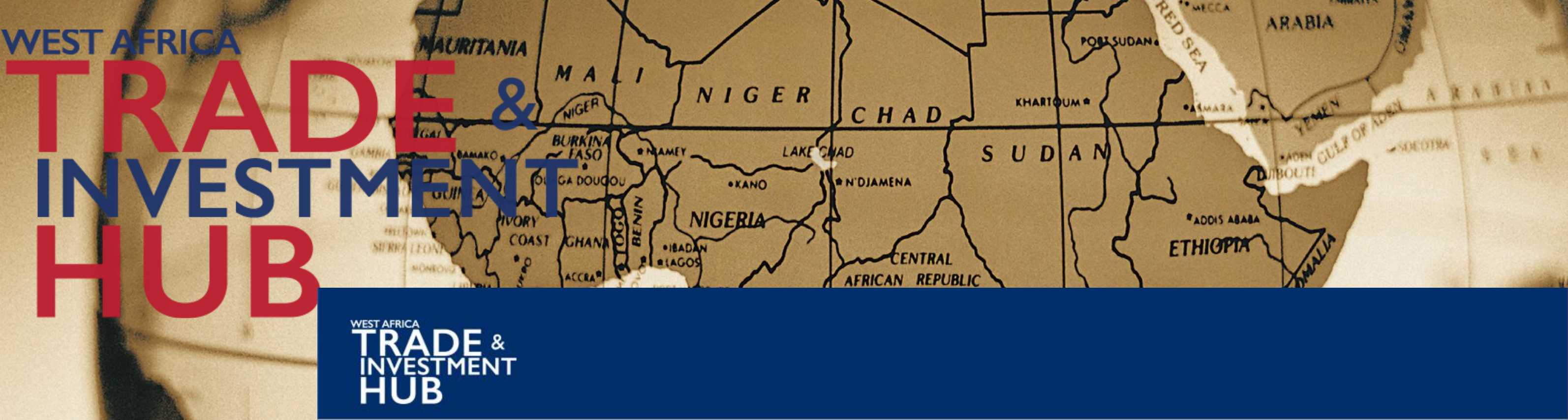
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Benin	Guinea	Mauritius	Sierra Leone
Botswana	Kenya	Mozambique	South Africa
Burkina Faso	Lesotho	Namibia	Tanzania
Cape Verde	Liberia	Madagascar	Togo
Chad	Ethiopia	Nigeria	Uganda
Cote d'Ivoire	Malawi	Eswatini	Zambia
Ghana	Mali	Senegal	



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Export documents

FOOD STUFF AND OTHERS	TEXTILES
Commercial invoice	Commercial invoice
Packing list	Packing list
Bill of lading (BL) or Waybill	Bill of lading (BL) or Waybill
GSP certificate of origin (Form A)	AGOA Textile Certificate of origin
FDA prior notice	AGOA Visa Stamp for textile
Phyto-sanitary certificate	
Other documents as necessary (HACCP, import permit, etc...)	



