



Doing Business in Burkina Faso:

2014 Country Commercial Guide for U.S. Companies

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Chapter 1: Doing Business in Burkina Faso

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Market Overview

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- Burkina Faso's economy has grown on average 6.3% during the decade 2003-2013 partly due to economic reforms the government has put in place to improve the country's business environment. In 2014, IMF forecasts 6.4% growth, against 6.5% % in 2013 and 9% in 2012.
- Gold is the chief export, having surpassed cotton in 2009. The first of nine industrial-scale gold mines came on line in 2008. The sector directly employs between 6,000 and 8,000 workers and produced approximately 40 tons of gold in 2013. In that year it contributed 76% of exports, 19% of government revenues and 5.5% of GDP growth. The reserves of the nine mines are estimated at 260 tons with a lifetime ranging from 6 to 15 years. Manganese and zinc deposits have also attracted significant interest from international mining firms.
- Burkina Faso is the largest cotton producer in Sub-Saharan Africa, producing conventional, organic, and genetically engineered (GE) cotton. The country is a leader in GE cotton production in Africa, with GE cotton accounting for 50% - 60% of cotton harvested. Cotton is critically important to the economy as roughly 50% of the population derive their income from it. Virtually all cotton is produced on small-scale, family-owned or communal plots.
- Eighty percent of the country's 17 million people are engaged in small-scale, rain-fed subsistence farming. Burkina Faso's per capita gross national income is US\$1,513 in 2012, when adjusted for Purchasing Power Parity, making it one of world's poorest countries. Forty-seven percent of the population lives below the poverty line.
- Burkina Faso was the United States' 180th largest goods export market in 2013. U.S. goods exports to Burkina Faso in 2013 were \$77.5 million against \$47. 3 million in 2012. The top export categories for 2013 were Machinery, Vehicles, Cereal (rice), and Electrical Machinery.
- U.S. goods imports from Burkina Faso totaled \$6.1 million in 2013, against \$2.3 million in 2012. The top import category for 2013 was: Precious Stones and Metals.

Market Challenges

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- Burkina Faso is landlocked and relies on neighboring countries, particularly Cote d'Ivoire, Ghana, and Togo for access to ports and to some extent its energy supply. Lome (Togo) surpassed Abidjan (Cote d'Ivoire) in the 2000s as the most important port for trade with Burkina Faso, as a result of civil strife in Cote d'Ivoire. Since peace was restored in 2011, Abidjan has regained importance as a trading hub for its neighbor to the north. Though located only 712 miles from Ouagadougou, goods arriving at the port of Abidjan take on average 49 days to reach Burkina Faso's capital. The port of Tema in Ghana is the third-most important port for imported goods.
- Though the government has made great strides in improving the regulatory environment for doing business in Burkina Faso, an unskilled and uneducated workforce, poor transportation infrastructure, periodic shortages of water and electricity, high energy costs, and a weak judicial system pose challenges for potential investors.
- Burkina Faso's official language is French and English is not widely spoken. U.S. companies seeking to do business in Burkina Faso may seek interpreter services.

Market Opportunities

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- Burkina Faso has historically been politically stable and offers potential to exploit the larger West African francophone market. Burkina Faso is a member of the West African Monetary and Economic Union (WAEMU), which is also headquartered in Ouagadougou, and its currency is the Community of Francophone Africa (CFA) Franc (XOF). The CFA Franc, backed by the French treasury, trades at a fixed rate with the Euro, and is fully convertible.
- Foreign investment in the gold mining sector has boosted Burkina Faso to become Africa's fifth-largest gold producer. Companies involved in mining equipment manufacturing, finance and investment, geophysical mapping, and consulting are best placed to benefit from the revitalization of Burkina Faso's mining industry.
- Because of its numerous economic reforms, Burkina Faso was listed as the fourth best reformer since 2005 in the World Bank report "Doing Business 2013," a statistic that is based upon a country's stability of political, economic and legal institutions, and the relative efficiency of its regulatory processes. Effective January 1, 2008, Burkina Faso reduced the corporate income tax rate from 35% to 30% and the tax on dividends from 15% to 12.5%. Investment and mining codes permit full repatriation of profits, 100% ownership of companies, and many tax exemptions.
- Competitively priced necessities such as generic pharmaceuticals, medical supplies, packaging equipment and materials, mining and road-building equipment, fertilizers, and chemical products are best poised to enter the market.

