

# ARE YOU AGOA READY?

*The AGOA-Readiness Toolkit:  
Equipping Zambian Businesses for the U.S. Export Market*



**ZAMBIA DEVELOPMENT AGENCY**  
Promoting Economic Growth and Development

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## Introduction

The African Growth and Opportunity Act (AGOA) is a United States (U.S.) trade agreement aimed at opening the economies of Sub-Saharan African countries. It expands on the benefits of the Generalized System of Preferences (GSP) programme and allows eligible countries to export a greater number of qualifying products duty-free to the U.S. Because it is a unilateral trade act, exports from Zambia to the U.S. receive preferential treatment that imports from the U.S. into Zambia do not. AGOA was enacted in May 2000, expired in 2015, and has been renewed to be effective for another 10 years until 2025.

Zambia is in a position to realise the benefits of expanding exports under AGOA. Taking steps now to increase exports of qualifying products will help to create jobs, grow the national economy, and diversify trade.

## The AGOA-Readiness Toolkit

The toolkit is meant to serve as reference for Zambian businesses wanting to export under AGOA. The overview of AGOA raises awareness of the benefits of the unilateral U.S. trade act. Business owners can take the enclosed “Are You AGOA Ready” assessment tool to determine any gaps in their U.S. export-readiness. The information on “Doing Business with the U.S.” provides a glimpse of some of the regulations for exporting to the U.S. A diagram depicts the deliberation that must occur, including verifying AGOA product eligibility and identifying U.S. markets. For additional information, please refer to the resources for ongoing support.

## About AGOA and GSP

### *Purpose and Benefits*

The African Growth and Opportunity Act (AGOA) was approved by the United States Congress to assist in the economic growth of eligible Sub-Saharan African countries. It builds on the Generalized Systems of Preferences (GSP), which allows 4,800 products to be imported into the U.S. duty-free from 129 developing countries. AGOA focuses on qualifying African nations, covers an additional 1,800 products, and has special provisions for the export of textile and apparel. AGOA also extends the benefits allowed under the GSP; although the GSP has been renewed for another 2.5 years and is effective only through 2017, AGOA-eligible countries can still enjoy the benefits under the GSP as long as AGOA is in effect, through 2025. Finally, while the GSP imposes quotas on the import of certain goods into the U.S., AGOA lifts some caps, thereby easing their importation.

### *Success Stories*

Despite being a landlocked nation, Lesotho has successfully attracted direct foreign investment and seen a significant increase in the number of manufacturing facilities. It has expanded its export of textiles and apparel under AGOA and in doing so, has **created more than 36,000 jobs**, most of which were for women.

Ghana’s economy depends heavily on agriculture. However, Ghana did not focus on cashews because it had not realised their potential on the international market. With support from a Cashew Development Project, Ghana successfully increased its production and export of cashews. Since the enactment of AGOA, Ghana has not only **discovered a new export product**, but by 2014 has also tripled its exports of cashews and cocoa, a more traditional product.

Kenya turned its inability to afford pesticides into an opportunity to export organically certified macadamia nuts. With support from the U.S. Agency for International Development (USAID), Ten Senses Africa (TSA), a macadamia nut processing company, trained farmers on becoming fair trade and organic certified. Combined with greater access to technology that increased productivity, **farmers were able to more than triple their earnings.**

By making a concerted effort towards benefiting under AGOA, Lesotho, Ghana and Kenya have exported US \$289m, US\$4m and US\$417m, respectively and excluding petroleum products, in 2014.

#### *Product Eligibility and Rules of Origin*

For a product to be eligible for duty-free treatment under AGOA, it must comply with the basic rules of origin, established by the GSP to confirm a product's origin from a beneficiary country:

1. The product must be included on the list of GSP- or AGOA-eligible products, or qualify under the Special Rule for Apparel (see Appendix 1).
2. The product must be imported directly from the AGOA beneficiary country into the U.S. It may pass through another country as long as it is kept in a sealed container.
3. The product must be grown, produced, or manufactured in the AGOA beneficiary country and accompanied by relevant documentation, including a certificate of origin.

4. For non-textile goods, at least 35% of the product's appraised value at the U.S. entry port must come from the sum of:
  - a) Direct cost or value of materials produced in all AGOA beneficiary countries, and
  - b) Direct costs of processing performed in all the AGOA beneficiary countries.

Additionally, the value of materials originating from the U.S. may contribute up to 15% of the 35% requirement.

