

# Trade & Investment



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## International trade and economic development advances U.S. interests

DAI manages 20 trade and investment projects worldwide, operating in 37 countries, for the U.S. Agency for International Development (USAID), U.K. Department for International Development, and the European Commission.

Particularly noteworthy are our two large USAID trade and investment hub projects in East and Southern Africa. These projects facilitate private investment, improve the business environment, and support trade in grains to improve food security in famine-strapped countries in the region. Importantly, they also work with U.S. and African companies to improve global value chains for garments and textiles, horticultural products, specialty foods, and leather goods.

DAI's trade and investment portfolio supports the creation of viable markets for U.S. economic and political interests, reducing the costs and risks of doing business in frontier and emerging markets, and building democratic institutions that underpin sustainable economic growth, stability, and prosperity around the world.

### Creating jobs for Jordanians and Syrian refugees:

In Jordan, which has absorbed nearly 1.3 million Syrian refugees, DAI assists businesses in increasing their competitiveness, facilitating exports to the European Union, Africa, and other new markets. As firms grow and hire Jordanians and Syrians, the risk of migration and radicalization is reduced. DAI's efforts have enabled the world's leading tech firms—including Microsoft and Intel—to train, mentor, and boost the competitiveness of the ICT workforce in Jordan.

### Supporting U.S. value chains in sub-Saharan Africa:

Many leading U.S. brands are increasingly sourcing from sub-Saharan Africa in response to lower wages and preferential market access under the African Growth and Opportunity Act (AGOA), enacted by Congress in 2000. Greater production efficiency from investments in apparel manufacturing benefits U.S. businesses, U.S. consumers who enjoy lower prices, and millions of African workers who earn a living wage.

### Improving the business environment for U.S. investment in Vietnam:

Global supply chains are a strategic business advantage for U.S. companies. DAI has been engaged in Vietnam for several decades, supporting the development of institutional and administrative systems that underpin the legal and regulatory structures of a viable market-based economy and trade through the U.S.-Vietnam Bilateral Trade Agreement. DAI has worked with the American Chamber of Commerce to reduce the costs and risks for doing business in the growing Vietnamese market.

**Advising Chevron in Nigeria:** DAI works with Chevron, one of the largest investors in oil and gas, in the densely populated underdeveloped Niger Delta of 30 million people to stimulate the development of agricultural value chains and enact regulatory reforms to increase private sector-led economic

## Foreign Aid Saves Lives

U.S. Defense Secretary James Mattis has characterized foreign aid as essential to U.S. national security. Mattis told the Congressional Armed Services Committee: "If you don't fully fund the State Department, then I need to buy more ammunition." Violent extremism and terrorism cannot be defeated with military means alone; diplomacy and foreign aid are essential to U.S. foreign policy.

*DAI is an equal opportunity/  
affirmative action employer  
with a commitment to diversity.  
All individuals, regardless of  
personal characteristics, are  
encouraged to apply.*



growth and employment in the region. These efforts are creating a viable, market-based business environment for local and international investors.

**Harmonizing trade and investment laws and procedures in Central America:**

In Central America, DAI is reducing the time and cost to trade across borders and improve the business environment for foreign investors. DAI is also helping these countries implement a comprehensive and high-standard trade agreement that eliminates tariffs on U.S. goods, removes barriers to U.S. services, and strengthens protections for intellectual property, workers, and the environment.



**Increasing food security in East and Southern**

**Africa:** DAI is helping small farmers increase yields and supply of staple crops, and facilitating cross-border trade of the surplus to reduce acute food shortages and malnutrition across the continent. This year, DAI is working through the USAID-funded trade hubs in Nairobi and Pretoria to trade 1.4 million metric tons of surplus maize in Ethiopia to countries facing severe malnutrition such as Kenya, Tanzania, Malawi, and Zambia. Trading grains from Ethiopia has already benefitted 1.3 million households and consumers, ensuring food security and more stable, prosperous communities and countries.



**Trade and Economic Growth  
Are Crucial for U.S. Interests**

**Trade benefits the U.S. labor force.** Trade offers direct benefits for American workers. It supports an estimated 40 million U.S. jobs—about 1 in 5. And jobs that rely on exports pay an average of 18 percent more than nontrade jobs.

**Trade is essential for U.S. business growth and U.S. leadership in the world.** Ninety-five percent of global consumers live outside our borders. Expanding access to these markets through U.S. trade and investment promotes American economic growth, employment, and security, while reducing poverty and increasing economic opportunity in poor countries.



**Trade lays the foundation for advancing U.S. economic and security interests.** Global value chains, supported by U.S. trade agreements, have created U.S. jobs, increased U.S. competitiveness, and unlocked fast-growing markets for U.S. goods and services. Closer cross-border integration of supply chains facilitated by NAFTA means that 40 cents of every dollar imported from Mexico is actually made in the United States. Increasing economic opportunity in Mexico through trade has stemmed the flow of immigrants across the border and improved U.S. national security.

**U.S. firms stay globally competitive through trade and investment abroad.** Supply chains connecting Asian economies to the United States run through China. As U.S. companies increasingly invest in a “China + 1” strategy, improving the efficiency of those markets will drive increased consumption of U.S. goods and services. U.S. trade with Asia is undergoing a rapid expansion. For example, 7,000 U.S. firms exported to Vietnam in 2014, supporting 50,000 U.S. jobs, and in 2015, U.S. exports to Vietnam jumped by 23 percent.

**Trade is critical for growth and stability in developing countries.** Secretary Mattis recognizes that secure, prosperous economies are less violent and create fewer refugees. Since most countries are too small to grow internally, trade is essential to jump-starting economic growth, business competitiveness, and employment in regions that pose national security risks for the United States.

**Supporting the private sector through trade and investment makes countries less reliant on aid.** The spillover effects of U.S. investment abroad are improvements in the local business environment, better labor protections, higher wages, and increased national revenues. Trade fuels economic development and prosperity, creating stable livelihoods that free these countries from their dependence on humanitarian aid.