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Doing Business with MCC in Africa: Significant Procurement Opportunities in 2009

MCC Hosts a Public Outreach Meeting

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DONALD: Let me say a couple of words about where we are at the MCC and then, I thought, frankly, spend a little time talking about where we go forward because it seems to me that the history is interesting, but the future is even more interesting, and I hope more profitable for you and for, of course, the citizens of the world.

—On the MCC, in terms of where we've been, we've had our fifth year opportunity -- anniversary. I said opportunity. It's a Freudian slip but I think that you guys will get it.

—We, last year, signed compacts with Namibia. In fact, I went off to Namibia to sign that particular compact which was frankly a thrill because it was a chance to see, in practice, what we intend to do. And so whether you're looking at schools or at eco-tourism in the parks or some of the alternative development of property, offering a few less opportunities for you in some of the construction projects.

—But nonetheless, you could feel a sense of excitement among the citizens about what they want to do, how they want to move forward. Where it pains to say that they on this process, not on us. In fact, I think the substantive truth is a little more nuanced in the sense that we try to drive.

—We try to make sure that the projects that come forward meet our standards in terms of environmental design, in terms of economical rates of return in terms of engineering. You're going to hear later on from a panel so I'm going to let them actually go into the details because I will probably skate beyond what I know if I talk too much.

—What I want to say about the future, is that in fact, I think it's very bright. We've had a board meeting a week before last with Secretary Clinton. There's no question that she is hugely engaged, I would say passionately engaged

in development assistance. She knows what she's talking about, she's done her homework. I had staff come back, and say wow, that is quite impressive. So I think that her interest in the issues, her interest in using the MCC most effectively is clearly there.

—What I think we will see over the next coming sets of months, a budget will be released. I'm under injunction not to tell you what the number is, but I can tell you it's a healthy number. I can tell you that what we expect to do with it is entirely dependent on how much help we can get from you all.

—Procurement is, frankly, the essence of what we do. If you don't have good contracting, good procurement, then you don't have good projects; I don't have places to take congressmen to drive on roads; I don't have ports; I don't have industrial parks; I don't have schools; I don't have health plans.

—So, clearly doing a good job on all of that is in all of our interests. I want you all to make money. My goal here is to make sure that, when you make money, you do it on behalf of the poorest citizens of the world, the bottom billion, as (inaudible) said.

—I think we probably share all of that goal. Dr. Manwali (sic), who will speak later on, I think has got 40 years worth of development experience in more countries than frankly I've ever visited, and he's worked it.

—So I think what I can say is, as we go forward, we want to learn how to do things better. We've had constructive criticism from many of you. I, frankly accept that criticism, I think that, in the spirit not of defensiveness, not of "we're going to hunker down," but of greater transparency.

—What is it that we can do better, more transparency up front, more design work, more attention paid to things that don't benefit anybody, so therefore let's get rid of them. Steps that are unnecessary, steps that are critical -- these are all things that I think should be on the table.

—It's, I think, important to recognize that development assistance is for -- the MCC is really just one part of a full development set of programs. What -- you know, this week people are gathering at the G-20, but we'll have the summit of the Americas in about three weeks. People will want to talk about development, they'll want to know what the U.S. is doing, and I think that the MCC has to be a part of all those discussions.

—In just talking with our embassy in the Philippines this morning about what they want to do going forward, so we've got prospects for a lot of good work. Jordan, Malawi, Philippines, Zambia, Indonesia, Colombia. These are a lot of opportunities.

—I want to challenge you however in one respect. Which is to think not just about what we do with our MCC compacts, but what's the follow-up?

—What other work can you do with, not only our partner countries, the governments, but maybe other groupings?

—Farmer-based organizations, municipal government, provincial governments -- what kind of public/private partnerships can we work out?

—I think the future has got to be a little bit different, a little bit less MCC to a federal government, more thinking about what else we can do. So that's a broad new area.

—And with that, I'll stop and take a few questions. I've got all sorts of people who are screaming for my scalp, so I'm going to run elsewhere, but are there any questions before I turn it over to Dr. Manwali (sic)?

—More coffee? More pastry? More sugar?

—(laughter)

—This is a pre-caffeinated, pre-sugared group.