5. For textile goods, the product must comply with the rules of origin under the Special Rule for Apparel (see Appendix 1).
6. To request duty-free treatment under AGOA, the U.S. must indicate "D" in column 27 of the U.S. customs entry summary Form 7501 against the Harmonized Tariff Schedule (HTS) number for the AGOA-eligible product.

## *Product Categories*

Below are the broad categories of AGOA-eligible products. For the full list of AGOA-eligible products, please contact the [ZDA].

Category	Description
Live Animals	Live horses, asses, mules, hinnies, bovine animals, goats, poultry, foxes
Animal Meat and Offal	Meat and offal of bovine animals, swine, sheep, poultry and other animals
Seafood	Fresh, frozen or dried whole fish, fish fillets and roe; crabmeat
Dairy	Milk, cream, condensed milk, yogurt, sour cream, buttermilk, butter, cheeses, and their residues
Other Animal Products	Birds' eggs, honey, animal hair, feather meal and waste, natural sponges of animal origin
Plants	Flowering bulbs, live plants, cut flowers and plants
Vegetables, Roots and Tubers	Fresh, frozen, preserved or dried root, tuber, inflorescent and fruit vegetables, and their preparations and residues
Fruit and Nuts	Fresh, frozen, preserved or dried nuts, berries, citrus fruit, melons, pomes, stone fruits, etc. and their preparations
Coffee, Tea and Spices	Coffee, green tea, peppers, paprika, ginger, bay leaves, thyme, other mixtures
Cereals	Wheat, barley, corn, rice, sorghum, millet, quinoa, cereals
Flour, Malt, Starches, Gluten and Other Grains	Wheat, cereal, vegetable and fruit flour, starch, grains, meal and powder, and their preparations

Category	Description
Oil Seeds	Ground nuts, flaxseed, rape or colza seeds, cotton seeds, poppy seeds, soybeans, seeds, stones, kernels, roots, and their residues from oil extraction
Vegetable Saps and Extracts	Saps and extracts of liquorice and hops, ginseng, rattans, willow, vegetable hair
Animal and Vegetable Fats and Oils	Fat and oil from animals, fish, beans, nuts, vegetables
Prepared or Preserved Meat and Seafood	Sausages, prepared or preserved meat, fish and shellfish
Sugars and Confectioneries	Cane or beet sugar, syrups, molasses, gum, sugar confectionery
Cocoa	Cocoa and chocolate paste, powder, solids and other preparations
Beverages and Vinegar	Water, milk, juices, wine, cider, liquors, vinegar
Tobacco Products	Manufactured and unmanufactured tobacco, including cigars, cigarettes, smoking tobacco, tobacco refuse
Mineral Products	Cut natural stones, metal ores and concentrates, metal ash and residues, petroleum and lubricating oils
Inorganic Chemicals and Compounds of Precious Metals	Halogen elements, gases, earth metals, acids, metal and non-metal oxides, sulphur compounds, salts, nitrates, carbonates, borates, other compounds
Organic Chemicals	Hydrocarbon, acyclic alcohols, phenols, ethers, epoxides, aldehydes, ketones and quinones, carboxylic acids, esters, and their derivatives, and other organic compounds
Pharmaceutical Products	Preparation gels and plastic sanitary, invalid and nursing products
Tanning or Dyeing Products	Tanning extracts and substances, colouring matters, pigments, paints and varnishes, putty, inks
Essential Oils and Hygiene Preparations	Essential oils of plants and fruits, shaving bath and toilet preparations, personal deodorants

Category	Description
Soap, Washing and Lubricating Preparations	Aromatic and nonaromatic surface-active agents, detergents and textile-treatment preparations, lubricating preparations
Proteins, Glues and Modified Starches	Caseins, albumins, gelatines and derivatives, dextrin and modified starches, prepared glue and adhesives
Explosives	Propellant powder, fuses, detonating caps, fireworks, flares, other combustible materials
Photographic and Cinematographic Products	Photographic plates, film, papers, sound recordings, chemical preparations
Other Chemical Products	Artificial graphite, activated natural mineral products, gum and wood oils, fungicides, herbicides, pesticides, disinfectants, finishing agents, additives, solvents and thinners, industrial acids, alcohols and binders
Plastics	Polymers, amino-resins, petroleum resins, cellulose and derivatives, monofilament, construction materials and household articles of plastic
Rubber	Industrial and construction parts and materials of rubber
Raw Hides and Leather	Raw and tanned animal skins and hides, further prepared leather, chamois and patent leather
Leather Articles	Bags, cases, apparel, accessories, animal harnesses
Furskins and Artificial Fur	Tanned or dressed animal furskins, apparel, artificial fur articles
Wood	Shaped wood, fibreboards, plywood, packaging and construction material, household articles
Cork	Articles of natural cork

