

SEMINAR MISSION TO:

# THE WORLD BANK, IDB & MCC WASHINGTON D.C.

18-21 October 2010

## FOCUS: AGRICULTURE

Specifically:

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

## INFORMATION PACK



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# 1. WHO ARE THE ORGANISATIONS BASED IN WASHINGTON D.C.?



*World Bank & Inter-American Development Bank Headquarters in Washington D.C.*

The two major International Finance Institutes based in Washington D.C. are the World Bank Group and the Inter-American Development Bank (IDB). Both organisations have Agriculture as priority sector for their respective borrowing member countries.

The World Bank Group & IDB provide loans and grants to developing countries to implement projects with the aim of increasing capacity in a variety of sectors. Contracts for these projects are mostly carried out by experts from the private sector and tenders are advertised for national and international competitive bidding as appropriate. Approximately US\$60 billion is committed per year by International Finance Institutes on procuring works, goods and services to help achieve the Millennium Development Goals (MDGs). The UK currently gains between 4-17% of this business (exact percentage depends on the Institute).

There are 185 member countries in the World Bank Group and 47 members in the IDB. The United Kingdom is both a member of the World Bank Group and the Inter-American Development Bank which means British firms can bid for projects with either organisation.

During fiscal year 2008, the World Bank Group committed \$24.7 billion in loans, grants, equity investments, and guarantees to its members and to private businesses in member countries. The IDB undertook an unprecedented expansion of lending to the private sector, approving \$7.6 billion – the highest figure for four years. Both donors have almost doubled their commitments this financial year in attempt to stimulate developing economies during the economic downturn. This will provide even more opportunities to work on WB/IDB financed projects in the developing world.

## **What are the Banks doing in the Agricultural sector?**

### **World Bank Group**

#### ***Agricultural Education and Training***

Over the past twenty years, the World Bank has financed over US\$400 million of investment in agricultural education and training in developing countries. This investment has helped many countries establish local capability to train technical staff and leaders in rural development.

These skills are critical for human resource development, and the provision services necessary to enable rural people to increase agricultural productivity and sustainability of

their farming systems. Absent this, the ability of rural people to improve their quality of life and livelihoods will be compromised.

With the explosion of, and rapidly changing, global knowledge base, the opportunities provided by new tools such as information technology, the constant need to maintain or increase competitiveness, increasing knowledge intensity of agricultural production and local development challenges, there is an ongoing need for strong national institutions with a focus on training future professionals and leaders with appropriate technical and functional skills. These institutions must change and develop wider linkages with clients and stakeholders and with institutions in other sectors.

The World Bank remains committed to assisting its client countries strengthen their agricultural education and training systems and envisions an increase in investments in this key, but somewhat neglected, sub-sector.

### ***Irrigation & Drainage/Rural Water supply and Sanitation ('Water for Food')***

Irrigated agriculture is at a crossroads. Irrigated lands now account for about 20 percent of the world's farmed area and 40 percent of global food production. Increases in irrigated area, cropping intensity, and crop yields have helped to stabilize food production per capita, even though population and per capita food intake have grown significantly. Investments in irrigation and drainage have driven rural growth in many developing countries, creating jobs and reducing poverty.

#### ***Key Challenges***

The world is facing an unprecedented food crisis. For 2 billion people, high food prices are now a matter of daily struggle, sacrifice and even survival. It is estimated that 100 million people may have been pushed into poverty as a result of high prices in 2006 till 2008. The productivity of agriculture will have to be increased to meet the ever-rising demand for food. Food increases will need to come mainly from higher yields which will require massive investments in irrigation and drainage and better management of existing systems.

The change in food markets could be an opportunity to raise farmer incomes, reducing poverty, and promoting rural economic growth. The largest potential for higher yields comes from the 450 million smallholders in developing countries. However, poor farmers often cannot respond to increased food prices – public investment in infrastructure such as irrigation and drainage will be required.