—(laughter)

—All right, if not, I'm going to stop. Thank you.

—Dr. Manwali (sic)?

—WANMALI: I would like to thank the MCC and the BCIU for hosting this particular get-together. Given the context which both Jeffrey and Rodney have outlined, that it is an important occasion for us to realize what opportunities exist in sub-Saharan Africa; how we can help MCC in doing what it wants to do, particularly the last point, which Mr. Bent mentioned, what is the follow up after what we have done today?

—My job is to moderate the first session. My name is Sudhir Wanmali, not Manwali, which is printed wrongly actually. There has been some transposing of the alphabet. But I work for Sheladia Associates. I am a senior associate at Sheladia, which is a co-host of this get-together today, which it is delighted to be, because we have been working also in infrastructure and energy sectors in Asia, Africa, Latin America, the Middle East and North Africa, for almost last 33 years, in sub-Saharan Africa for the last 20 years.

—So we are delighted to be here in order to be able to share our experiences with you, but I won't be talking about them. I would simply summarize them later on if the time permits.

—My plan of action is for the panelists, Drs. Hessler, Hayes, Dhungel and Sanjak, to make their presentations, I would argue for no more than ten minutes each. If they speak for less time, it is better because we will have more time for questions and answers subsequently. And I will take literally less than five minutes to summarize what is the follow-up.

—Health education, community services, there's mix in there of the buildings that go with that, and also the services that are provided. These programs are headed by non-infrastructure people but they generally include lots of small buildings. Dr. Hayes has been involved, most recently in building 300?

—HAYES: Two hundred-twenty.

—HESSLER: 220 structures, all throughout Madagascar. So that's been a challenge in terms of quality assurance, even quality control. But, here, the other countries we're talking about, so you can, sort of, see where the opportunities are.

—Probably the largest opportunity coming up in the short term would be the major infrastructure projects, I would say, Tanzania and Mozambique. But Lesotho is also coming up, and some of these others Burkina Faso should have some real opportunities in transport and in integrated irrigation projects.

—To give you an idea of where we are on the procurement. On the procurement side where you can see that those countries where we're in year four obviously, there are no opportunities there for, at present, because those compacts are all under contract. In fact, in Cape Verde, most of the roads will be completed this summer and the port is under contract.

—In Ghana and Benin, also, most of the compacts are already under contract. Mali has some real opportunities coming up in the irrigation sector and the airport, particularly the airport sector has not hung out for (inaudible)

—Morocco is largely a small scale infrastructure, not any great big works, but lots of opportunities in small scale irrigation, fishing piers, market stalls, cold storage. Lesotho is ancillary services to a dam and health clinics, and Mozambique, I will wait for Dr. Hayes; Tanzania I will wait for Dr. Dhungel.

—The start-up countries, really, the one -- Namibia is a lot of small scale projects, small infrastructure projects. Burkina Faso has road component and irrigation component. So if you look at Burkina Faso, what we've had, and this will give you an idea of the launch dates and the RFP, design and supervision of communist agricultural markets.

—So that's a design and supervision contract coming up. Design and supervision for roads and rural roads, once again the RFP launched in April, and design and supervision for some other roads, once again the RFP launched in April.

—So these are the procurements coming up in 2009. Obviously these won't be followed by the works contract at some point in 2010. These are the big projects to keep an eye on, \$194 million worth of roads, and irrigation projects are not there yet.

—In other words, they're not ready for the design and supervision contracts to be let yet. The roads are a little bit ahead of the irrigation projects in Burkina Faso.

—So that's what we see coming up in the near future. Once again the design and supervision contracts and then the actual works contracts. Once again, just to remind you, all these contracts are let by the MCAs and Gerry Nash, Dr., are you a doctor? No. Gerry Nash and I, the lone non-doctors here, will outline to you how to keep track of those opportunities.

—Down in Mali, many of you may know the n1 highway in Ghana. That contract was signed in the fall of 2008, so it's actually not a procurement opportunity.

—But right now, the lot 2 of the n1 contract is an opportunity because there is a -- I think there's an RFP out for pre-qual. Yes, for pre-qual for the firms for lot 2 of the n1 highway and a crop. So lot 1, contract is mobilized; lot 2 is another separate contract; the pre-qual is out on the street now. So we'll be pre-qualifying some firms and then bid documents will go out and they'll be bidding on them.