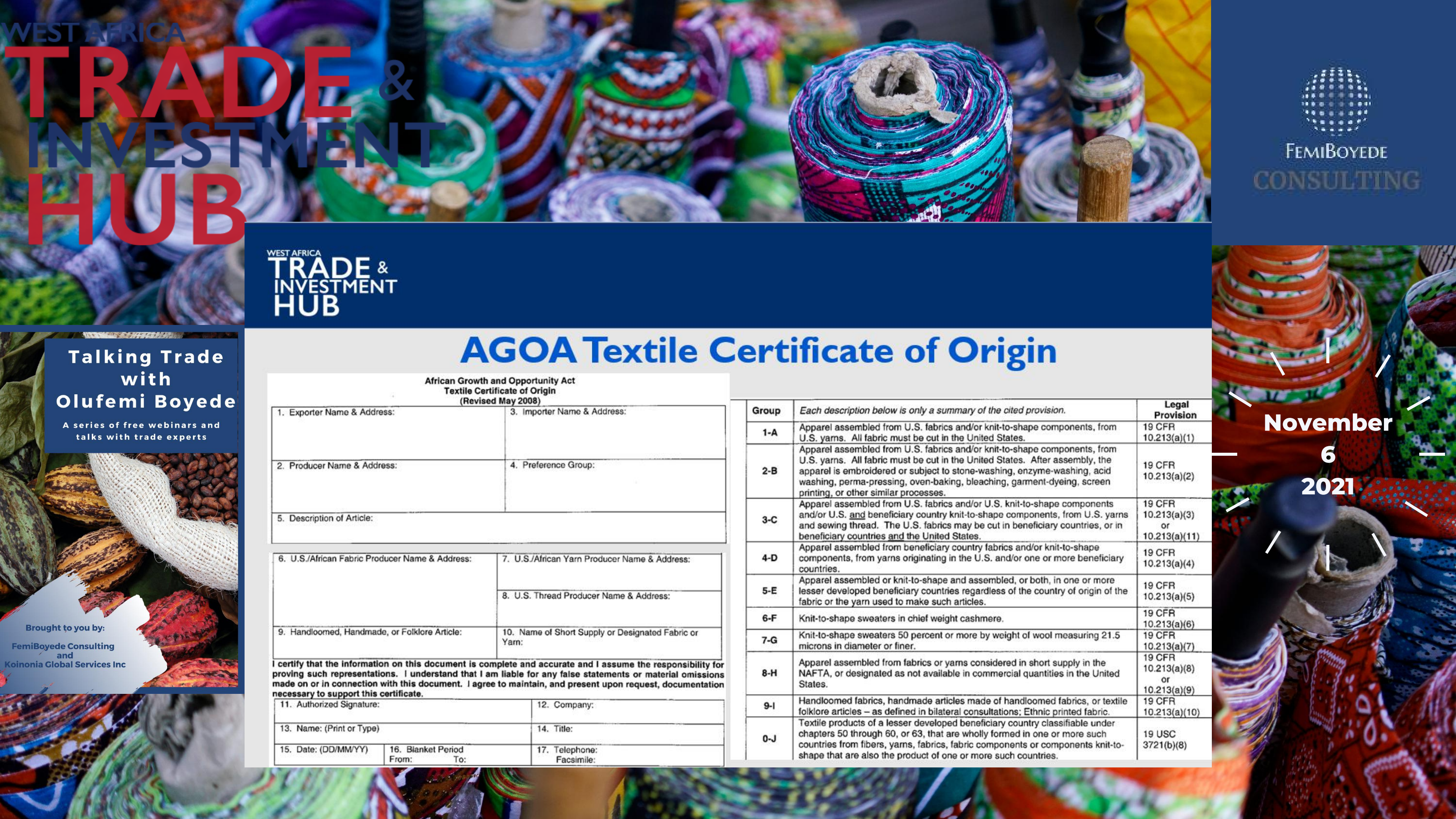
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AGOA Textile Certificate of Origin

African Growth and Opportunity Act
Textile Certificate of Origin
(Revised May 2008)

1. Exporter Name & Address:	3. Importer Name & Address:
2. Producer Name & Address:	4. Preference Group:
5. Description of Article:	
6. U.S./African Fabric Producer Name & Address:	7. U.S./African Yarn Producer Name & Address:
	8. U.S. Thread Producer Name & Address:
9. Handloomed, Handmade, or Folklore Article:	10. Name of Short Supply or Designated Fabric or Yarn:
I certify that the information on this document is complete and accurate and I assume the responsibility for proving such representations. I understand that I am liable for any false statements or material omissions made on or in connection with this document. I agree to maintain, and present upon request, documentation necessary to support this certificate.	
11. Authorized Signature:	12. Company:
13. Name: (Print or Type)	14. Title:
15. Date: (DD/MM/YY)	16. Blanket Period From: To:
	17. Telephone: Facsimile:

