



EAST AFRICAN BUSINESS COUNCIL MEMBERSHIP BENEFITS

Enhancing the Role of the Private Sector as the Driver of the EAC Integration Process

EABC has 3 Membership Categories:

- ✚ **Ordinary Members:** who include private sector association such as National Chambers of Commerce & Industry, Manufacturers Associations, Private Sector Apex Bodies, Federation of Employers, sector associations in banking, tourism, insurance, agricultural and transport sectors, among others.
- ✚ **Associate Members** include government agencies that facilitate trade and investment such as Port Authorities, bureaux of standards, Investment Promotion agencies, Export Promotion agencies, among others.
- ✚ **Corporate Members**, who include multinationals, medium and small enterprises and the informal sector.

Membership Services and Benefits Include:

- ✓ **Policy Advocacy:** EABC provides you with an opportunity to contribute to formulation of policies at a regional level on issues affecting your sector. Our 'Observer Status' at the EAC enables us to participate in all their activities and input into the negotiations and to hold regular and interactive dialogue with the EAC Secretariat; EAC Policy makers; Ministers and the Summit. EABC has over 15 years' experience in policy advocacy on behalf of the Members by sector and the larger EAC private sector. Under Policy advocacy EABC:-
 - Works with members to identify priority issues for policy advocacy.
 - Works with members to formulate agreed policy positions and prepare compelling evidence based on policy position papers.

- Participates in technical, sectoral and ministerial meetings, and other policy making organs at EAC where we articulate private sector positions.
 - Undertakes and commissions research to understand policy issues of interest to the private sector from which we develop Private Sector Positions
 - Provides a forum where the business community can regularly discuss and drive reforms to ensure the environment for business is conducive.
 - Conducts high level advocacy with the Summit of the EAC Heads of State to ensure quick wins within the EAC Integration process. At the 17th Summit of the EAC Heads of State 2nd March the EABC Chairman had an opportunity to present to the EAC Heads of State the Priorities for businesses in 2016. Further this year we are scheduled to hold meetings with H.E. Paul Kagame, H.E Dr. John Pombe Magufuli, H.E. Uhuru Kenyatta subject to their availability. Appointments with H.E. Pierre Nkurunziza and H.E Yoweri Museveni are being sought.
- ✓ **Business Development Services and Networking:** Gain exposure to local, regional, and international markets and investors seeking partnerships and collaborations in the East African Community. Through our various business fora (annual business fora, Public Private Dialogues, and conferences) we identify policy issues for discussion with various policy organs within the EAC. In the annual East African Business Directory we market East African Business both within Africa and beyond. EABC also trains and advises members on legislative and regulatory developments within the EAC. B2B meetings give members an opportunity to develop joint ventures, establish partnerships, gain information and access to regional and local markets among other benefits.
- ✓ **EABC provides advisory services on trade policy and law.** In addition to policy advocacy, EABC provides members with advisory services on key policies and laws governing trade within the EAC region, COMESA and SADC. Additionally EABC represents the EAC business community in trade partnership agreements between EAC-US, EAC- China, EAC- EU etc. Members are advisory on how to engage in these trade arrangements for maximum benefit.
- ✓ **Market Intelligence:** Access to the latest news and regular information on legislative and regulatory developments in the East African Community, which is vital

for business decisions. We have a monthly e-newsletter contains, an informative website (eabc.info) and regular policy brief to members.

- ✓ **Association** - Opportunity to belong to a well-established and respected regional apex body for the private sector. EABC is today acknowledged as the key regional facilitator that brings together all EA private sector stakeholders and has partnered with most key organizations that share the goal of pursuing a better climate for doing business to ensure the private sector is the engine of EAC integration
- ✓ **Business to Business (B2B) Engagements** – EABC gives your business a platform to engage with other businesses either at EAC Regional Level or Internationally. We have held meetings with American business leaders, German business leaders, Chinese business leaders etc
- ✓ **Business to Government (B2G Engagements)** - EABC gives your business a platform to build consensus and develop a private sector position which is then used for advocacy with policy makers. Through the EAC Consultative dialogue framework (CDF), EABC has an opportunity to engage with the East African Community Summit of Heads of State, Council of Ministers, Sectoral Councils, Technical Committees etc.
- ✓ **Studies:** EABC conducts various studies on behalf of members to come up with evidence based policy advocacy. This means we are able to provide factual information on the issues affecting the various sectors and to build a credible case for policy change or formulation that is favourable to business thus improving the business environment.
- ✓ **Trainings:** EABC Provides various trainings to Members eg Training on Rules of Origin, Export management, EAC Customs Procedures, Advocacy for Associations, Sensitization on Mutual Recognition agreements for the various professional groups etc.

- ✓ **Trade Missions:** EABC has linkages with various International organizations and business entities. We organize trade missions to many destinations in the world including America, UK, China, Japan, India, Nordic Countries, African Countries like Nigeria, Senegal. All these provide our members with opportunities to develop business partnerships and strike business deals that lead to further business expansion, new linkages, joint ventures etc.

- ✓ **Exhibitions:** Many of our events have exhibition opportunities to enable our members showcase their products and services and venture into new markets. During such events our members are able identify partners, engage their potential customers and get distributors for their products. Many companies particularly the service providers are able to get new customers through networking where they have access to a wide range of business leaders.