—So the pre-qual docs have gone, are out now. But the -- so that is the other half of the n1 highway. I must say it's the more challenging half of the n1 highway. Lots of resettlement, very large resettlement action plan, about 5,000 to 9,000 affected parties. So it's going to be fun to work on for those of you that have worked on projects with large resettlement.

—In Ghana, paving roads in Ghana, truck roads and tenders are starting to go out now. So you should keep -- if you're interested in road construction you should be looking at that. The supervisory contracts are already let obviously because we're going into the work stage.

—On the Mali airport infrastructure, obviously there's no distance involved here, but the air side is to be issued in quarter four of 2009 and the land side to be issued in quarter one 2010. Those are works contracts and design and supervision contracts are already let. So those are the works contracts for this airport.

—It's obviously not Dulles, but it is the main airport in Mali, and part of the Mali program is, it's all one big integrated agriculture, poverty reduction program, the airport is an integral part of getting goods to the market.

—So that's actually quite exciting to us and that should be -- we should have a big year 2009, 2010 in terms of volume.

—Lesotho compact, as I explained, this is when we see the metalong conveyance system, the main works contract construction late 2009, early 2010. The metalong water treatment works contract, design to build contract, that will be late 2009, early 2010, and water distributions. These are your main large works contracts that you're going to see as you see the water projects totaling \$145 million.

—The rural water supply and sanitation, you see that they tier help clinics, outpatient departments, et cetera, these are mostly smaller contracts and smaller work. The main big contracts are going to be metalong conveyance, metalong treatment works in the distribution systems.

—So if you're interested in that field, those contracts are going to be coming out, as i said, late to, we hope late 2009, early 2010, but definitely something to keep an eye on, in terms of interest in working in the (inaudible)

—This is -- I am going to skip down one, because we have a little bit of disorder in terms of slides. The Namibia compact, I'm going to talk about. This is design and supervision of 47 primary and secondary education schools. Once again, the RFPs for the design and supervision will be launched in quarter two 2009. The works contracts will obviously follow that.

—But the first step for Namibia for us is the design and supervision contracts which we're launching, we're almost there, pretty soon, in 2009.

—So I think to be perfectly frank, a lot of this, some of the work in Namibia will probably go -- Namibia has a pretty good engineering tradition and some very well trained engineers and firms. These are going to be all small works, the design and supervision contracts, may be of interest. Generally the works are, we would expect a lot of local contracts. I'm thinking Madagascar, all of the works were done by small local firms, small local Malagasy firms.

—So that's where we are on Namibia. I'm going to turn back to Mozambique and introduce Dr. Hayes to talk about the Mozambique compact. Just so you know, Dr. Hayes is the primary infrastructure point of contact, the director in charge of bringing -- from an infrastructure perspective, bringing the Mozambique compact to fruition.

—After Dr. Hayes talks, Dr. Dhungel will talk and he is the primary person in charge of the Tanzania compact, particularly on the energy sector which is where his background is, in the energy sector.

—So I will turn it over to Dr. Hayes, and we'll be open for questions at the end of this session. Thanks, Barbara.

—HAYES: Yes, so I am Barbara Hayes, Director of Infrastructure and my primary responsibilities are Madagascar and Mozambique. I'll tell you briefly about some of the large infrastructure procurements that we'll be having on Mozambique.

—Mozambique was entered into course in September, and so it's currently working very hard on basically the procurement for the engineering studies and construction supervision contracts for all of those works. Let's break it up into water and sanitation first.

—The water and sanitation for rural water supply, currently we're in the process of you know, MCA's in the process of negotiating the contract for the social work, which basically sets up for the actual construction.

—Construction tenders are likely to be early in 2010. And the packaging of that, there's 6,000 poured holes basically in this program, but it's going to be phased over time. So that's a lot of pour holes, that's a lot of drill rigs, and the question is, is what the packaging will actually look like. But that will be the first set of drill construction procurements that we expect in Mozambique.

—In terms of other urban water and sanitation, we have several contracts that are in the process of being negotiated or advertised for the feasibility, construction supervision and design.