Category	Description
Straw	Plaited and plaiting materials, basketwork, wickerwork
Textiles	Woven and waste silk, animal hair, wool and cotton, yarn, strings, twine, textile floor coverings, apparel, clothing accessories, linens, flags
Footwear	Completed and parts of footwear, distinguished by product value
Other Accessories	Hats, headgear, hat shapes, hat forms, hair-nets, umbrellas, walking sticks
Articles of Feathers and Artificial Flowers	Articles of feathers or down, artificial flowers of plastic, man-made fibres and feathers
Articles of Stone, Plaster, Cement, Ceramic and Glass	Building and construction materials of stone, plaster, cement, ceramic and glass, housewares of porcelain, ceramic and glass
Jewellery, Precious Metals and Precious Stones	Gold, silver and other metal jewellery and tableware, precious and semiprecious stones, plated and imitation jewellery
Iron and Steel	Ferroalloys, iron and steel products, appliances, household goods and construction materials
Copper	Refined copper and alloys, bars, rods, wires, plates, sheets, foil, tube and pipe fittings, building materials, household goods
Nickel and Aluminium	Nickel and aluminium rods, bars, tubes, pipes, plates, sheets, wires, powders, containers, building materials, household goods
Lead, Zinc, Tin and Other Metals	Unwrought lead and zinc plates, sheets, bars and rods, zinc powder, tin bars, powder and household goods, other metals, handtools and parts, knives, scissors, cutlery, other household goods

Category	Description
Nuclear Reactors, Boilers, Machinery and Parts	Nuclear reactors and parts, steam or vapour boilers and turbines, engines and parts, turbines, pumps, industrial and household equipment and machinery, parts and accessories
Electrical Machinery and Equipment, and Sound and Television Recorders and Reproducers	Electric machinery, motors, generators, converters and parts, batteries, appliances, equipment, lamps, heaters, microphones, sound recording and reproducing apparatus and parts, storage devices, monitors and projectors, other electrical parts
Railway Equipment and Parts	Railway or tramway cars, parts and track
Other Vehicles	Motor vehicles, chassis, bodies, parts and accessories, motorcycles, bicycles, baby carriages, trailers
Aircraft Parts	Parachutes
Water Vessels	Inflatable vessels, sailboats, rowboats, motorboats, yachts
Optical, Photographic, Cinematographic and Other Instruments	Optical fibres, lenses, prisms, mirrors, screens, frames, glasses, astronomical instruments, cameras, projectors, lighting, microscopes, sights, lasers, navigational, surveying, measuring, regulating and calculating instruments
Clocks and Watches	Wristwatches and parts, clocks and parts, time recorders, parking meters, time switches, clock and watch movements, clock and watch cases
Musical Instruments	Pianos, string instruments, wind instruments, keyboards, music boxes, instrument parts
Arms and Ammunition	Firearms, stocks, parts and accessories, swords

Category	Description
Furniture	Mattresses, sleeping bags, bedding, lighting, prefabricated buildings
Games and Sports	Sports equipment and accessories, swimming pools, fishing rods and accessories
Other Manufactured Articles	Animal and mineral carving materials, brooms, brushes, sieves, travel sets, sewing notions, pens and pencils, writing surfaces, ink and stamps, lighters, smoking pipes, cigar/ette holders, combs, hair accessories, vacuum flasks and vessels, sanitary napkins, tailor's mannequins

A comprehensive list of AGOA-eligible items is available at [www.agoazambia.com](http://www.agoazambia.com)

## Zambia's Position

### *Progress*

Zambia has already made great strides in the commitment to economic reform, the protection of human rights, and poverty reduction, earning AGOA eligibility in October 2000 and eligibility for the Apparel Provision in December 2001.

### *Relative to Sub-Saharan African Neighbours*

AGOA Exports from Southern Africa:

AGOA Beneficiary (US\$m)	2010	2011	2012	2013	2014
Botswana	\$ 11.6	\$ 15.5	\$ 10.4	\$ 5.9	\$ 9.5
Lesotho	\$ 280.3	\$ 314.3	\$ 300.7	\$ 320.8	\$ 288.9
Malawi	\$ 47.2	\$ 56.1	\$ 46.3	\$ 47.1	\$ 57.4
Mozambique	\$ 0.2	\$ 0.7	\$ 0.0	\$ 1.4	\$ 0.8
Namibia	\$ 0.0	\$ 0.0	\$ 0.2	\$ -	\$ -
South Africa	\$ 1,917.1	\$ 2,443.3	\$ 2,383.4	\$ 2,578.5	\$ 1,750.3
Zambia*	\$ 0.0	\$ 0.0	\$ 0.0	\$ 0.0	\$ 0.0

\* Zambia's AGOA exports are not US\$0 but total less than US\$50K.

