

Outward Visit to:

THE WORLD BANK AND INTER-AMERICAN DEVELOPMENT BANK FOCUS: AGRICULTURE



Washington D.C., 18th – 21st October 2010

The UK Trade & Investment Aid-Funded Business Service and International Agri-Technology Centre in collaboration with UK Trade & Investment at the British Embassy in Washington D.C. is organising a specialist outward visit to the Headquarters of the World Bank Group, Inter-American Development Bank and the Millennium Challenge Corporation, Washington D.C. for companies specialising in:

- Agricultural Education & Training (capacity building)
- Irrigation & Drainage/Rural Water supply and Sanitation ('Water for Food')
- Livestock and Animal Resources
- Fisheries/Aquaculture

The role of International Donors

75% of the world's poor live in rural areas, making those individual most at risk of famine. The Global Food crisis has also affected those living in developing countries most as the price of food has increased. Agriculture is also centred around the rural population, and assistance is needed to help combat the effects of climate change by building up the capacity of the farming community and maintain a system of irrigation to grow crops. Fish stocks are also another important area of concern around the globe as illegal fishing is having a massive impact on the livelihoods of small rural communities. The International Donor Community's approach to rural development is multi-sectoral and focused on improving the well-being of rural people by building their productive, social, and environmental assets. Many international donors are working with developing country governments to try and overcome these vast issues. This is done through providing loans and grants to developing countries for projects. These projects aim to increase the capacity of rural communities and provide adequate irrigation systems, however, recipients of these loans cannot carry out this work alone and need companies with expertise in the private sector to achieve sustainable results. Approximately US\$60 billion is procured annually on goods and services to help achieve the Millennium Development Goals (MDG's). UK companies win a substantial amount of business from these organisations (*3rd largest supplier to the World Bank Group in 2008*).

Objective of the Outward Visit

The aim of this outward visit will be to introduce companies in the Agricultural sector to key staff located in three large Donor organisations located in Washington D.C. – The World Bank Group, The Inter-American Development Bank and the Millennium Challenge Corporation. In order to do business with and via these organisations it is essential to know the process and how to market your company to the decision makers in the borrowing member country and the Bank itself. Agriculture Specialists at these institutes can offer early intelligence as to what and where they are looking to focus their funding and are often called upon to assist in drawing up short lists for consultants. The Banks also directly hire consultants for short-term assignments, feasibility studies and evaluation reports.

This particular mission will highlight the UK's capabilities in this sector through individual meetings and a group presentation to Agriculture specialists at the Banks. We are inviting companies with expertise in this area to take advantage of this rare and unique opportunity.

The World Bank Group

Foremost among the responsibilities of the World Bank's Agriculture and Rural Development Department (ARD) is the formulation of the corporate rural strategy. The rural strategy is one of several thematic and sector-specific strategies developed and implemented by the World Bank in partnership with their client countries. Over the past twenty years, the World Bank has financed over US\$400 million of investment in agricultural education and training in developing countries. The Bank also currently has a portfolio of US\$3.7 billion towards irrigation and drainage and since 1978, the World Bank has invested about US\$ 5.5 billion in rural water supply and sanitation.

The Inter-American Development Bank (IDB)

The IDB is a 'Regional Development Bank' and unlike the World Bank they have a particular geographical focus covering Central and South America and the Caribbean. Approved lending and grants over the past 12 months totals US\$10 billion. In 2008, the IDB committed US\$567.1 million into the Agriculture and Fisheries sector with intentions to increase the amount of funding in this sector in the future.

Both Donors provide huge-scale opportunities for British firms who can offer expertise in these areas.

The Millennium Challenge Corporation (MCC)

The MCC is a U.S. Government foreign aid agency investing nearly US\$ 2 Billion simultaneously in the agribusiness, livestock, and fishery supply chains of Armenia, Burkina Faso, Cape Verde, Georgia, Ghana, Honduras, Mali, Morocco, Mozambique, Namibia, and Nicaragua. Contractors are being procured weekly for training, agricultural inputs, irrigation works, studies, consulting services, road works, and other needs. These contracts are untied, meaning that there are no preferences given to a particular country.

Why should I participate?

This visit will not only provide participants with the opportunity to listen to key hints and tips on doing business with the World Bank Group and IDB from its own project staff, but will also provide you with the opportunity to make contacts relevant to your company through a personalised programme of appointments. The appointments will be arranged by the UK Trade & Investment section at the British Embassy in Washington D.C. on your behalf after you have provided a 'pen-picture' of what your company is looking to present. UK Trade & Investment will also host a networking reception inviting local contacts within the International Donor and business community.

Preliminary Programme (n.b. may be subject to slight change but in principle dates of visit will remain the same)

17.11.10	UK – Washington D.C. (accommodation tbc)
18.11.10	Briefing Meeting & Doing Business Seminar (Inter-American Development Bank HQ) PM – Individual Meetings with Project Officers
19.11.10	AM – Doing Business Seminar (World Bank) PM – Individual Meetings with Project Officers followed by Evening Networking Reception
20.11.10	AM – Doing Business Seminar (Millennium Challenge Corporation) PM – Individual Meetings with Project Officers
21.11.10	AM – Individual Meetings programme continues PM – Return to UK

Travel Package

Companies are advised to book their own flights. Airlines that operate regular flights to Washington D.C. include British Airways, Virgin Atlantic, United Airlines (all Heathrow). An alternative option is to take a budget airline flight to New York and then the Acela Express Train to Washington Union Station (journey time approx 3 hours). Accommodation will be confirmed in due course.

How do I book a place/register my interest?

- Contact Claire Gamage on 0845 603 0084 or email c.gamage@afbs.org.uk for a company profile form. You will be asked to complete and return this form so that your company can be vetted (and deemed suitable for the visit) by the British Embassy, Washington D.C. Alternatively, please complete and return the expression of interest form below. **The closing date for this visit will be Friday 10th September 2010.**
- You will be required to pay the **Participation Fee** which is **£500 (inc VAT)** per company. The fee includes a tailored programme of meetings with relevant World Bank/IDB contacts, networking reception, design and print of visit brochure, organisation of speaker presentations and the organisation of a UK group presentation to WB/IDB/MCC staff. You will be contacted about payment upon receiving feedback on your company's suitability from the British Embassy in Washington D.C.

Due to the nature of this visit and to ensure the best possible service from the British Embassy in Washington D.C. places on this visit are limited therefore early application is advisable



Expression of Interest Form

Seminar Mission to the
World Bank, IDB and MCC Headquarters, Washington D.C.
18 - 21 October 2010

I am interested in participating on the forthcoming Agriculture outward visit to the World Bank, IDB and MCC Headquarters, Washington D.C. Please send a Company Profile Form and Information Pack to:

Name:.....

Position:.....

Company:.....

Address

.....

.....Postcode:.....

Tel:.....Fax:.....

Email:.....

Web

Business activity:.....

*Please return to: Claire Gamage, Aid-Funded Business Service, 75 Harborne Road, Birmingham, B15 3DH
or fax: 0121 607 0130*

We anticipate that you will receive feedback on your profile form within 4 working days.