



Towards an East African Coalition of Service Industries (CSI) First Meeting of the Steering Committee

27-28 July 2010

The Heron Hotel - Nairobi, Kenya

Aide Memoire

Background

It is well established that trade in services constitute the most dynamic area of international trade, offering developing and least developed countries significant opportunities to increase trade, enhance competitiveness and stimulate economic development. In the EAC, like much of the continent, a myriad of constraints prevent the exploitation of opportunities in services trade, including very limited supply capacity; inadequate regulatory frameworks, absent or ineffective regulators and standards; the absence of national services policies; and restrictive international trade barriers. Given this, concerted action by the private sector on services issues is necessary to help grow the services sector – e.g. take a more proactive stance to promote exports and engage in both policy development and relevant trade negotiations.

In February 2009, EABC and ILEAP convened a regional sensitization workshop, aimed at assisting the private sector to better engage in services preparations under the EPA umbrella.¹ Here stakeholders identified the potential need for a regional coalition of service industries (or CSI), which could, among other things, bring relevant national private sector associations together and facilitate coherence in their research, policy and lobbying efforts, as well as trade promotion more generally.

Meeting again in October 2009 at the EABC/ILEAP workshop² titled “*Building Consensus on Services Reforms and Negotiations: the Private Sector and the Role of Services Coalitions*”, stakeholders agreed that in moving forward with the establishment of a regional CSI, a Steering Committee should be formed to help guide the ensuing next steps. Representation, it was stressed, should include private sector associations, as well as respective government ministries from the EAC Partner States. EABC was thus designated by the participants to serve as the incubating institution in the early stages, with a future determination to be made on

¹ See http://www.ileap-jeicp.org/programmes/meetings_workshops/nairobi_feb09.html

² See http://www.ileap-jeicp.org/programmes/meetings_workshops/kampala_oct09.html

appropriate institutional setting/arrangement. Participants also called on the EAC CSI to be brought into formation at the earliest possible date, but not later than the 3rd quarter of 2010.³

Objective

This meeting aims to assist stakeholders to move forward on the basis of previous recommendations by bringing together the first meeting of the regional CSI Steering Committee. The general objective is to put in place a road map on the specific steps needed to bring the regional CSI into being by the 3rd quarter of 2010. More specifically, the meeting aims to:

- Enumerate, *inter alia*, a draft mandate/mission statement, objectives, initial activities and sectors, organisational structure and membership criteria of the CSI;
- Outline a plan for securing the requisite resources to initiate operations, including for dedicated staff in the short-term;
- Identify activities for which the CSI could prioritise for initial interventions, including vis-a-vis communications; and
- Identify national and regional 'CSI champions' from the private and public sectors.

Organization and Participants

The meeting is being organized by EABC and ILEAP. Participants will include key stakeholders from the EAC services community, notably those organisations/Ministries who volunteered for doing so at the previous EABC/ILEAP workshop, as well as other relevant services representatives that may have been identified in the interim.

Timing and Venue

The meeting will take place from 27-28 July 2010 in Nairobi, Kenya.

³ For a full review of the agreed recommendations, see the Final Report (http://www.ileap-jeicp.org/downloads/kampala_09/final_report/regional_eac_csi_workshop_final_report.pdf).



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Agenda

| Tuesday 27 July 2010 | |
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| 8:30 - 9:00 | Registration |
| 9:00 - 9:45 | <p>Session I: Introductions, Objectives & Overview</p> <p>This session will provide participants the opportunity to introduce themselves and discuss the objectives of the meeting, as well as briefly review the main elements and roles underpinning the concept of ‘service coalitions’ (including those differentiated between national and regional coalitions).</p> <p>Q&A</p> |
| 9:45 - 10:45 | <p>Session II: CSIs in Practise</p> <p>Session II will focus on CSIs in practise, offering participants further elaborations on ‘best practise’ in the field. Specific examples will be highlighted in demonstration of tangible results vis-a-vis trade promotion, trade negotiations and services policy development. Different approaches/models for consultative processes will also be touched on.</p> <p>Presentations</p> <ul style="list-style-type: none"> • Doreen Conrad, Advisor, ILEAP <p>Discussant</p> <ul style="list-style-type: none"> • George Walusimbi-Mpanga, CEO, Uganda Services Exporters Association (USEA) – <i>The Ugandan Experience</i> <p>Q&A</p> |

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| 10:45 - 11:00 | Coffee Break |
| 11:00 - 12:00 | <p>Session III: Update: A proposed EAC Coalition of Services Industries</p> <p>This session will review highlights of the revised draft scoping paper on the formation of an East African Coalition of Services Industries.</p> <p>Presentations</p> <ul style="list-style-type: none"> • Charles Yegella, EABC-ILEAP Fellow, EABC • David Primack, Acting Executive Director, ILEAP <p>Q&A</p> |
| 12:00 - 13:00 | Lunch |
| 13:00 - 14:30 | <p>Session IV: Roundtable discussion (i)/Plenary → Scope and Objectives</p> <p>Participants will start in smaller groups to discuss options relating to the proposed scope and objectives of an East African CSI. Rapporteurs from each group will report back to plenary. This will be followed by further plenary discussions.</p> |
| 14:30 - 14:45 | Coffee break |
| 14:45 - 16:45 | <p>Session V: Roundtable discussion (ii) /Plenary → Aims, Specific Activities & Membership/Structure</p> <p>Participants will start in smaller groups to discuss options relating to the proposed aims, specific activities and membership/structure of an East African CSI. Rapporteurs from each group will report back to plenary. This will be followed by further plenary discussions.</p> |
| 16:45 - 17:00 | Closing remarks; overview of Day 2 |

| Wednesday 28 July 2010 | |
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| 9:00 - 9:45 | <p>Session VI: Analysis and prioritization of stakeholder positions</p> <p>This session will provide some preliminary analysis on stakeholder positions, with a view to further clarifying and agreeing on priority areas.</p> <p>Q&A</p> |
| 9:45 - 10:30 | <p>Session VII: Fundraising and staffing</p> <p>This session will facilitate an interactive discussion on fundraising and staffing issues.</p> |
| 10:30 - 10:45 | Coffee Break |
| 10:45 - 12:30 | <p>Session VII: Finalisation of 'Mission Statement' & Roadmap</p> <p>This session aims to finalise a Mission Statement and discuss the content and prioritisation of a Roadmap (who? what? where? when?) for the Way Forward.</p> |
| 12:30 - 13:30 | Lunch |
| 13:30 - 15:00 | <p>Session VIII: Sustaining momentum and next steps</p> <p>This final session will focus on sustaining momentum for the formation of a regional CSI and elaborating the specific next steps towards its achievement. Some 'lessons learned' will be shared, as well as suggestions on securing broad-based buy-in from both regional and national stakeholders.</p> |
| 15:00 | Closing remarks |