—And all of those you know, our estimate right now is that those will have invitations to bid for construction towards the end of 2010. And this is all the northern Mozambique, and the four Northern provinces. What I can guarantee you for those water and sanitation contracts is that there will be a definite heavy emphasis on drinking water programs because its, they're generally amenable to large construction contracts.

—And that will be within eight different cities; the three capital cities, Nekala which is about 200,000 people, and then after that there's several other smaller cities, the smallest one being about 24,000. But generally these are going to be possible combinations of networks but there will definitely be larger components such as mains, water treatment plants and those will all be expected around the end of 2010.

—And the packaging began there, if anybody has looked at the call for bids for the feasibility, they'll know that that is what the feasibility study is supposed to do, make recommendations for the final packaging between these eight cities.

—Also, there's sanitation, and the sanitation component is basically, probably the largest works that will be bid out for large contractors would be drainage improvements and the sanitation in terms of any sorts of sewerage and latrine programs. There's definitely going to be possibilities there, but they'll be more of a social component to that rather than just you know, hard construction.

—We additionally have, you know, basically roads programs that are also in the process of procuring the feasibility, design and construction supervision. Our estimate right now is that those contracts will be coming out for bidding on the construction towards the end of 2010. You know, basically, the packaging of those components is yet to be determined. But it's a significant amount of, you know, \$176 million altogether.

—And the work that is the roads component is basically all rehabilitation of the main highway in the (inaudible)

—And so it's going to have a lower emphasis in terms of graphs. Basically all of the alignments are there already, there will be minor modifications to the alignments, really. And basically going to be straight rehab.

—So, in terms of a perspective in terms of planning for those things, you've been forewarned, you have a good bit of lead time to win those IFBs that are coming out. It's good to get to know the Mozambican market, and a lot of

the information is available because the feasibility studies are already, you know, the procurement packages for the feasibility, design and construction are out there and they have a good bit of detailed information there for you.

—So we're looking forward to lots of your interest in those sets of bids coming out.

—DHUNGEL: Good morning, everybody. I'm Himesh Dhungel, Director of Infrastructure in the new park center compact implementation. And I'd like to thank Carol for awarding me another Ph.D.

—(laughter)

—A Ph.D. means you're (inaudible) and I'll take it, because I didn't have to work for it. Thank you.

—(UNKNOWN): (off-mike)

—(laughter)

—DHUNGEL: Ok, I work in the Tanzania compact. My primary focus is on the energy product. (inaudible) one of my colleagues who will soon be here, handles the transport and water sets of projects. But I will just give you an overview of what those projects are, where we are, in terms of procurement of various services as well as the works contracts.

—In terms of water project, the two activities that have an engineering works component are the two waste water treatment facilities.

—As you can see from the slide, (inaudible) which is actually just north of Dar es Salaam, northwest and Morogoro which is a town sort of west of Dar es Salaam. So these are two wastewater treatment plant projects. There's also a -- we'll just call a non-revenue water, which is basically trying to reduce losses in the water, the water drinking system in Dar es Salaam, that's another program which may or may not have engineering construction activities.

—The bigger component of the Tanzania compact, the roads. Quite significant, and there are three major segments. The first one is up in the north, northeast, at Tanga-Horohoro which is, which basically connects the town or city of Tanga in Tanzania to Horohoro in Kenya.

—And this is a major trade corridor, so most of the roads that were proposed in the Tanzania compact, the Tanzanians had already done the design work, hard work, the design work had not been done to the MCC's safeguards and standards. So they had to be yield in terms of environmental impact assessment as well as some of the resettlement issues.

—So those are ongoing right now, but most of the engineering work has been done. And they will be revised based on the information that we get from the resettlement action plan and the EIAs.

—Second segment, the road is down on the southwest corner of the country. And this is the drunuma sumuranga road, which is closer to the Lake Tanganyika on the southeast corner of Lake Tanganyika, and that's the larger component.

—And then the third one is, we call the Maputo corridor, which is basically -- Maputo is the port of the city which is on the eastern part of the country at the Indian Ocean, and they have a plan of building an east-west highway. And this particular road segment is in the front of the western end of that corridor.

