



## 2024 US-Africa Business Summit

### World Trade Center Delaware Participation Grant Application

**Introduction:** Africa is home to 6 of the top 10 fastest growing economies in the world. U.S. exports to sub-Saharan Africa now top \$ 18,209 billion a year.<sup>1</sup> However, not a single country in Africa is among Delaware's top export destinations in the total of 5,239.9 Billion in 2022 or \$5,101.2 Billion in 2023.<sup>2</sup> From May 6-9, 2024, Delaware companies will have a unique opportunity to change this situation.

**Grant Description:** The World Trade Center Delaware will provide support to World Trade Center Delaware member Delaware companies in good standing participating in the **US-Africa Business Summit from 6-9 May, 2024 in Dallas, TX**. The US-Africa Business Summit is an international event featuring high level government officials and business leaders from the 54 African countries continent and the United States, sponsored by the Corporate Council on Africa.

**Benefits:** The 2023 US-Africa Business Summit, held in Gaborone, Botswana attracted 2,000 government and industry leaders, including heads of state. Attendance at the US-Africa Summit in Dallas, TX Washington DC as part of a World Trade Center Delaware organized program has several benefits for Delaware companies:

- Significant cost savings for travel and exhibiting;
  - Higher impact as part of a unified message from Delaware companies;
  - High level, qualified participants from government and industry;
  - Digital matchmaking platforms and presentation opportunities organized by Summit sponsor;
  - Opportunity to introduce company to potential partners/collaborators as well as buyers;
  - Educational opportunities;
  - Develop personal relationships with potential partners in countries of interest;
  - Gather competitor information.
- **Eligibility:** WTC Delaware member companies in good standing (paid up membership dues) are eligible to apply to participate in the World Trade Center Delaware US-Africa Business Summit Award provided it has not received other World Trade Center Delaware funding within one calendar year. Up to Five (5) companies will be selected to participate.
  - **Award:** Participating companies are supported up to one-half of costs associated with attending or exhibiting at the US-Africa Business Summit up to a total of \$5,000, whichever is less.

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<sup>1</sup> <https://dataweb.usitc.gov/trade-data-reports/sub-saharan-africa/trade-data/by-commodity-sector>, Retrieved 18 March 2024

<sup>2</sup> [https://www.census.gov/foreign-trade/statistics/state/zip/zipstate\\_2312.pdf](https://www.census.gov/foreign-trade/statistics/state/zip/zipstate_2312.pdf), Retrieved 18 March 2024



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- **Application:** World Trade Center Delaware members must apply to the World Trade Center Delaware to participate at the Summit.
- **Application fee:** Application will include completed form and application fee of \$100.00. Payment link will be sent separately after submission. Applications will not be considered without payment.
- **Application Deadline: April 10, 2024 via email to [info@wtcde.com](mailto:info@wtcde.com)**
- **Fund disbursement:** World Trade Center Delaware will disburse funds up to one -half of costs associated with attending or exhibiting at the US-Africa Business Summit up to a total of \$5,000, whichever is less to selected companies with presentation of invoice supporting receipts.
- **After Summit Report:** Company must submit an after Summit report in 90 days showing major activities including:
  - Sessions attended
  - Meetings with companies and government delegates
  - Outcomes (contract proposals, contracts signed, RFPs, requests for follow-up, etc.)

**Costs to be supported include:**

- Lodging at GSA CONUS rates (must be preapproved)
- Parking
- Airplane fare or car mileage at IRS approved rates
- Trade show registration fees
- Trade show booth space
- Materials translations into foreign languages
- Meeting space audio/visual (must be preapproved)
- Pre-Summit travel to Corporate Council on Africa, other organization training and workshops (must be pre-approved)
- Hosting of visits by African delegates/government/industry leaders prior or after Summit (must be pre-approved)

**42 Reads Way, Suite B**  
**New Castle, DE 19720**  
**302-656-7905   [www.wtcde.com](http://www.wtcde.com)**



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## US-Africa Business Summit Grant Application and Trade Mission Registration

Company Name	
Company Contact	
Address <b>Street</b> <b>City, State, Zip Code</b>	
Website	
Telephone Number	
Mobile Phone Number	
Email	
Year First Joined World Trade Center Delaware	
Total number of employees	
Total number of employees employed in Delaware	
Annual Sales	
Currently Export	<b>Yes/No</b>
If yes, years of export experience	
Current Export Sales	
Export Sales Goal for Next Year	
% of Total Sales from Export	
Do you currently have an export plan?	<b>Yes/No</b>

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Sectors of Interest:\*

- ☐ Agriculture
- ☐ Energy
- ☐ Finance
- ☐ Health
- ☐ ICT
- ☐ Infrastructure
- ☐ Security
- ☐ Tourism
- ☐ Trade Facilitation
- ☐ Capacity Building

**To which countries in Africa do you CURRENTLY export?**

**Which countries are of interest for FUTURE export?**

**What are your company's export goals?**

**What are your company's three top export challenges, in order of priority? (i.e., #1, #2, #3)**

**What type(s) of contacts would you like to meet at the Summit? (i.e., Representative; Licensee/Franchisee; Wholesaler; Distributor; Retailer; Joint Venture Partner; Direct Sales; Other/not sure, please specify).**

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Please attach a separate note if you have any additional information for any of your target markets, such as direct competitors you know of in that market, complimentary products offered by target customers, companies you'd like to be put in contact with (or NOT to be contacted) and why, and any clarifying information about your ideal contact (e.g. you believe that warehousing or service capabilities are key).

Please advise what eligible expenses you would like to apply the US-Africa Business Summit funds towards and list the total amount expected to be reimbursed.

### **Certification**

I certify that \_\_\_\_\_ (company name) is in compliance with the eligibility criteria for the World Trade Center Delaware US-Africa Business Summit Grant and all of our responses are true and correct. I understand that this application will remain confidential and that my company's individual results, if selected, will remain confidential. However, I understand that the results of my participation may be collected into a grant result total and reported to the State of Delaware as part of the World Trade Center Delaware metrics reporting.

**Signature**

**Full Name**

**Job Title**

**Date**

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**\*World Trade Center® Delaware** is Delaware's leading international trade resource. Founded in 1987, the World Trade Center Delaware is a not for profit 501 c (3) organization that helps small and medium-sized businesses to engage in international product and service delivery. We provide innovative and inclusive programming, partnerships, and communications that assist companies to become more profitable, weather economic downturns and increase employment through international trade.

In FY 23 we helped 201 companies, organized 20 events, published a magazine, hired paid interns, and exhibited at 3 international trade shows. We seek opportunities to promote the value of the WTCA network to international media, government officials, academia, and other multilateral organizations. We also link potential WTCA members with headquarters. For our work in promoting trade finance, EXIM named us as REPP of the Year 2023.

**\* The World Trade Centers Association** stimulates trade and investment opportunities for commercial property developers, economic development agencies, and international businesses looking to connect globally and prosper locally.

Our association serves as an 'international ecosystem' of global connections, iconic properties, and integrated trade services under the umbrella of a prestigious brand.

The exclusive 'World Trade Center' and 'WTC' branded properties and trade service organizations are located in more than 90 countries and supported by 15,000 WTC professionals that deliver integrated, reciprocal resources to solve your business needs.

**\* The Corporate Council on Africa (CCA)** stands as the premier U.S. business association dedicated to unlocking the immense potential of African markets for American businesses. Founded in 1993, CCA has been at the forefront of fostering strategic partnerships, promoting investments, and facilitating trade between the United States and the diverse nations of Africa.