Source: USITC DataWeb (accessed 30 November, 2015).

Based on U.S. International Trade Commission data depicted in the table above, Zambia has not taken sufficient advantage of exporting under AGOA as of the end of 2014. By contrast, other Southern African countries, namely Lesotho, Malawi and South Africa, have successfully grown their exports to the U.S. under AGOA.

### *Competitive Position*

According to the World Bank's 2016 Doing Business report, Zambia ranks 6<sup>th</sup> among the Sub-Saharan African nations for ease of doing business out of 47, and 3<sup>rd</sup> among the Southern African nations.

## **“Are You AGOA-Ready” Assessment Tool**

The following set of questions is designed to assess your company’s gaps in implementing a U.S. export strategy. They also highlight the traits that are characteristic of successful exporters. The scoring sheet provided in the next section will indicate your company’s readiness and help to identify areas that need to be addressed before beginning to export.

The assessment has been adapted from the “Export Readiness Assessment” from AGOA.info and the “Export Questionnaire” from export.gov.

1. What product(s) or service(s) has your company successfully sold on the domestic market?
  - a. Fast-selling consumer goods
  - b. Consumer durables
  - c. Industrial consumables or durables
  - d. Services
2. How long have you been in business?
  - a. More than 10 years
  - b. Less than 1 year
  - c. Between 1 and 3 years
  - d. 3 to 10 years
3. Is the trend of sales and inquiries up or down?
  - a. Up
  - b. Down
  - c. About the same
  - d. Don’t know
4. How many sales offices, sales locations, or distribution points does your company have?
  - a. One or more domestic offices and at least one foreign office
  - b. One
  - c. Two
  - d. More than two

## **“Are You AGOA-Ready” Assessment Tool**

5. What timeframe does your company's business plan cover?
  - a. Six months
  - b. One year
  - c. Three years
  - d. No business plan
  
6. Have you exported before?
  - a. Yes
  - b. No
  
7. How much time is your company going to dedicate to export planning, including developing an international marketing plan with defined goals and strategies?
  - a. Considerable planning efforts (3-6 months)
  - b. Some (1-2 months)
  - c. Minimal (less than 1 month)
  - d. Don't know
  
8. How quickly does management expect exports to reach a sustainable level without external resources?
  - a. Immediately
  - b. Six months
  - c. Three years
  - d. Don't know
  
9. What resources has your company's management allocated or is willing to allocate for the export effort?
  - a. Extra personnel
  - b. Extra financial resources
  - c. Extra personnel AND financial resources
  - d. No extra resources
  
10. Does your company have sufficient production capacity that can be committed to the export market?
  - a. Yes
  - b. No

## **“Are You AGOA-Ready” Assessment Tool**

11. Which of the following U.S. market entry barriers have you researched?
  - a. Tariffs and non-tariff barriers
  - b. International standards
  - c. All of the above
  - d. None of the above
  
12. When you were setting the U.S. price for your product(s) or service(s), what did you take into account?
  - a. Costs
  - b. Market demand and competition
  - c. All of the above
  - d. Have not set a U.S. price
  
13. Of the following, what does your U.S. market analysis include?
  - a. Structure
  - b. Market share and size
  - c. All of the above
  - d. No U.S. market analysis
  
14. Does your company possess the knowledge in modifying product packaging and ingredients to meet U.S. import regulations and cultural preferences?
  - a. Yes
  - b. No
  
15. Have you decided on what distribution channels you would use in the U.S.?
  - a. Yes
  - b. No
  
16. Do you have promotional materials in English?
  - a. Yes
  - b. No
  - c. Letter of credit
  - d. Documentary collection
  