Group	Each description below is only a summary of the cited provision.	Legal Provision
1-A	Apparel assembled from U.S. fabrics and/or knit-to-shape components, from U.S. yarns. All fabric must be cut in the United States.	19 CFR 10.213(a)(1)
2-B	Apparel assembled from U.S. fabrics and/or knit-to-shape components, from U.S. yarns. All fabric must be cut in the United States. After assembly, the apparel is embroidered or subject to stone-washing, enzyme-washing, acid washing, perma-pressing, oven-baking, bleaching, garment-dyeing, screen printing, or other similar processes.	19 CFR 10.213(a)(2)
3-C	Apparel assembled from U.S. fabrics and/or U.S. knit-to-shape components and/or U.S. and beneficiary country knit-to-shape components, from U.S. yarns and sewing thread. The U.S. fabrics may be cut in beneficiary countries, or in beneficiary countries and the United States.	19 CFR 10.213(a)(3) or 10.213(a)(11)
4-D	Apparel assembled from beneficiary country fabrics and/or knit-to-shape components, from yarns originating in the U.S. and/or one or more beneficiary countries.	19 CFR 10.213(a)(4)
5-E	Apparel assembled or knit-to-shape and assembled, or both, in one or more lesser developed beneficiary countries regardless of the country of origin of the fabric or the yarn used to make such articles.	19 CFR 10.213(a)(5)
6-F	Knit-to-shape sweaters in chief weight cashmere.	19 CFR 10.213(a)(6)
7-G	Knit-to-shape sweaters 50 percent or more by weight of wool measuring 21.5 microns in diameter or finer.	19 CFR 10.213(a)(7)
8-H	Apparel assembled from fabrics or yarns considered in short supply in the NAFTA, or designated as not available in commercial quantities in the United States.	19 CFR 10.213(a)(8) or 10.213(a)(9)
9-I	Handloomed fabrics, handmade articles made of handloomed fabrics, or textile folklore articles – as defined in bilateral consultations; Ethnic printed fabric.	19 CFR 10.213(a)(10)
0-J	Textile products of a lesser developed beneficiary country classifiable under chapters 50 through 60, or 63, that are wholly formed in one or more such countries from fibers, yarns, fabrics, fabric components or components knit-to-shape that are also the product of one or more such countries.	19 USC 3721(b)(8)

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AGOA Textile Visa Stamp

- Circular stamp
- Blue ink
- Must appear on the front of the original commercial invoice
- One Stamp per grouping
- Must be signed by authorized government official