Telecommunications, computer equipment, and civil engineering equipment are U.S. exports that have already captured significant market share.

- The government of Burkina Faso publishes information on investment opportunities on its Presidential Council for Investment website: <http://www.cp-investburkina.bf/?lang=en>

Market Entry Strategy

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- If not physically present in the country, a U.S. business should consider carefully selecting a local agent who speaks French and is familiar with local customs. Having a skilled and dedicated local agent on the ground who can follow up on business proposals and seek out business opportunities is imperative for doing business in Burkina Faso. A hard-sell approach to promoting products or services, without taking the time to build relationships with potential customers or partners, will likely be seen as aggressive and backfire.
- U.S. firms are encouraged to submit competitive bids as government tenders become available. Some foreign firms, primarily European consulting, building and engineering contractors, have established offices in Burkina Faso. The establishment of a local branch office is not required to do business in the country.
- Investors or exporters can also contact the U.S. Embassy's Economic and Commercial section to ask about commercial services, including Gold Key Services which arrange meetings with government officials and the private sector for companies visiting Burkina Faso. The Embassy can also assist with an International Partner Search and obtain information on a particular company with an International Company Profile (ICP). Please refer to the U.S. Embassy's Business Tab for more information:
<http://ouagadougou.usembassy.gov/business.html>.

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Chapter 2: Political and Economic Environment

For background information on the political and economic environment of Burkina Faso, please click on the link below to the U.S. Department of State Background Notes.

<http://www.state.gov/r/pa/ei/bgn/2834.htm>

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Using an Agent or Distributor

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There is no law in Burkina Faso requiring retention of an Agent/Distributor, but this is advisable. Selecting a capable local agent could be critical to the successful introduction of U.S. products into a market traditionally dominated by French and Chinese goods.

There are a limited number of businesspeople in Burkina Faso with the practical experience and financial capacity necessary to form a partnership with a U.S. firm. Most are active in import/export or local commerce. When selecting a local agent of business partner, keep in mind that many are involved in a wide range of business activities and often put less immediate demands aside. U.S. businesses are advised to speak with and, when possible, visit with their local agents regularly to ensure the agents understand their companies' expectations.

Establishing an Office

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According to a 2013 Doing Business report prepared by the World Bank, it takes 13 days and three procedures to register a limited liability company, known in French as a Société à Responsabilité Limitée (SARL). The process includes the deposit of \$20,000 capital in a local bank, having a notary public notarize the declaration of capital subscription and depositing the two acts with the notary office, and registering at Centre des Formalités des Entreprises (CEFORE) for company registration, tax number (IFU), labor, and social security. Once the business is registered, the money is returned to the business owner.

Burkina Faso's regulations governing the establishment of businesses include most forms of companies admissible under French business law. These include: public

corporations, limited liability companies, limited share partnerships, sole proprietorships, subsidiaries and affiliates of foreign enterprises. With each of these options, there is a corresponding set of related preferences, duty exceptions, corporate tax exemptions, and operation-related taxes.

Franchising

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Franchising opportunities exist in Burkina Faso. There are currently U.S. car rental, car dealership, and freight forwarding franchises operating in Burkina Faso.

Direct Marketing

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Direct marketing is a possible tool, especially for selling to wholesalers (e.g. pharmaceutical), but it is used infrequently in Burkina Faso. In the case of foreign party bids, a competing U.S. firm should hire a local contact for direct follow-up.

Joint Ventures/Licensing

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The Burkinabe business community is anxious to pursue joint ventures with foreign investors in the food processing, construction, tourism, and cosmetics industries.

Selling to the Government

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The government of Burkina Faso allocates most of its budget to social aid programs; sales possibilities exist in the areas of information technology/telecommunication, energy, transportation, heavy equipment, healthcare, and technical studies.

Investments in the energy sector, including renewable projects like solar and biomass, will most likely be structured as Public-Private Partnerships.