The extension of agriculture will have to be done in a sustainable manner to more efficiently use scarce resources, including water, and protecting the environment. Water use in agriculture consumes more than 75 percent of water in the developing world. Increased demand for water will have to be balanced with the competing demands of other sectors. Water productivity will have to be raised. Land degradation has to be avoided and pollution from non-point sources needs to be managed. Also, many poor countries will require upstream investments in water infrastructure to deal with climate variability and climate change.

#### ***World Bank Response***

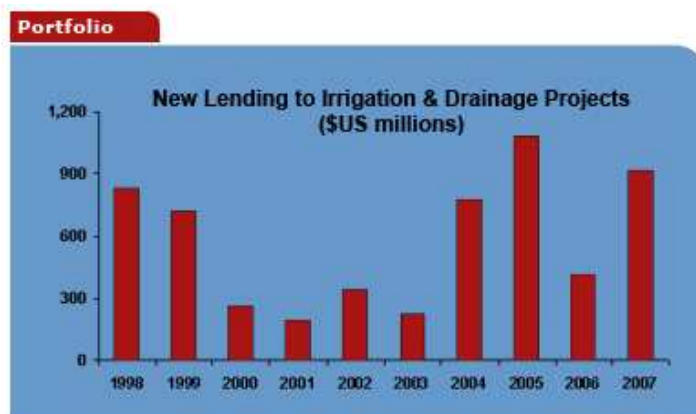
To confront these challenges calls for a broad approach towards agricultural water management. This combines a concern for water resources, agriculture, rural development, and the environment. With the 2006 publication of *Re-engaging in Agricultural Water Management*, the World Bank set the stage for assistance guided by this approach. Bank supported interventions to improve agricultural water management include:

- Increasing water productivity in both irrigated and rainfed areas.

- Creating effective and sustainable institutional arrangements, including by establishing and strengthening water users' associations, promoting the involvement of the private sector, and ensuring that irrigation systems are financially viable.
- Improving links to input supply and marketing chains.
- Helping farmers adapt to climate change.
- Factoring poverty and gender concerns systematically into agricultural water resources.

The current World Bank portfolio for irrigation and drainage is US \$3.7 billion dollars. Sub-Saharan Africa is where changes in agricultural water management can make the biggest difference. The Bank has quadrupled its lending to the region in the last three years. And, together with other multilateral agencies, it supports a program for scaling up agricultural water development in Sub-Saharan Africa to provide a platform for comprehensive support to agricultural water in the region.

Topics covered by the Bank's analytical and advisory work include private-public partnerships in agricultural development and management; poverty impact analysis in agricultural water operations; watershed management; and monitoring and evaluation of agricultural water management projects.



### ***Livestock and Animal Resources***

Over the next two decades, a significantly changed livestock subsector will likely become the most important agricultural subsector in terms of value added and land use. The accelerated growth of livestock production and processing will require far-reaching changes in the roles of the public and private sectors in livestock development.

With a strong and growing demand, rapid institutional and macroeconomic policy changes, and a fundamental shift in the functions of livestock, there is a significant danger that the poor are being crowded out, the environment eroded, and global food security and safety compromised. In 2001, the World Bank released a strategy for the Livestock sector. *Livestock Development: Implications for Rural Poverty, the Environment, and Global Food Security* was prepared by a group of livestock specialists from the World Bank with input from its partners. In the strategy, the authors argue that livestock can play an important role in poverty reduction, that the effects of livestock on the environment can be adequately managed, and that livestock can make an important contribution to global food security.

This will only happen, however, if an appropriate policy framework is put in place. Public policy must facilitate producer access to knowledge and production inputs; promote environmentally sustainable production systems and ensure public health and food safety standards; and encourage development of efficient markets and processing facilities.

The promotion of these enabling environments-particularly in areas where there are considerable market failures, such as equity, environment, and food safety-is seen as a core function of the public sector, including international financial institutions such as the World Bank.

### ***Fisheries & Aquaculture***

The livelihoods of about 200 million people rely on fisheries, aquaculture and associated activities and over 20% of the world's 38 million full-time fishers earn less than US\$1 per day. Many fishers live in the world's poorest countries where their communities are often marginalized and landless. As fishing is often the livelihood of last resort and fish often the only source of animal protein for the poor, the state of the world's fisheries can be critical in the fight against poverty in many parts the developing world. The export value of world trade in fish (US\$63 billion in 2003) is more than the combined value of net exports of rice, coffee, sugar and tea. Half of global fish trade comes from developing countries, while global consumption increased by 21% between 1992 and 2002.