17. Do you have a website in English?
  - a. Yes
  - b. No

## **“Are You AGOA-Ready” Assessment Tool**

18. With how many countries have you conducted business?
- a. None
  - b. One
  - c. Between two and three
  - d. More than three
19. Have you already discussed exporting to the U.S. with other companies that are already experienced with the U.S. market?
- a. Yes
  - b. No
20. Have you participated in international trade shows in the U.S.?
- a. Never
  - b. Once as an attendee
  - c. Twice and more as an attendee
  - d. More than once as an attendee and at least once as an exhibitor
21. How much international business experience does your staff have, either in theory or practice?
- a. None
  - b. Moderate amount
  - c. Considerable amount
  - d. Don't know
22. Which of your company's employees speak English?
- a. Top management only
  - b. Top and middle management
  - c. Management and administrative staff
  - d. None of the above
23. Did your company succeed in obtaining a bank loan in the last 10 years?
- a. Yes
  - b. No
  - c. Don't know

## **“Are You AGOA-Ready” Assessment Tool**

24. What method of payment do you consider the least secure?

- a. Open account
- b. Cash in advance
- c. Letter of credit
- d. Documentary collection

25. How is your company using email communication?

- a. External communication
- b. Internal communication
- c. Both external and internal communication
- d. Not used at all

Question	A or Yes	B or No	C	D
1	3	3	3	-
2	5	-	1	3
3	5	-	1	-
4	5	-	1	3
5	-30	1	4	-50
6	5	-	-	-
7	5	1	-15	-15
8	1	2	-2	-
9	2	3	5	-
10	5	-	-	-
11	-	-	5	-
12	-	-	5	-
13	1	1	5	-
14	3	-	-	-
15	3	-	-	-
16	5	-	-	-
17	5	-	-	-
18	-	1	2	3
19	5	-	-	-
20	-	1	2	5
21	1	2	3	-
22	2	3	4	-
23	5	-	-	-
24	5	-	-	-
25	2	2	5	-

Points	Assessment of Exporting Potential
83-110	Your company understands the commitment, strategies, and resources to become a successful exporter. You have a basis for exporting to the U.S. and may need to fine-tune your plans to be ready.
50-82	Your company has a serious interest in exporting, but there are some areas of weakness to address in order to implement a successful U.S. export strategy. Pay attention to the traits highlighted in the questions for which your company had scored low or no points.
Fewer than 50	Your company is starting to explore exporting to the U.S. but is currently in a weak position to do so. Before considering an ambitious export strategy, ensure that your company understands the necessary commitment and resources for success.

## Commercial Viability Assessment Framework

The framework below comprises a range of factors to consider in assessing commercial viability of exporting a good to the U.S. Therefore, depending on the product or industry being assessed, one may weigh these factors differently or some factors may not be applicable, and so discretionary judgement should be applied. The evaluation will be based on a grading scheme of green, yellow, and red assigned to each criterion. Green means that there are greater positives for the criterion vis-à-vis global players. Yellow means Zambia is at a less advantageous position relative to others. Red means Zambia is not competitive for the criterion against others. The overall grading presents a picture whether a product or industry should warrant the government's effort for exporting to the U.S. The methodology calls for reliable information and estimates in cases where it is unavailable. For further assistance in applying this framework, please contact the [ZDA].

Category	Criteria	Comments
Supply	Maturity of industry and ease of capacity expansion	Required capital investments (specific numbers are not needed)
	Volatility of Zambian production	To understand stability of supply
	Adjacent production capabilities	Existing infrastructure that can be leveraged e.g. Emeralds mines next to copper mines
	Job creation potential	Labour intensive industries have a higher job creation potential. Explore whether an industry has labor that can be shifted towards exporting
Demand	U.S. demand	As a form of revenue potential—How much is the U.S. importing currently from the world? Demand—Any forecasts of future U.S. imports?
	Quality or regulation gaps	Regulatory or legal gaps between Zambia and U.S.
	Volatility of U.S. demand	To understand stability of demand
Competitiveness	Revealed Comparative Advantage (RCA) calculation	$RCA = (E_{ij} / E_{it}) / (E_{nj} / E_{nt})$ . A comparative advantage is "revealed" if $RCA > 1$ . If $RCA < 1$ , the country has a comparative disadvantage in the commodity or industry[1]
	Current global market share	Zambia's market share against others
	Transportation accessibility	Factors include geographic location, roads, ports, trains, planes. Also consider time to market—how sensitive is the market which depends on the product i.e. for fruits it matters; cars it doesn't
	Final production cost vs. competitors	Compare final production cost to other countries (includes labor, raw materials, processing costs, energy, and transportation). The price is the final price of the item on the international market
	Productivity	To be measured by sales/employee

## Guide to Doing Business with the U.S.

### *Consumer Preferences*

In its 2016 North American Consumer Trends Report, Mintel, a leading market intelligence agency, highlights a shift in consumer behaviour to support small businesses following the most recent global financial crisis. Specifically, understanding the origins of a company or product plays a role in consumers' purchasing decisions. This not only applies to food products but also to more durable goods and has led to an increase in the sale of "artisan and craft products." By placing importance on craftsmanship and conveying the authentic stories behind its origin, a Zambian business can appeal to the American public and enter the U.S. market.