Distribution and Sales Channels

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Distribution and sales channels are concentrated in Burkina Faso's two largest cities - Ouagadougou and Bobo-Dioulasso. Secondary urban areas could be considered for distribution of consumables such as dairy products, edible oils, and batteries, although they are already well served by the country's two largest cities. Distribution and sales entities operate under various forms, ranging from modern mini-markets, shops, and warehouses to informal sector market stands.

Most goods imported into Burkina Faso arrive via truck from one of three ports: Lome, Togo; Abidjan, Cote d'Ivoire; or Tema, Ghana. The country's only rail line runs from Abidjan to Kaya, 100km northeast of Ouagadougou. Goods traveling by rail from Abidjan take on average 49 days to reach Ouagadougou.

Selling Factors/Techniques

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Burkina Faso has a very low literacy rate and while French is the spoken language, much of the population outside the major cities speaks only local languages. It is therefore important that the product distributors, if the target market is the population at large, be knowledgeable about the product and be able to help the customer understand how it is used in the local language.

Electronic Commerce

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The use of electronic commerce for business purposes is not commonplace in Burkina Faso because Internet availability is relatively new and the country lacks the technical expertise to take advantage of this medium, though the government has recently made efforts to promote it. Mobile phone density, however, is at 60% and the use of mobile phones to receive data is on the rise.

Trade Promotion and Advertising

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Local papers are published daily and weekly in French in Ouagadougou. Several radio stations broadcast news and music in French and local languages. Radio broadcasts in local languages are the best way to reach an audience in rural areas. There are also three TV stations, one of which is operated by the national government. Finally, TV 5 Monde, a French channel, is widely available in Burkina Faso and other countries in West Africa via cable.

Local Newspapers:

Sidwaya

01 BP 507 Ouagadougou 01

Tel: 226 5030 6306; fax: 226 5031 0362

Contact: Rabankhi Abou-Bâkr Zida, Director General of Editions Sidwaya

Website: www.sidwaya-bf.com

L'Observateur Paalga

01 BP 584 Ouagadougou 01

Tel: 226 5033 2705; fax: 226 5031 4579

Contact: Edouard Ouédraogo, Director General

Website: www.observateur.bf

Le Pays

01 BP 4577 Ouagadougou

Tel: 226 5036 2046; fax: 5036 0378

Contact: Jérémie SIGUE, Director General

E-mail: ed.lepays@cenatrin.bf/lepays91@yahoo.fr

Website: www.lepays.bf

L'Economiste du Faso

03 BP 7138 Ouagadougou 01

Avenue John Kennedy, Koulouba

Tel: 226 5033 3350; fax: 226 5033 ww88

Contact: Dominique Ducret, Director General

leconomistedufaso@leconomiste.com

Journal du Jeudi (JJ)

01 BP 3654 Ouagadougou 01

Tel: 226 5031 4108

Contact: Boubacar Diallo, Director General

E-mail: info@journaldujeudi.com

L'Independant
01 BP 5663 Ouagadougou 01
Tel: 226 5033 3775
Contact: Genevieve Zongo, Managing Editor
E-mail: sebgo93@yahoo.fr
Website: www.independant.bf

Reporter
01 BP 4636 Ouagadougou 01
Tel: 226 5045 6277
Contact: Boureima Ouedraogo: Director
E-mail: reporterbf@reporterbf.net
Website: www.reporterbf.net

Bendre
11 BP 1256 Ouagadougou 11
Tel: 226 5933 2711
Contact: Cheriff Sy, Director
E-mail: sycheriff@gmail.com
Website: www.journalbendre.net

Pricing

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Burkinabe consumers are very price-sensitive and price will likely be the most important competitive factor. Most transactions are subject to an 18% value-added tax (VAT).

The Burkina Faso government implements price controls on staple goods like rice and cooking oil, administered and enforced by the Inspection Générale des Affaires Economiques (IGAE). This agency is also in charge of regulations relating to quality and standardization and in maintaining an effective competition regime.

As a member of the West African Economic and Monetary Union, Burkina Faso observes the WAEMU common external tariff. In 2015 the ECOWAS common external tariff is scheduled to take effect, which will result in further liberalization of goods and services trade throughout the sub-region.

Sales Service/Customer Support

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The concept of customer service and support is not well-established, but because most businesses are small, consumers expect some sort of informal customer support.