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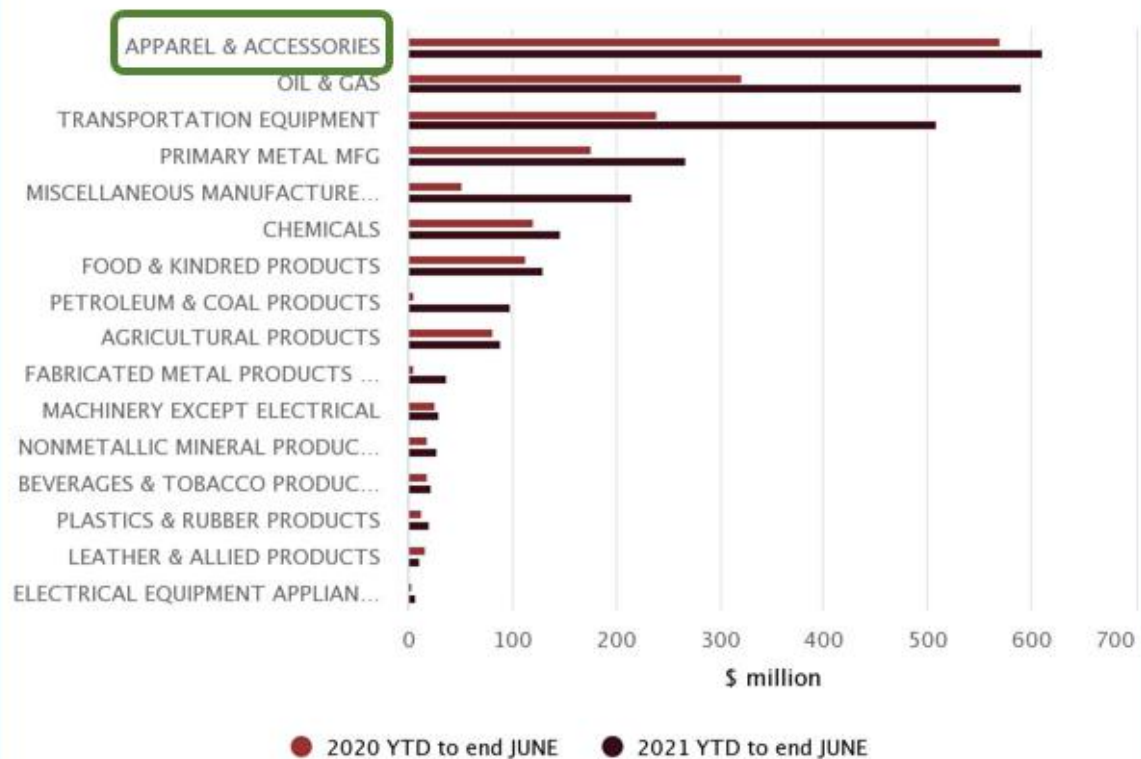
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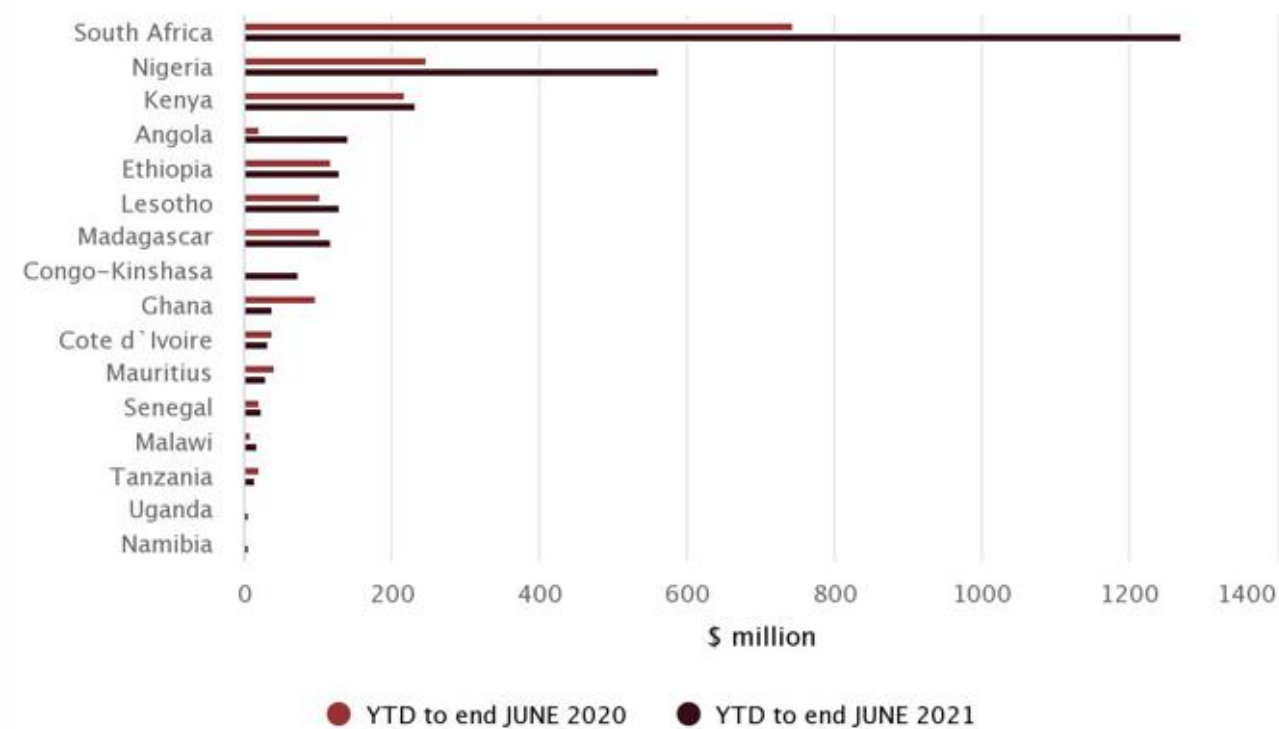
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Leading exports under AGOA/GSP by sector



Leading exporters of goods under AGOA/GSP | Year To Date



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U.S. Imports of Apparel & Textile from AGOA countries

HTS	Description	Value in 2019 (\$Million)	Value in 2020 (\$Million)
	Total Imports	1450.124	1230.267
	Imports under AGOA	1401.447	1180.776
9819.11.09	Apparel from regional fabric from U.S. or African yarn	8.988	7.745
9819.11.12	Apparel from foreign fabric made in a lesser developed country	1361.631	1154.107
9819.11.21	Apparel from fabric or yarn N/A in commercial qty (401/NAFTA)	23.237	8.382
9819.11.27	Handloomed, handmade and folklore articles	1.058	0.562
9819.11.33	Textile articles wholly formed in one or more LDC	5.916	6.897

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EXPORT



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West Africa AGOA Exports (\$1,000)