Additionally, using food as an example, Mintel has identified several trends with respect to consumers' preferences for the food that they purchase. Americans are concerned about food safety and are willing to pay more for healthier and fresher food. They also seek more vegetables for better nutrition. As a target group, millennials are consuming more natural foods and are also more likely to try exotic foods. At the same time, they value convenience in the form of a longer shelf life for food and seek a balance between freshness and convenience. Understanding such trends will help Zambian businesses identify the appropriate U.S. market to target.

### *Food Safety and Labelling*

The U.S. Food and Drug Administration (FDA) regulates many products, including food, drugs, biologics, medical devices, electronic products that emit radiation, cosmetics, veterinary products and tobacco products. All imported products under the FDA's jurisdiction are subject to examination and must meet the same food safety and labelling requirements as those produced domestically. Certain products are subject to additional requirements set forth by other U.S. government agencies as elaborated below. Food safety for produce is covered under the FDA's Food Safety Modernization Act (FSMA). Specifically, FSMA details the requirements regarding:

1. The presence of E. coli in agricultural water
2. The application of biological soil amendments (i.e. raw manure)
3. The prevention of sprouts contamination
4. The exposure of produce to domesticated and wild animals
5. Worker training and hygiene
6. The sanitation of equipment, tools and buildings

The FDA also governs the labelling requirements of most prepared foods. Label statements must identify the food and disclose: the amount of product, ingredients, nutritional content, allergy information and the manufacturer, packer or distributor name and address. Nutritional labels are voluntary for raw produce and fish.

### *Additional Regulations*

#### Agricultural Products

The USDA requires permits for agricultural products to be eligible for import into the U.S. It maintains a database (FAVIR – Fruits and Vegetables Import Requirements) of approved commodities by country and a list of country and commodity combinations undergoing a pest risk analysis. If a product does not appear on either list, businesses must work with [Zambia's plant protection organisation] to submit a commodity import request to the Animal and Plant Health Inspection Service (APHIS). APHIS will then conduct a pest risk analysis as part of the regulatory administrative process.

#### Meat, Poultry and Eggs

The Food Safety and Inspection Service (FSIS) is the USDA's public health agency and ensures the safety of meat, poultry and eggs meant for consumption in the U.S. Imports are subject to the same safety requirements as those that are domestically produced. For Zambia to become eligible to export meat, poultry and egg products to the U.S., its [Central Component Authority for the inspection of meat, poultry and egg products] must issue a formal request by letter to initiate a document review process

**Guide to Readyng a Business for U.S. Export**

Summarised below are several key considerations in readyng a business to export AGOA-eligible products to the U.S. These are general guidelines and the specific outcomes of each activity will help to identify the next steps for each business to take. For additional assistance, businesses should contact the organisations whose contact information is provided in the next section.



## *Local Support*

- **Central Website for Zambia-AGOA Information**

[www.agoazambia.com](http://www.agoazambia.com)

- **Zambia Development Agency (ZDA)**

Phone: +260 (0) 211 220177

Website: [www.zda.org.zm](http://www.zda.org.zm)

- **Ministry of Commerce Trade and Industry (MCTI)**

Phone: +260 (0) 211 228301

Website: [www.mtci.gov.zm](http://www.mtci.gov.zm)

- **Industrial Development Corporation (IDC)**

Phone: +260 (0) 211 234684

Email: [info@idc.co.zm](mailto:info@idc.co.zm)

Website: [www.idc.co.zm](http://www.idc.co.zm)

- **Citizens Economic Empowerment Commission (CEEC)**

Phone: +260 (0) 211 252150

Email: [info@ceec.org.zm](mailto:info@ceec.org.zm)

Website: [www.ceec.org.zm](http://www.ceec.org.zm)

- **Zambia Association of Manufacturers (ZAM)**

Phone: +260 (0) 211 253696

Email: [info@zam.co.zm](mailto:info@zam.co.zm)

Website: [www.zam.co.zm](http://www.zam.co.zm)

- **Zambia Chamber of Commerce and Industry (ZACCI)**

Phone: +260 (0) 211 252483

Email: [secretariat@zacci.co.zm](mailto:secretariat@zacci.co.zm)

Website: [www.zambiachamber.org](http://www.zambiachamber.org)