Protecting Your Intellectual Property

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Legal protection exists for intellectual property, patents, copyrights, trademarks, trade secrets, and semiconductor chip design 37. Burkina Faso belongs to the African Intellectual Property Organization (OAPI) and the World Intellectual Property Organization (WIPO), which provides access to a registration system for trademarks, patents, and industrial designs. Patents are valid in member countries for 20 years, with licensing possible three years after issuance of the patent. Trademarks are valid for 20 years and are renewable.

In Burkina Faso, the national investment code guarantees foreign investors the same rights and protection as Burkinabe enterprises for trademarks, patent rights, labels, copyrights, and licenses. The Bureau Burkinabe du Droit d'Auteur is charged with administering a system of copyrights, while the Directeur Général de la Propriété Industrielle within the Ministère de Commerce, Industrie et l'Artisanat handles patent and trademark affairs.

Contact: Adama Sagnon
Director General BBDA
Phone: (226) 50 36 04 42/ (226) 50 30 06 80
Fax: (226) 50 30 06 82
Website: www.bbda.bf/textes/arretes.htm
Email: bbda@liptinfor.bf

Contact: Adama Traoré
Director General de la Propriété Industrielle
Phone : (226) 50 30 09 41/(226) 76 62 02 41
Email : info@mica.gov.bf

Protecting Your Intellectual Property in Burkina Faso:

Several general principles are important for effective management of intellectual property ("IP") rights in Burkina Faso. First, it is important to have an overall strategy to protect your IP. Second, IP is protected differently in Burkina Faso than in the United States. Third, rights must be registered and enforced in Burkina Faso, under local laws. Your U.S. trademark and patent registrations will not protect you in Burkina Faso. There is no such thing as an "international copyright" that will automatically protect an author's writings throughout the entire world. Protection against unauthorized use in a particular country depends, basically, on the national laws of that country. However, most countries do offer copyright protection to foreign works under certain conditions, and these conditions have been greatly simplified by international copyright treaties and conventions.

Registration of patents and trademarks is on a first-in-time, first-in-right basis, so you should consider applying for trademark and patent protection even before selling your products or services in the Burkina Faso market. It is vital that companies understand that intellectual property is primarily a private right and that the U.S. Government generally cannot enforce rights for private individuals in Burkina Faso. It is the responsibility of the rights holders to register, protect, and enforce their rights where relevant, retaining their own counsel and advisors. Companies may wish to seek advice from local attorneys or IP consultants who are experts in Burkina Faso law. The U.S. Commercial Service can provide a list of local lawyers upon request.

While the U.S. Government stands ready to assist, there is little we can do if the rights holders have not taken these fundamental steps necessary to securing and enforcing their IP in a timely fashion. Moreover, in many countries, rights holders who delay enforcing their rights on a mistaken belief that the U.S. Government can provide a political resolution to a legal problem may find that their rights have been eroded or abrogated due to legal doctrines such as statutes of limitations, laches, estoppel, or unreasonable delay in prosecuting a law suit. In no instance should U.S. Government

advice be seen as a substitute for the obligation of a rights holder to promptly pursue its case.

It is always advisable to conduct due diligence on potential partners. Negotiate from the position of your partner and give your partner clear incentives to honor the contract. A good partner is an important ally in protecting IP rights. Consider carefully, however, whether to permit your partner to register your IP rights on your behalf. Doing so may create a risk that your partner will list itself as the IP owner and fail to transfer the rights should the partnership end. Keep an eye on your cost structure and reduce the margins (and the incentive) of would-be bad actors. Projects and sales in Burkina Faso require constant attention. Work with legal counsel familiar with Burkina Faso laws to create a solid contract that includes non-compete clauses, and confidentiality/non-disclosure provisions.