Approximately 25% of the world's marine fish stocks are considered overexploited and an additional 50% are fully exploited. The depleted state of wild fish stocks is due to overfishing and increasing degradation of coastal, marine and freshwater ecosystems and habitats, as growing coastal populations exert increasing pressures on natural resources. Aquaculture production has grown at almost 9% per year since 1970 and aquaculture now provides 40% of the world's fish supply for direct human consumption, and brings new challenges to sustainable use of aquatic resources and environments.

Responding to the call of the WSSD to address the critical state of the world's fisheries, and on the basis of a review of the challenges facing the sector, *Saving Fish and Fishers* (PDF), the World Bank has established a new partnership, the Global Program on Fisheries (PROFISH) with an emphasis on sustainable fisheries management and improved governance. The PROFISH partnership will work with client countries to make concrete progress towards achieving the fisheries goals identified in the WSSD Plan of Implementation.

Through the Global Environment Facility, and partnership initiatives and country-level projects, the World Bank has a portfolio of over US\$1.2 billion in fisheries, aquaculture, coastal and aquatic environmental management and related projects serving coastal and fishing communities.

The Inter-American Development Bank are also financing projects in this sub-sector. The fundamental objective for fisheries development in Latin America and the Caribbean is to obtain the maximum sustainable yield from the regional fisheries resources in order to:

- Intensify the production of low-cost protein food to reduce the growing protein deficit in the region.
- Improve the present trade balance in Latin American countries through increased exportation and import substitution.

The development of fisheries in Latin America offers the perspective of significant improvement in both areas considering the low-cost accessibility of these valuable natural resources, as well as the availability of needed human and technological resources.

The Bank's action in the field of fisheries should be directed toward the financing of basic infrastructure works with a broad catalytic effect, such as fishing ports, marketing terminals, modern fleets and support services, aquaculture, and even the promotion of certain industries or operations aimed at new techniques for processing fishery products or for artificial breeding. In many countries priority emphasis should be placed on projects for

artisanal fishing cooperatives, designed for purposes of increasing productivity, preliminary processing and marketing of fish and shellfish. Priority should also be assigned to personnel training projects, especially when they are regional in scope and serve the needs of extensive areas in one or more countries. With regard to science and technology, the Bank should support centres of this type either by promoting their formation or by correcting the shortcomings of existing centres. Every production project should be related to, or connected with, research programs, if the project itself does not include a provision of such programs. Industrial promotion projects should be given preference when they form part of overall fishery development programs.

The determination of priorities for specific projects depends on the type of projects concerned in terms of the prospects and needs of the respective country. Generally speaking, priority projects can be classified as those entailing investments with a broad multiplier effect which, because of their nature or total cost, have no real possibility of attracting private capital initially or projects which require better financing terms than those usually available.

### **The Inter-American Development Bank**

Recognising the large productive potential of the Agricultural Sector in Latin America and the short, medium and long-term development needs of the agro-rural population, the Bank assigns priority attention and support to efforts to accelerate development in this sector.

It is the Bank's policy to encourage in the borrower countries increased attention to agriculture development (including livestock) and to provide support for development of sound agricultural policies and effective national strategies, as well as sectoral planning, long-term national and regional planning, the increased flow of coordinated resources directed to agricultural development and the generation of adequate levels of savings to support the sector's capital formation. The Bank's primary concern within the sector is for the overall improvement of the food system.

The Bank's broad objectives in this sector, in general order or priority, are:

- To assist member country efforts to increase agricultural productivity, with emphasis on food production particularly by low and middle income farmers, and to improve food distribution and marketing with a view to enhancing the stability of food supply and food security of the countries.
- To support activities that improve the socio-economic well-being of agro-rural populations, with special attention to local food supply, technology adaptation, diversification, land titling and land tenure, productive employment, increased economic participation of the lower income strata of the sector and self-sustained growth through savings generation.
- To assist efforts that increase productivity and expand agricultural and food production in areas of comparative advantage for export, both within the region and to the rest of the world, and raw materials for national industrialization.
- To support planning and promotion of rational use of land and water, to encourage conservation practices that will protect the natural resources essential to a continuous self-sustaining agricultural system and encourage appropriate protection of ecological systems.
- To stimulate and support new initiatives aimed at increasing the future role of agriculture in the production of agro-based energy resources.