—So those are the three main road projects. There is a small repeater road program in the island of Pemba. And the feasibility and design work for that will begin shortly. And then the final one is sort of rehabilitation of the mafia island. It has an unfortunate name but I've heard that the place is very beautiful. So those are the water and the road sector projects.

—Then we have the energy sector project, and this is pretty much a plain vanilla energy project. We have three components. The first one is a construction of an eight-megawatt-run upriver plant in the west and in the region called Kigoma in Kigoma town. And it involves, again an eight-megawatt plan.

—Again, the associated transmission and distribution network. Then you have a kind of an interesting project, which is a submarine cable going from the mainland to the island of Zanzibar. I don't know if any of you know, but Zanzibar does not have any indigenous source of energy. Other than solar, which hasn't been tapped, or wind.

—So historically the island of Unguja, there are two islands, Pemba and Unguja, that make up Zanzibar, has been served by any very old submarine cable, transmission cable. And it has reached its physical life as well as its electrical life, 45 megawatt capacity. And the program is to install a 100 megawatt, 132-kb line going from the mainland to Zanzibar.

—And then there are associated overhead portions of that project as well, which is to take power from the substation to the point of entry and then where the cable comes out on land, on the island, goes to another substation. So and that work is ongoing in terms of the design and EIA and any of these satellite planning.

—And the third component of the energy project is rehabilitation distribution system in six regions in Tanzania. And these are, we call it six secondary cities, starting from Mwanza which is actually the second largest or the third largest city in Tanzania, and Lake Victoria. And then you have Tanga, you have Morogoro, Dodoma which is the political capital of Tanzania, and then there are two cities, towns out west, southwest of the country, Mbeya and Iringa.

—So that make up the energy sector project. And these are again, a very straight forward project and there's nothing, new technology for you or anything.

—So we look forward to receiving lots of bids on all of our projects. Now that for transport, you know, getting capital equipment could be a big issue, but, you know, again, this is your business sort of decision, but you know, park (inaudible) one of the ways of increasing market shares, so hopefully you will show some interest and hopefully win these projects.

—Thank you.

—HESSLER: Dr. Sanjak is next. (inaudible) I mean, this has been very heavy on the infrastructure. Dr. Sanjak has been talking about non-infrastructure opportunities.

—SANJAK: Hello. I'm the Managing Director in the Department of Compact Implementation that covers all of our non-infrastructure sectors including a range of, you know, from agriculture to education, health, finance, private sector development and land tenure. Also fiscal accountability and monitoring the evaluations.

—So I am -- that's who I am. I'm here in representation of Jonathan Bloom who is our Deputy Vice President for Africa, and he's in Africa, and I'm acting for him while he's away. And that's a good reason for me to say I don't have slides on the slide deck on our non-infrastructure but if there's enough interest I'll be happy to prepare similar tables and circulate them to you all.

—The non-infrastructure procurements that are going out are quite diverse. And they range, a wide range in terms of dollar value. I think they range from \$350,000 to tens of millions of dollars.

—So it's quite a diverse set of things that we are hiring in terms of help, or our MCAs hiring in terms to help them with. In Burkina Faso, in addition to the infrastructure elements that Carol discussed, we have also the technical assistance side of the irrigation projects, which includes both farming and livestock.

—And we also have our biggest and most exciting land tenure project, in Burkina Faso. It's \$69 million. That includes roughly \$29 million worth of buildings, of (inaudible) headquarters in 47 places and then a wide range of technical assistance to help the government implement a new and exciting land law that they're putting into place.

—And so that -- you know, there will be tenders coming up this year on land, agriculture and monitoring the evaluation. Most of it is technical assistance, training and outreach. The buildings are coming a little bit later on.

—In Ghana, we also have a very big, I think it's \$210 million horticulture development project that is largely agricultural today but it also includes land tenure and finance. There's some T.A. And some training going to be tendered in Ghana.

—Most of that is already done, but there is -- there are a few small things coming up, in particular related, I think to the banking. There will be procurement of a local area networks. So we have consulting services but there's also some goods that will be procured, and that's a good example of goods that will be procured.