Product	2015	2016	2017	2018	2019	% Change 2018 - 2019
Vegetables, Tubers and Roots including Yam	123.67	90.95	702.01	10,156.58	11,670.71	14.91
Dried Fruits	58.77	35.53	941.32	1,293.94	2,378.41	83.81
Prepared Fish (Tuna, Skipjack, etc.)	760.09	658.43	6,060.53	33,864.26	52,353.01	54.60
Cocoa preparations (powder, paste, chocolate)	-	-	293.20	7,761.61	273.87	-96.47
Preparation of Fruits and Vegetables	30.35	171.76	3,569.38	1,373.58	811.67	-40.91
Petroleum and Oil	1,417,146.38	3,202,779.12	6,137,147.68	4,827,422.36	3,508,597.78	-27.32
Apparel	9,099.67	6,106.71	8,308.52	14,268.14	17,883.84	25%
Skin and hides	1,261.70	472.02	950.28	1,170.56	570.72	-51.24
Baskets, Sacs and Bags of Vegetables materials	73.33	146.04	255.51	718.76	609.56	-15.19



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Opportunities for African Products in the U.S. market

Products	U.S. imports in 2020	Main Suppliers of U.S. market in 2020
Cocoa beans	\$995.71 million 3rd largest importer with 9.7% in 2019	Cote d'Ivoire (\$505.81 million) Ecuador (\$184.01 million) Ghana (\$ 139.26)
Cocoa butter	\$561.49 million 2nd largest importer with 11.7% in 2019	Indonesia (\$241.68 million) Malaysia (\$165.43 million) Brazil (\$47.31 million)
Cashew Kernel	\$1.08 billion largest importer with 27.3% share of world import in 2019	Vietnam (\$962.19 million) Brazil (\$30.17 million) Indonesia (\$21.36 million)
Urea (fertilizer)	\$1.09 billion 3rd largest importer with 9.9% share in 2019	Qatar (\$289.60 million) Canada (\$222.14 million) Russia (\$137.77 million)
Sesame seed	\$76.42 million 9th largest importer with 2.3% share in 2019	India (\$43.94 million) Guatemala (\$11.16 million) Mexico (\$5.26 million)
Sesame oil	\$111.58 million largest importer with 33% share of world import in 2019	Japan (42.70 million) Mexico (35.09 million) Taiwan (14.98 million)



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The Trade Hub's AGOA Support

Strategy #1: Assist West African countries in implementing the AGOA textile visa system

- Assist Governments to implement the AGOA textile visa
- Training of AGOA visa signatories (Customs)

Strategy #2: Provide information and create awareness about AGOA and U.S import requirements

- Provide online resources on the Trade Hub Website: Guides, presentations, video from our experts, etc.
- Collaborate with U.S. Embassies and private sector institutions in organizing the AGOA awareness Workshops.

Strategy #3: Promote and assist West African businesses in exporting to the U.S market

- Provide AGOA Services to individual companies
- Promote Export ready companies via the Trade Hub's website
- Specific Technical Assistance (TA) to businesses based on their needs: FDA compliance, market linkages, packaging and labelling requirements, logistics, etc.
- Organize buyer-seller events where we will invite potential U.S. buyers to visit companies in West Africa and place their orders.



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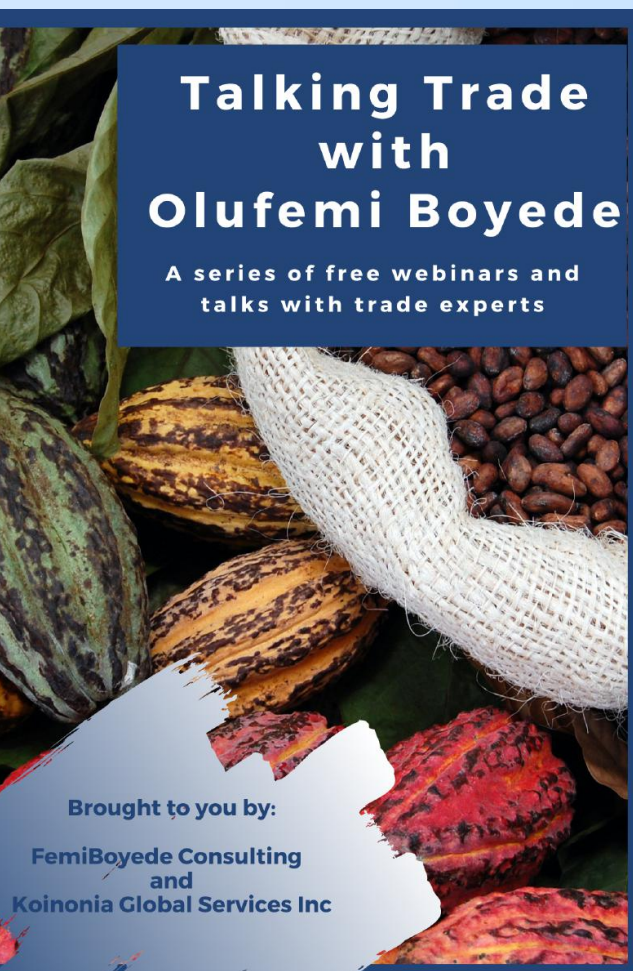