It is also recommended that small and medium-size companies understand the importance of working together with trade associations and organizations to support efforts to protect IP and stop counterfeiting. There are a number of these organizations, both Burkina Faso or U.S.-based. These include:

- The U.S. Chamber of Commerce
- Chambre de Commerce et d'Industrie du Burkina Faso
- National Association of Manufacturers (NAM)
- International Intellectual Property Alliance (IIPA)
- International Trademark Association (INTA)
- The Coalition Against Counterfeiting and Piracy
- International Anti-Counterfeiting Coalition (IACC)
- Pharmaceutical Research and Manufacturers of America (PhRMA)
- Biotechnology Industry Organization (BIO)

IP Resources

A wealth of information on protecting IP is freely available to U.S. rights holders. Some excellent resources for companies regarding intellectual property include the following:

- For information about patent, trademark, or copyright issues -- including enforcement issues in the US and other countries -- call the STOP! Hotline: **1-866-999-HALT** or register at www.StopFakes.gov.
- For more information about registering trademarks and patents (both in the U.S. as well as in foreign countries), contact the US Patent and Trademark Office (USPTO) at: **1-800-786-9199**.
- For more information about registering for copyright protection in the U.S., contact the U.S. Copyright Office at: **1-202-707-5959**.
- For more information about how to evaluate, protect, and enforce intellectual property rights and how these rights may be important for businesses, a free online training program is available at www.StopFakes.gov.

- For information on obtaining and enforcing intellectual property rights and market-specific IP Toolkits visit: www.StopFakes.gov. This site is linked to the USPTO website for registering trademarks and patents (both in the U.S. as well as in foreign countries), the U.S. Customs & Border Protection website to record registered trademarks and copyrighted works (to assist customs in blocking imports of IP-infringing products) and allows you to register for Webinars on protecting IP.

Due Diligence

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It is important to carefully investigate all business ventures before entering into any kind of transaction. This is particularly true as the number of advance-fee gold scams involving gold scales has multiplied in recent years. Also, as Burkina Faso is an emerging market, there are still few private Burkinabe companies with the level of experience and expertise often sought after by U.S. companies.

To help American exporters formulate sound credit policies applicable to local markets, credit information on individual Burkinabe firms can be obtained by requesting an International Company Profile (ICP) through the U.S. Foreign Commercial Service, <http://export.gov/>.

Local Professional Services

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A local attorney and/or notary may be required to secure or close a contract. There are about 30 practicing law firms and eight public notaries registered in Burkina Faso. The Embassy Consular Section maintains a list of registered lawyers who have indicated that they will work with American clients.

Most lawyers do not speak English, but translation services are available. Upon request, the embassy can provide the names and addresses of the most experienced bookkeepers, notaries public, engineering consulting offices, and translation services. Such inquiries can be made by contacting the Embassy Economic and Commercial Section at (226) 5049-5300, amembouaga@state.gov.

Web Resources

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The Government of Burkina Faso: www.primature.gov.bf
The World Bank: www.doingbusiness.org
AGOA: www.agoa.gov
Burkina Faso Chamber of Commerce and Industry: www.cci.bf
Chambre des Mines de Burkina Faso: www.chambredesmines.bf/
U.S. Embassy in Burkina Faso: ouagadougou.usembassy.gov/
USAID West Africa Trade Hub: www.watradehub.com

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Chapter 4: Leading Sectors for U.S. Export and Investment

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Agricultural Sectors

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Telecommunications Equipment

The telecommunications field is one of the best trade prospects for U.S. companies. U.S. firms in the past have supplied Burkina Faso's national telephone company (Onatel) with telecommunications equipment. Three major service providers – Onatel (majority Moroccan-owned), Airtel (Indian-owned) and Telecel Faso compete for market share. Each of those providers has seen subscriber growth of upwards of 30% each year the past several years, and mobile phone density is now around 60 per 100 inhabitants.

Overview

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Unit: USD

	2011	2012	2013	2014 (estimated)
Total Market Size	4,743,883	10,497,754	4,571,573	N/A
Total Local Production	0	0	0	N/A
Total Exports	0	0	0	N/A
Total Imports	4,743,883	10,497,754	4,571,573	N/A
Imports from the U.S.	0	0	0	N/A
Exchange Rate: 1 USD				

Total Market Size = (Total Local Production + Total Imports) – (Total Exports)

Data Sources:

Total Local Production: Embassy analysis
Total Exports: Customs
Total Imports: Customs
Imports from U.S.: Customs

Sub-Sector Best Prospects

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Mobile telephony has experienced outstanding growth, with subscribers now outnumbering fixed lines in the country nearly 100 to 1. The government is seeking tenders for a fourth mobile service provider. Mobile phone density is still well below the average for the continent, so there is room for growth.