—In Namibia we have a very big, it's a \$120 million education project that, before I became a manager, I helped put together. That is largely infrastructure but it also has -- we will be procuring technical assistance to help the government do a baseline study for their needs for textbooks and then to acquire textbooks to distribute to these schools, and then some teacher training and other kinds of the soft side of education, some policy work as well.

—Namibia also has a substantial and community based natural resource management element, and they will be procuring assistance in tourism, change management for the Etosha National Park. And some work on putting in place, monitoring the evaluation systems for those parts of the project.

—Morocco, it's really exciting to see our morocco compact is starting to gear up and get going, and there's a number of tenders that are coming out in agriculture. We have a very big fruit tree project that is quite interesting and diverse in and of itself. We have a fisheries project, and also we have an artist in training in technical systems project, that will be doing some procurements this year.

—And I think, most interesting, there's an element of the morocco compact which will do a design competition for preserving the cultural integrity of the (inaudible) but also doing an urban upgrading of that area. So that's one of the more exciting and innovative parts of that compact. And that's coming up. That compact will also be looking for assistance in monitoring and evaluation systems.

—In Lesotho we have quite a diverse non-infrastructure portfolio that includes land tenure regularization, some environment and social assessment work, monitoring evaluation again, technical assistance to accompany the water and sanitation program, and health supervision and also banking and finance. So it's pretty broad, its private sector development, and all of those things are seen as contributing to private sector development.

—So, again, I think the slides will help when we put them together, but because, as I said, it's a wide array of things. That's what's coming down the pike in Lesotho. Tanzania is purely infrastructure, but I should mention that they will be drawing some procurement for assistance with their monitoring and evaluation systems.

—Other than that, I think, in Mozambique, we also have some tenders going on in our -- we have a project there that is trying to stem the control of the devastating coconut tree disease up in the northern coastal areas in Mozambique. And in the sense of a real ag-technical program, it does have a little bit of social element in it, including land tenure, but it's mostly really ag-technical, technical kind of work to help the government control that disease, and farmers to replant new and healthy trees.

—Other kinds of goods that are being procured just to think this might be a possible infrastructure and certainly, aerial imagery for our land projects, Burkina Faso will be looking I think procuring that kind of goods. Equipment to help our monitoring evaluations scanners and generators.

—I already mentioned the local area networks and then in Lesotho there's an awful lot of acquisition of goods in the health sectors, such as medical waste disposal equipment, blood transfusion, local units, and other kinds of vehicles, and just a wide array of health equipment. So I think I'll leave it at that, and just repeat my offer that if there is interest we can put together a slide reference.

—Thank you.

—WANMALI: Thank you very much. First while sticking to the time, and second for backing up the information you have now given to us on which we can mull over and ask questions.

—This particular session was all about substance of what is going out of MCC, by a way of sectors in which they are concentrating their activities. Countries in which they are consenting those activities as well as the magnitude of the assistance that is going out to these countries.

—There are various things, I will take my five minutes, less than five minutes, on our view. There are various things which are cutting across all these presentations.

—They are all infrastructure-related, but we are like seven blind men feeling the elephant and trying to describe its shape. And therefore for each one of us, the infrastructure that we are looking at from what has been described, is of a different shape and kind. So let me simply list those shapes and kinds in order to make our question hour much more interesting.

—And this literally builds into what is the follow-up that we should be looking for, which was the question, that has been raised earlier on in vertically (inaudible)

—There are about four or five types of infrastructures that have been mentioned today. One is the hard infrastructure, the roads, the telecommunication systems, the energy, the sewerage systems or production systems.

—You have the service infrastructure, which is the education, the health, the marketing, the banking, the trade, the agricultural extension, what have you. You have the government's infrastructure, but within that I'm including institutional infrastructure. Because, if you are looking at the hard infrastructure, I am looking at the service infrastructure. You need to have institutions which will implement those infrastructures at different levels within these countries.

—The question of whether or not those institutions exist, number one; whether or not they are capable of doing their job properly, number two; and do they need the capacities to re-strengthen what they do to making their job a profit and relevant to the objectives that they are supposed to be following is without question that you have in governments and institution development those elements.