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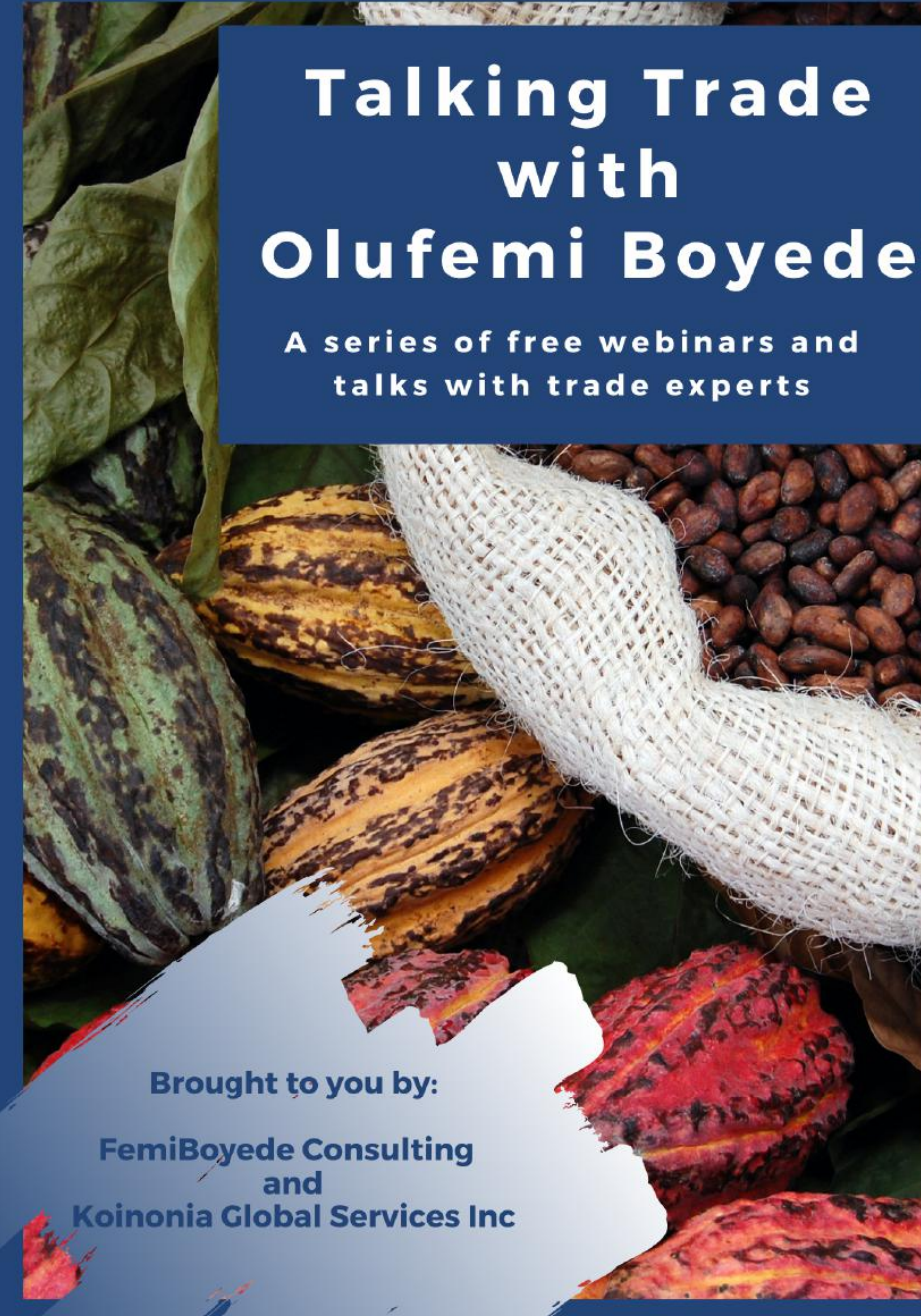
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