There is also a vast amount of information on current and upcoming projects and the work of both Banks in this sector on both of the Bank's websites: [www.worldbank.org](http://www.worldbank.org) and [www.iadb.org](http://www.iadb.org).

## 2. WHY JOIN A GROUP VISIT?

Outward visits to the Headquarters of the Banks are an excellent way of introducing your company to key contacts. By joining the mission, you can take advantage of;

- **Exposure** – A delegation of British companies usually attracts more attention than a company visiting alone. A huge amount of work is done by the UKTI section of the British Embassy in Washington promoting the group visit before your arrival which ensures the best quality contacts from the World Bank Group & IDB during the mission. A participant's brochure will be distributed to appropriate Bank personnel in advance of the visit detailing your company business activity.
- **New to market?** – if this is the first time you have visited the World Bank Group/IDB Headquarters, participating in a group visit offers you the opportunity to learn from other more experienced participants who can offer advice and support. The group is also led by an experienced mission manager from the Aid-Funded Business Service who can offer their assistance throughout the visit in addition to the support available from the commercial team in the British Embassy.
- **Networking Opportunities** – The UKTI team at the British Embassy will organise a networking reception to take place on the evening of the first working day of the mission. This may provide additional opportunities to meet key contacts.
- **Access to High Profile contacts** – This type of visit provides you with access to high-profile contacts under the auspices of the British Embassy.

### How does the visit work?

The group will travel out to Washington D.C. on or before the 17<sup>th</sup> October, ready to start the official programme the next day. All participants will be invited to an informal networking dinner on Sunday 17<sup>th</sup> October to meet the rest of the group (n.b. this will be optional and each participant will cover the cost of their own meal/drinks). A full copy of the proposed itinerary is given on page 10.

There will be two days of presentations from experts at the Banks on their current and proposed activities in the Agricultural sub-sectors mentioned above. Here, you will pick up valuable information on how to track projects, use documents and reports to help you and find out advance information on upcoming projects.

There will also be a programme of individual appointments arranged on your behalf by UK Trade & Investment Washington (located within the British Embassy) with appropriate World Bank/IDB personnel. These appointments will give you the opportunity to discuss your company's capabilities with staff who are often involved in the supervision and oversight of projects and/or may be looking for consultants to carry out work directly for the Banks (e.g. feasibility studies, short-term assignments, evaluation reports etc).

UK Trade & Investment Washington will also arrange a networking reception at the British Embassy. The aim of the reception will be to invite appropriate contacts with expertise and interests that match the range of sectors and regions of the UK delegation. These contacts will be identified from the World Bank Group, Inter-American Development Bank, Government Departments and private sector interests in the Washington area with the aim to assist all delegation participants to network and market their expertise and form partnerships.

### **What will I get out of it?**

This visit offers you a credible platform to be introduced to senior and key personnel located in both the World Bank and IDB under the auspices of the British Embassy. The UK Trade & Investment in Washington staff will be on hand before and during the event to assist as appropriate.

Approximately 3 months and then 6 months after the visit, UK Trade & Investment will ask participants for feedback on potential business opportunities and/or business won a result of the visit. We would ask that you update us should you win any work with the Banks or enter into any business partnerships in order for us to gauge the success of the visit and help us to determine whether to run the event again for a subsequent year.

### **What is the Registration Process?**

#### **Step 1**

Contact Claire Gamage for a Company Profile Form. Once returned, this form will be sent to UK Trade & Investment at the British Embassy in Washington D.C. for confirmation of your suitability to participate in the mission.