—And then you have the question of value-adding infrastructure. It's not simply producing the crop that you want or the horticultural crops that you want, but how would you make available the transport, the electrification, the storage and warehousing, the access to market, the distribution systems, the banking and finance activities in order to make sure that the farmers having adopted the technology will be able to take advantage of higher productivities that they will obtain in order to convert that into cash, put some cash in their pockets.

—So we have these four infrastructures, the heart, the service, the governments and institutional and the value-added. But remember, having infrastructure alone that brings ability of infrastructure does not necessarily mean equal access to it.

—You look at any one of those four and that simply having a road from Kintampo to Bolgatanga, which is fantastic, on which you wonder -- air force jets of the Ghanaian air force can land does not mean that the tomatoes and the onions and the oranges which are produced there get to Kintampo much less to Techiman and definitely not to a crop.

—Then sometimes, because other infrastructures are not relevant of the different types that I mentioned, they rot. And they rot because the trucks that are bringing them down from Bolgatanga to Kumasi or to a crop, do not have spare parts, they break down, and therefore no servicing is available for them to repair themselves and go back into action again.

—So there are various elements which impact upon simple infrastructure activities that we think of. So, inevitably it does not necessarily mean access. That's the second point. And then there is spatial and seasonal radiation in both availability and access.

—If you want to look at the broad picture of all of these things together, let us assume that all the countries that we are talking about today are in this (inaudible) definitely are agriculture-driven-rule country-sides.

—And when we are talking about how to put money in the profits of the rural producer, the rural trader and the rural -- and when, if possible, for the rural consumer, to obtain these goods and services. So transactions crossed need to be reduced, reduced for the producer, reduced for the consumer as well.

—What are we talking about then?

—We are talking about what I think are combinations that exist broadly. And I'm talking about simply broadly. The (inaudible) of those rural populations travel long distances, by better means of transport -- let's speak frankly -- and for multipurpose trips. The (inaudible) travel long distances, better means of transport, multipurpose trips. The poorer (inaudible), they travel short distances by poor means of transport, for single-purpose trips and more frequently.

—Now, if you have this broad spatial, regional accessibility patterns at the backs of your mind, what needs to be done in the future is to address these issues. When you are doing our infrastructure development, whether it is in the sectors that are described here, but Definitely also in the sectors of agriculture, of education, of health, of banking, in addition to the hard infrastructure issues that you are talking about.

—I will stop there and I will open this section for discussion. We have close to twenty minutes to talk about it. Please take it away. Thank you very much.

—AUDIENCE MEMBER: For Dr. Hayes, could you say a little more on the Mozambique-Mpala dam project and what status that is, and has design been done or an assessment, or any performs?

—HAYES: First can you tell us who you are?

—AUDIENCE: Yes, Bill Dank (ph) of Urs Corporation.

—HAYES: Thank you. Right now, the Mpala dam is in the process of the negotiating and signing of contract (inaudible). Right now, the Mpala dam is in the process of the negotiating and signing of a contract for the feasibility, the designs and construction and contingents going through the (inaudible) and I can say that earlier we expect the invitation for construction bids to occur sometime towards the end of 2010.

—In terms of what is known, there was a pre-feasibility work we can send on after (inaudible) and much of that information is available in the invitations to the RFP for the feasibility study.

—There is a fair amount of information that's available from our study of (inaudible) right now. And so I think there's still missing pieces, and that puts the feasibility (inaudible) finalizing a base (inaudible) push the Mpala dam has a road to the cause that goes right by the (inaudible) and so that (inaudible).

—Does that answer your question?

—AUDIENCE MEMBER: Thank you.

—HAYES: You're welcome.

—AUDIENCE MEMBER: Dwayne Steptor with Advantech satellite networks, for Dr. Sanjak, a question about the Ghana land content and the status of that.

—I know that that had come out probably a year ago -- and it had been redid, I believe -- or had a -- would you just let us know the status of that, the Apex bank project?

—SANJAK: You're asking two questions, one about the land part and one about the bank, Apex?

—AUDIENCE MEMBER: Well the land, large area...

—(crosstalk)

—SANJAK: Oh the land, not the network.

—AUDIENCE MEMBER: Yes.

—SANJAK: That, I'm going to have to say it has been rebid but I don't know the details and I'll have to come back to you. If you could give me your card afterwards I'll get an answer for you.