Broadband coverage is starting from a very low base - with only 150,000 fixed telephone line subscribers in 2012. The government plans the construction of an ICT backbone to bring Internet access to a larger swath of the country.

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There is renewed Burkinabe interest in U.S. manufactured telecommunications equipment. U.S. firms interested in entering this market should consider possible credit financing arrangements and appoint a local partner/representative.

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Onatel: www.onatel.bf

Airtel: www.airtel.com

Telecel : www.telecel.bf

International Finance Corporation (IFC): www.ifc.org

Generic Pharmaceuticals

There is a market for competitively priced generic pharmaceuticals in Burkina Faso. France traditionally supplied the nation with brand-name pharmaceuticals, but Burkina Faso has also started to substitute imported drugs along with local and traditional medicines. Pharmacies are allowed to substitute brand-name goods with generic products, as long as the product is cheaper and of comparable quality.

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Unit: USD

	2011	2012	2013	2014 (estimated)
Total Market Size	N/A	N/A	N/A	N/A
Total Local Production	0	0	0	N/A
Total Exports*	689,978	644,126	503,895	N/A
Total Imports*	12,565	90,016	17,877	N/A
Imports from the U.S.	0	0	0	N/A
Exchange Rate: 1 USD				

*Burkina Faso is a transshipment point for generic medicines destined for Niger, Cameroon and Cote d'Ivoire. This explains the relatively high export figure despite zero local production. However, the Customs office was not able to explain the inconsistency that results in the lower figure for imports compared to exports.

Total Market Size = (Total Local Production + Total Imports) – (Total Exports)

Data Sources:

Total Local Production: Embassy analysis

Total Exports: Customs

Total Imports: Customs

Imports from U.S.: Customs

Sub-Sector Best Prospects

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CAMEG is the country's major supplier of affordable generic drugs and other health commodities to publicly owned health facilities and non-profit private agencies.

Opportunities

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Recent declines in the value of the dollar have made American pharmaceutical products even more affordable than before.

Web Resources

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CAMEG: www.cameg.com

Personal Computers, Accessories and Supplies

Due to price advantages, good opportunities exist for U.S. suppliers of computer hardware and software, and related products and accessories. The market remains small, but is beginning to show signs of expansion.

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Unit: USD

	2011	2012	2013	2014 (estimated)
Total Market Size	9,272,271	13,579,077	7,803,504	N/A
Total Local Production	0	0	0	N/A
Total Exports	625,353	184,734	31,882	N/A
Total Imports	9,897,624	13,763,811	7,835,386	N/A
Imports from the U.S.	403,132	940,472	518,427	N/A
Exchange Rate: 1 USD				

Total Market Size = (Total Local Production + Total Imports) – (Total Exports)

Data Sources:

Total Local Production: Embassy analysis

Total Exports: Customs

Total Imports: Customs

Imports from U.S.: Customs

Sub-Sector Best Prospects

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There are good prospects for suppliers who can sell in small quantities.

Opportunities

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Direct sales of equipment by U.S. firms to Burkina Faso are encouraged since French firms generally mark up the price of re-exported U.S. equipment, making the goods more expensive for the Burkinabe consumer.

Fertilizers and Chemicals

There continues to be high demand and strong sales in the chemical and fertilizer market. U.S. companies should explore this potentially lucrative opportunity.

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Unit: USD

	2011	2012	2013	2014 (estimated)
Total Market Size	41,575,448	86,372,227	104,834,025	N/A
Total Local Production	0	0	0	N/A
Total Exports	22,556,080	26,271,179	108,396	N/A
Total Imports	64,131,528	112,643,406	104,942,421	N/A
Imports from the U.S.	0	0	0	N/A
Exchange Rate: 1 USD				

Total Market Size = (Total Local Production + Total Imports) – (Total Exports)

Data Sources:

Total Local Production: Embassy analysis

Total Exports: Customs

Total Imports: Customs

Imports from U.S.: Customs

Sub-Sector Best Prospects

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The government of Burkina Faso first authorized the commercial cultivation of genetically engineered (GE) cotton in the 2008-2009 growing season, and GE cotton has been cultivated in every season since.