#### **Step 2**

Confirm your participation in the visit by contacting the Mission Leader – Claire Gamage (tel: 0845 603 0084 or email [c.Gamage@afbs.org.uk](mailto:c.Gamage@afbs.org.uk)). You will then be asked to commission an OMIS for £500 through your local International Trade Team who will contact you directly. Further details are on page 8.

#### **Step 3**

Book your flights and accommodation. Accommodation has been reserved for the Group at the Palomar Hotel and is bookable through the Mission Leader. Further details on this are included on page 10.

Please note that the **closing date** for applications for this market visit is **Friday 10<sup>th</sup> September 2009**. Please note however that the closing date may be sooner, once the maximum number of 10 companies has been reached.

### 3. PARTICIPATION FEE

There is no management fee for this mission to be paid directly to the organiser, however, all companies are required to commission a £500 OMIS (Overseas Market Introduction Service) through their local UKTI office. The OMIS fee covers:

- A tailored programme of appointments with appropriate World Bank and IDB staff
- A Briefing provided by the British Embassy on the first working morning
- A series of 'Doing Business' presentations at both the World Bank and IDB Headquarters
- A networking reception at the British Embassy Rotunda (organised by the British Embassy Commercial staff)
- Networking lunch with staff from World Bank and IDB (or may take another form depending on make-up of group)
- Group transport (mini-bus) provided to all group functions/meetings.

Claire Gamage will arrange for you to be contacted regarding setting up your OMIS and will confirm your place on the visit. Once the OMIS request has been received in Washington D.C. you will receive a workplan confirming the Embassy will be setting up a series of appointments with the World Bank/IDB on your behalf.

Further information on 'OMIS' is provided on page 8, or click below for a direct link to the 'OMIS' pages on the UK Trade & Investment website:

[https://www.uktradeinvest.gov.uk/ukti/appmanager/ukti/ourservices?\\_nfls=false&\\_nfpb=true&\\_pageLabel=market\\_sector\\_research](https://www.uktradeinvest.gov.uk/ukti/appmanager/ukti/ourservices?_nfls=false&_nfpb=true&_pageLabel=market_sector_research).

## 4. ASSISTANCE / SOURCES OF INFORMATION

The visit has been organised in such a way to ensure that members receive the maximum assistance from UK Trade & Investment and the Commercial Section of the British Embassy in Washington D.C.

It is highly recommended that you research this market extensively prior to participating in the visit. If you are unfamiliar with doing business with the World Bank and IDB, we advise that you read the UKTI publications entitled:

- “Winning Aid-Funded Business: the World Bank Group”
- “Winning Aid-Funded Business: The Regional Development Banks”

Both publications can be downloaded from the UK Trade & Investment website at [www.uktradeinvest.gov.uk/ukti/aid\\_funded\\_business](http://www.uktradeinvest.gov.uk/ukti/aid_funded_business) under ‘Customer Guidance’ (n.b. you will need to be signed in to obtain a copy of this pdf – if you have not yet registered on the UKTI website you can do so free of charge). However, if you wish to order a hard copy of the guide please contact Claire Gamage on 0845 603 0084 or email [c.Gamage@afbs.org.uk](mailto:c.Gamage@afbs.org.uk) and a copy will be posted out to you free of charge.

It is also advisable to look at past, present and upcoming projects from both Banks in the agricultural sector to give you an idea of the type of projects carried out and where the Banks are mostly concentrating their efforts. Lists of past and current projects can be obtained via their respective websites:

- World Bank – [www.worldbank.org/projects](http://www.worldbank.org/projects) (option to search by ‘theme’ or ‘sector’)
- IDB – [www.iadb.org/projects](http://www.iadb.org/projects) (search by keyword ‘water’).

Both the above websites also contain a vast amount of information on the activities of each Bank in the water/waste-water sector. If your company is looking to focus on a particular geographical area or country it is often advisable to read through the ‘Country Assistance Strategies’ (or ‘Country Strategy’ for the IDB), also displayed on these websites. The Country Strategies act as a ‘business plan’ giving an indication of the type of assistance the Banks will be providing in the future (which will also lead to an idea of what projects are likely to come up and where your company can offer expertise).