- **Pangaea Securities**

Phone: +260 (0) 211 220707

Email: [info@pangaea.co.zm](mailto:info@pangaea.co.zm)

Website: [pangaea.co.zm](http://pangaea.co.zm)

- **Zambia Bureau of Standards (ZABS)**

Phone: +260 (0) 211 231385

Website: [www.zabs.org.zm](http://www.zabs.org.zm)

- **Ministry of Gender and Child Development (MGCD)**

Website: [www.mgcd.gov.zm](http://www.mgcd.gov.zm)

- **Zambia Chamber of Small & Medium Business Associations (ZCSMBA)**

Phone: +260 (0) 211 253372

Website: [www.zcsmba.org](http://www.zcsmba.org)

- **Zambia National Farmers' Union (ZNFU)**

Phone: +260 (0) 211 252649

Website: [www.znfu.org.zm](http://www.znfu.org.zm)

- **US Embassy Lusaka**

Phone: +260 (0) 211 357000

Email: [commercialusaka@state.gov](mailto:commercialusaka@state.gov)

Website: [zm.usembassy.gov](http://zm.usembassy.gov)

- **US Agency for International Development (USAID) Zambia**

Email: [infozambia@usaid.gov](mailto:infozambia@usaid.gov)

Website: [www.usaid.gov/zambia](http://www.usaid.gov/zambia)

## *U.S. Support*

- **Central Website for Zambia-AGOA Information**

[www.agoazambia.com](http://www.agoazambia.com)

- **Honorary Consul for the Republic of Zambia in California**

Phone: +1 (424) 206-4455

Email: [robert@sichinga.com](mailto:robert@sichinga.com)

Website: [www.consulateofzambia.org](http://www.consulateofzambia.org)

- **Embassy of the Republic of Zambia in Washington DC**

Website: [www.zambiaembassy.org](http://www.zambiaembassy.org)

- **Office of the U.S. Trade Representative – African Affairs**

Phone: +1 (202) 395-9514

Website: [ustr.gov](http://ustr.gov)

- **Export-Import Bank of the United States**

Phone: +1 (202) 565-3946

Website: [www.exim.gov](http://www.exim.gov)

- **Overseas Private Investment Corporation (OPIC)**

Phone: +1 (202) 336-8400

Email: [info@opic.gov](mailto:info@opic.gov)

Website: [www.opic.gov](http://www.opic.gov)

## *Other Useful Websites*

- **Central Website for Zambia-AGOA Information**

[www.agoazambia.com](http://www.agoazambia.com)

- **AGOA.info** – comprehensive information portal on AGOA; offers an Exporter Toolkit and the latest news

- **trade.gov/agoa/resources.asp** – U.S. Department of Commerce website; provides information and additional resources on AGOA

- **https://epermits.aphis.usda.gov/manual/** - Fruits and Vegetables Import Requirements (FAVIR) database to lookup approved commodities for export to the U.S.

- **www.fda.gov** – U.S. Food and Drug Administration website; details food safety and labelling requirements

- **www.usitc.gov** – U.S. International Trade Commission website; contains the latest Harmonized Tariff Schedule

- **www.cbp.gov** – U.S. Customs and Border Protection website; provides information and forms for exports to the U.S.

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U.S. Embassy in Lusaka

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Likando Mukumbuta – Director General of Citizens Economic Empowerment Commission (CEEC)

UCLA Anderson MBA Program

Ceasar Siwale – Pangaea Securities

## Appendix 1: AGOA Apparel and Textiles Rules of Origin

Exports of apparel and textiles are subject to a different set of rules of origin:

- Apparel made in eligible SSA countries from fabric and yarn originating from the U.S. can be exported to the U.S. duty- and quota-free.
- Apparel made in eligible SSA countries from fabric and yarn originating from SSA countries can be exported to the U.S. duty-free, but is subject to a cap (see 4<sup>th</sup> bullet point).
- SSA countries that qualify for additional preference as a lesser-developed AGOA country (which includes Zambia) can export apparel made from fabric and yarn originating from third-countries, also subject to a cap (see next bullet point).
- Qualifying apparel made from SSA- or third-country originated fabric and yarn cannot exceed 6.4% of all apparel imported into the U.S. Apparel that qualifies for additional preferential treatment from a lesser-developed AGOA country cannot exceed 3.5% of all apparel imported into the U.S.
- If fabric and yarn originating from countries not mentioned above is used, it cannot exceed 10% of an apparel's weight for the apparel to be AGOA-eligible. If foreign interlining or findings and trimmings (e.g. buttons, thread) are used, their value cannot exceed 25% of an apparel's value for the apparel to remain AGOA-eligible.
- Apparel made from fabric and yarn not commercially available in the U.S. may be eligible for export to the U.S. duty- and quote-free.