—AUDIENCE MEMBER: Thanks.

—AUDIENCE MEMBER: Good morning, this is (off-mike) from the (off-mike) conflict crime (off-mike)

—We, our company, is the manufacturer and supplier for the (off-mike) which is going to the very first (off-mike) contractors.

—Do we have access to the list so we can talk to them and see if we can work (off-mike)

—HESSLER: I guess what you're asking is, is are the determines (ph) public once they've been awarded? And the answer is absolutely, absolutely.

—AUDIENCE MEMBER: I'm Ronald Carlson at the Sadat (ph) International. The question I have is related to -- here's all your infrastructure projects are private funded. My question is, is are there plans at MCC to sort of scale up the infrastructure investments and set up for one-off projects?

—And are there any plans to sort of leverage the MCC grants funds for the private sector investments in infrastructure?

—HESSLER: Absolutely, there -- one of the issues that we've identified is the huge industry this hinges on. One of the issues -- the gentleman asked if there is anything in the plans for leveraging our money. In other words, so we're not spending dollar for dollar just using grant money for infrastructure, is there a way to leverage our grant money. And work with other partners, usually in the private sector.

—There is a gentleman here, Jason Bauer -- would you stand up Jason? -- who is in our private sector initiative group and he's been leading the charge on figuring out different ways to work with the private sector and public-private partnerships.

—In addition there is, at the -- Rodney Bent and our acting vice president for finance and our general counsel looking at ways for us to -- we've, in our legislature to get things for more bang for the buck. So, we are pursuing that quite actively.

—But the one thing to keep in mind is, is that countries come to us with their programs and so we have a -- the trend for the ownership has traditionally been for large works, and have them come to us with proposals that, like you, are created in leverages.

—And we're trying to dig through this, as a strategic matter, going forward. And at this set, we've got a team of a working group on the V.P. Level and we also have our private sector issues -- very important (off-mike)

—As I said, things simple (off-mike) throughout history, necessarily. He has developed a private-sector toolkit that is available on the bottom, now -- of -- on mcc.gov, in terms of different ways to leverage the private sector. And I would suggest you look at that toolkit. It's quite -- it's quite a nice piece of work.

—HAYES: And in addition to that, it might be worth keeping your eye on the new compacts and the ones that are about to be signed in the next fiscal year because that's where the applying for the private partnership is still in discussion and the appropriate consequence in there.

—So here we're already active in that country or a part of that market and you have ideas, that's the time to pitch the government, because the government is the one who is going to propose what offers it gets, it gets for funding.

—HESSLER: So the countries that are presently thinking about what they want to do with MCC are Senegal, Malawi, Zambia, Moldova, Philippines, Indonesia -- I'm missing something -- Colombia. These are all very, very early-day countries. Some of them have got concept paper (inaudible) certainly Moldova and Senegal are much further advanced. And Jordan -- sorry -- Jordan. I heard someone mention Jordan.

—But other than those, some very, very early plans. Zambia, Colombia, Indonesia and Philippines -- very early plans.

—WANMALI: Before the next question is asked, I have been told that we have until 10:00 to ask your questions. So I'm not rushing anybody, but then we have additional 15 more minutes so.

—AUDIENCE MEMBER: Thank you for the presentations so far. My name is Leonard Gates and I am with an agency called Proby (ph). We have wrote (off-mike)

—Every compact is a little bit different. We had some good experience. There's been some not-so-good experiences. You're an acting CEO in charge of -- the comment on what we may be a service provider to be challenging for the MCC, MCA opportunities. And let me just throw out a couple of questions to you, and I -- hold on.

—My first question: are you considering any way to improve the procurement process for consultants with (off-mike)

—And what I have in mind is that you are opening up your RFPs without any kind of connections that they -- so there's a long -- it's not a short list; it's a long list. The tag that you put out is often complex and lots of (off-mike) which is good for our company but it's challenging to make a proposal.

—We understand that it's an MCA approval process, so it takes a long time. If MCC is under this five-year pressure and the processing all the time, I think the statistics -- and if you're following your business, then I must congratulate you for a very (off-mike)

—There is a lot of good work on your web site and so forth. We all see a lot of actual conflict in your (off-mike)

—(end coverage)

—End