The British Embassy in Washington D.C. has created a ‘Doing Business Toolkit’ for both the World Bank and IDB which contains links to helpful sections of their respective websites. An electronic copy of this document has been emailed to you with this information pack.

The scope of the work the British Embassy will carry out on your behalf is described above, however if you require further assistance in terms of identifying contacts outside of the World Bank/IDB help with setting up pre-arranged appointments or market research for the U.S. market – the British Embassy can deliver this work in addition under the ‘Overseas Market Introduction Service’ or ‘OMIS’.

### **What is an OMIS?**

An OMIS report can consist of:

- A market/sector overview
- Market analysis – feasibility of your product/service in the market; opportunities, prospects and evaluation of market-entry strategies.
- The identification, in-depth assessment and “warming up” of potential business contacts/partners.

- Local market introductions e.g. chambers of commerce, trade associations etc.

### ***How to commission an OMIS***

You will need to contact your local International Trade Adviser (ITA). To obtain contact details, visit the UK Trade & Investment website at [www.uktradeinvest.gov.uk](http://www.uktradeinvest.gov.uk) and via the "Welcome" page, enter your postcode in the space provided. If you are unable to locate your local ITA please contact Claire Gamage on 0845 603 0084 or email [c.Gamage@afbs.org.uk](mailto:c.Gamage@afbs.org.uk) for assistance.

If you wish to commission an OMIS report, we usually advise you do this at least 8 weeks before the date of the visit to allow enough time for your report to be completed in time (please bear in mind that other participants may have also commissioned reports to be delivered for the same date too, so the earlier you can commission your research will result in a better report/service).

## 5. TRAVEL ARRANGEMENTS

A hotel will be recommended by the British Embassy in Washington DC in due course.

Flights can be booked through a travel agent (for a list of suggested travel agents, please contact Claire Gamage on 0845 603 0084), however if you wish to book your own flights via one of the low cost airlines, please feel free to do so. A list of airlines flying to Washington D.C. include:

- **British Airways** from London Heathrow to Dulles – [www.britishairways.com](http://www.britishairways.com)
- **United Airlines** from London Heathrow to Dulles [www.united.com](http://www.united.com)
- **Aer Lingus** from many Regional Airports to Dulles (via Dublin) [www.aerlingus.com](http://www.aerlingus.com)
- **NWA – Northwest Airlines** from London Heathrow (via Detroit) to Ronald Reagan Washington National Airport [www.nwa.com](http://www.nwa.com)
- **British Midland** from Manchester to Dulles (via Chicago) [www.flybmi.com](http://www.flybmi.com)
- **KLM** from most Regional airports via Amsterdam to Dulles [www.klm.com](http://www.klm.com)

An alternative option (especially for those interested in visiting New York) is to take a budget airline flight to New York and take the Acela Express train from New York Penn Station to Washington Union Station (takes approximately three hours - see [www.amtrak.com](http://www.amtrak.com), click on 'Routes', then 'Acela Express').

An Airport taxi shuttle service can be pre-booked in advance via Super Shuttle at [www.supershuttle.com](http://www.supershuttle.com).

The Mission Leader will require details of all delegates' flights at least two days prior to the visit.

All participants are urged to consult their employers and/or seek advice and guidance from a travel agent about the insurance cover required for the journey to be undertaken. UK Trade & Investment cannot accept responsibility whatsoever, fiscal or otherwise, for anything which may result from members and/or their employers failing to seek and obtain satisfactory insurance cover.

### **New US Entry Requirements – PLEASE READ**

UK citizens travelling to the United States under the Visa Waiver Program are now subject to enhanced security requirements. All eligible citizens who wish to travel under the Visa Waiver Program must apply for authorisation by completing an online application form at <https://esta.cbp.dhs.gov/>

This must be completed (and authorisation received) at least 72 hours before travel. **Please ensure that you have completed this process otherwise you will be denied entry to the United States.**

## 6. PROPOSED ITINERARY

Please note that this itinerary is subject to change and a final confirmed itinerary will be distributed to delegates nearer to our departure date.