Below are the AGOA textile certificate of origin that must be completed for a textile or apparel exporter to receive preferential treatment and its completion instructions.

**African Growth and Opportunity Act  
Textile Certificate of Origin**

1. Exporter Name & Address		2. Producer Name & Address	
3. Importer Name & Address		6. U.S./ African Fabric Producer Name & Address	
4. Description of Article	5. preference group	7. U.S./ African Yarn Producer Name & Address	
		8. U.S. Thread Producer Name & Address	
		9. Name of handloomed, handmade or folklore Article	
10. Name of Preference Group H Fabric or Yarn:			

**Preference Groups:**

- A: Apparel assembled from U.S.-formed and cut fabric from U.S. yarn. [19 CFR 10.213(a)(1)]
- B: Apparel assembled and further processed from U.S.-formed and cut fabric from U.S. yarn. [19 CFR 10.213(a)(2)]
- C: Apparel cut and assembled from U.S. fabric from U.S. yarn and thread. [19 CFR 10.213(a)(3)]
- D: Apparel assembled from regional fabric from yarn originating in the U.S. or one or more beneficiary countries. [19 CFR 10.213(a)(4)]
- E: Apparel assembled in one or more lesser developed beneficiary countries. [19 CFR 10.213(a)(5)].
- F: Sweaters knit to shape in chief weight of cashmere. [19 CFR 10.213(a)(6)]
- G: Sweaters knit to shape with 50 percent or more by weight of fine wool. [19 CFR 10.213(a)(7)]
- H: Apparel cut and assembled in one or more beneficiary countries from fabrics or yarn not formed in the United States or beneficiary country (as identified in NAFTA) or as designated not available in commercial quantities in the United States. [19 CFR 10.213(a)(8) or (a)(9)]
- I: Handloomed, handmade or folklore articles. [19 CFR 10.213(a)(10)]

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.

12. Authorized Signature		13. Company	
14. Name (Print or Type)		15. Title	
16a. Date (DD/MM/YY)	16b. Blanket Period From:      To:	17. Telephone Number Facsimile Number	

Preparation of Certificate. The following rules will apply for purposes of completing the Certificate of Origin:

- (1) Blocks 1 through 5 pertain only to the final article exported to the United States for which preferential treatment may be claimed;
- (2) Block 1 should state the legal name and address (including country) of the exporter;
- (3) Block 2 should state the legal name and address (including country) of the producer. If there is more than one producer, attach a list stating the legal name and address (including country) of all additional producers. If this information is confidential, it is acceptable to state "available to Customs upon request" in block 2. If the producer and the exporter are the same, state "same" in block 2;
- (4) Block 3 should state the legal name and address (including country) of the importer;
- (5) Block 4 should provide a full description of each article. The description should be sufficient to relate it to the invoice description and to the description of the article in the International Harmonized System. Include the invoice number as shown on the commercial invoice or, if the invoice number is not known, include another unique reference number such as the shipping order number;
- (6) In block 5, insert the letter that designates the preference group which applies to the article according to the description contained in the CFR provision cited on the Certificate for that group;
- (7) Blocks 6 through 10 must be completed only when the block in question calls for information that is relevant to the preference group identified in block 5;
- (8) Block 6 should state the legal name and address (including country) of the fabric producer;
- (9) Block 7 should state the legal name and address (including country) of the yarn producer;
- (10) Block 8 should state the legal name and address (including country) of the thread producer;
- (11) Block 9 should state the name of the folklore article or should state that the article is handloomed or handmade;
- (12) Block 10, which should be completed only when preference group "H" is inserted in block 5, should state the name of the fabric or yarn that is not formed in the United States or a beneficiary country or that is not available in commercial quantities in the United States;
- (13) Block 16a should reflect the date on which the Certificate was completed and signed;
- (14) Block 16b should be completed if the Certificate is intended to cover multiple shipments of identical articles as described in block 4 that are imported into the United States during a specified period of up to one year (see § 10.216(b)(4)(ii)). The "from" date is the date on which the Certificate became applicable to the article covered by the blanket Certificate (this date may be prior to the date reflected in block 16a). The "to" date is the date on which the blanket period expires; and
- (15) The Certificate may be printed and reproduced locally. If more space is needed to complete the Certificate, attach a continuation sheet.