17.10.10	Fly to Washington D.C.
	19:30 hrs Informal Group Meal (location tbc)
18.10.10	09.00 hrs Briefing Meeting at IDB Headquarters
	10.30 hrs "Doing Business with IDB" seminar. Discussion on strategy in Agricultural sector and opportunities for working on forthcoming projects.
	12.00 hrs Informal networking meal with IDB staff – opportunity to display literature on tables in room.
	PM Individual Meetings with IDB Project Officers
19.10.10	09.00 hrs Arrive at World Bank, collect ID passes
	09.30 hrs Presentations on Doing Business with the World Bank
	12.00 hrs Informal networking meal with World Bank staff – opportunity to display literature on tables.
	13.30 hrs Individual meetings with Task Team Leaders
	18.30 hrs Networking Cocktail Reception (British Embassy Rotunda - tbc)
20.10.10	Individual Meetings programme with IDB/WB continues
21.10.10	Individual Meetings programme continues
	Evening Return to UK

## 7. USEFUL INFORMATION/WEBSITES/CONTACTS

[www.worldbank.org](http://www.worldbank.org)

World Bank Website. From the website you are able to view Country Assistance Strategies, details of current and past projects, the monthly operational summary (detailing likely upcoming projects), previous Annual Reports, information on priority areas for the Bank within the agricultural sector and press releases/articles.

[www.iadb.org](http://www.iadb.org)

Inter-American Development Bank website. From the website you are able to view Country Strategies, details of upcoming, current and past projects, previous Annual Reports, information on priority areas for the Bank within the agricultural sector, seminar presentations and press releases/articles.

[www.uktradeinvest.gov.uk/ukti/aid\\_funded\\_business](http://www.uktradeinvest.gov.uk/ukti/aid_funded_business)

Within UK Trade & Investment there is a department known as the Aid-Funded Business Service (AFBS) who are dedicated to assisting companies win multilateral aid business. It provides information on winning business with the World Bank and IDB as well as the United Nations Agencies, the other Regional Development Banks (including African, Asian and Caribbean) and EU external aid projects. This website should be consulted regularly for information on forthcoming events and business opportunities/tenders which may be of interest to your company.

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

The UK's official website for the U.S.

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

This website gives information on doing business in the U.S. from exporting goods/services to setting up a local office.

[www.theiatc.org](http://www.theiatc.org)

Website of the International Agri-Technology Centre (IATC). The IATC is part of UK Trade & Investment and has a remit to provide advice on international trade for companies in the Agricultural sector.

[www.washington.org](http://www.washington.org)

Visitor information for Washington D.C. Also includes a downloadable visitor information pack.

## **8. MISSION CONTACTS:**

### **British Embassy, Washington D.C.**

Mr Stuart Baird  
Global Development & Financial Services  
[Stuart.baird@fco.gov.uk](mailto:Stuart.baird@fco.gov.uk)  
Tel: 001 (202) 588 6692

UK Trade & Investment  
British Embassy  
3100 Massachusetts Avenue NW  
Washington DC  
20008  
Fax: 001 (202) 588 7685

### **UKTI Aid-Funded Business Service**

For general advice/information on doing business with the Multilateral Aid/Donor organisations:

Ms Claire Gamage  
Project Manager  
UKTI Aid-Funded Business Service  
75 Harborne Road  
Birmingham  
B15 3DH  
Tel: 0845 603 0084  
Fax: 0121 607 0130  
Email: [c.Gamage@afbs.org.uk](mailto:c.Gamage@afbs.org.uk)  
Web: [www.uktradeinvest.gov.uk/ukti/aid\\_funded\\_business](http://www.uktradeinvest.gov.uk/ukti/aid_funded_business)

### **International Agri-Technology Centre (IATC)**

Corner of Avenue J & 10th Street  
Stoneleigh Park  
Nr Coventry  
Warwickshire  
CV8 2LZ

For general advice/information for companies in the Agricultural sector wishing to trade overseas:

Ms Philippa David  
Director  
Tel: 02476 323961  
Email: [philippad@iatc.org.uk](mailto:philippad@iatc.org.uk)

or

Mr Ben Salisbury  
Senior Project Leader  
Tel: 02476 323965  
Email: [bens@iatc.org.uk](mailto:bens@iatc.org.uk)