Opportunities

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The three cotton companies including Sofitex, Faso Coton and Socoma, and the Union Nationale des Producteurs de Coton du Burkina (UNPCB) have recently expressed an interest in importing fertilizers from the United States.

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Association of African Cotton Producers: www.aproca.net
U.S. Department of Agriculture: www.usda.gov

Heavy Works Contracts (roads, dam construction, electricity projects)

Overview

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Unit: USD

	2011	2012	2013	2014 (estimated)
Total Market Size	8,889,251	23,116,843	10,004,867	N/A
Total Local Production	0	0	0	N/A
Total Exports	443,938	944,724	442,548	N/A
Total Imports	9,333,189	24,061,567	10,447,415	N/A
Imports from the U.S.	1,210,742	2,866,644	1,043,243	N/A
Exchange Rate: 1 USD				

Total Market Size = (Total Local Production + Total Imports) – (Total Exports)

Data Sources:

Total Local Production: Embassy analysis

Total Exports: Customs

Total Imports: Customs

Imports from U.S.: Customs

Sub-Sector Best Prospects

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Local companies usually contract assistance from foreign companies through government tenders. American suppliers of used equipment can directly sell their products to civil engineering companies.

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Opportunities exist both for construction contracts and for provision of heavy equipment. Large infrastructure projects now on the drawing board include solar and biomass power plants, electric transmission lines, road construction and irrigation projects in Bagre and Samendeni, areas the government has designated as “growth centers” (Poles de Croissance).

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Burkina Faso Chamber of Commerce and Industry: www.cci.bf
Millennium Challenge Account: www.mcaburkina.bf

Used Clothing, Fabric Material, and Textile Remnants

The U.S. has lost market share in recent years to Turkish and Chinese suppliers of both new and used clothing. U.S. products are still valued for superior quality, but do not compete on price.

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Unit: USD

	2011	2012	2013	2014 (estimated)
Total Market Size	9,676,695	14,236,628	14,297,691	N/A
Total Local Production	0	0	0	N/A
Total Exports	173,858	211,509	72,110	N/A
Total Imports	9,850,553	14,236,628	14,369,801	N/A
Imports from the U.S.	113,981	75,772	7,981	N/A
Exchange Rate: 1 USD				

Total Market Size = (Total Local Production + Total Imports) – (Total Exports)

Data Sources:

Total Local Production: Embassy analysis

Total Exports: Customs

Total Imports: Customs

Imports from U.S.: Customs

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There are many small and medium-size companies that import used clothing. The Chamber of Commerce is an excellent resource for locating local merchants.

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Burkina Faso Customs Office: www.douanes.bf

Chamber of Commerce, Industry of Burkina Faso: www.cci.bf

Consultant Services

The demand for consultants is expected to rise as Burkina Faso's economy increasingly welcomes foreign investment and multilateral aid agencies play a greater role within the country. French, Dutch, and Canadian consulting companies are already operating in this market through local branches and as individual consultants.

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These services involve projects ranging from natural resource development studies, to rural development issues and mining sector strategies.

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Chamber of Commerce, Industry of Burkina Faso: <http://www.cci.bf>

The National Office of Foreign Trade: www.tradepoint.bf

Mining – Mineral Production and Exploration Services

The mining sector is booming in Burkina Faso and its share of GDP is growing (12.7% in 2012). Long regarded as a mainly agricultural country, Burkina Faso discovers it has increasingly significant mining potentials. Various research studies undertaken in the area confirm the richness of the subsoil of Burkina Faso.

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Unit: USD 000s

	2011	2012	2013	2014 (estimated)
Total Market Size	0	0	0	N/A
Total Local Production*	1,240,000	1,508,000	1,283,333	N/A
Total Exports*	1,240,000	1,508,000	1,283,333	N/A
Total Imports	0	0	0	N/A
Imports from the U.S.	0	0	0	N/A
Exchange Rate: 1 USD				

*Figures are for gold only

Total Market Size = (Total Local Production + Total Imports) – (Total Exports)

Data Sources:

Total Local Production: Prime Minister's annual speech to the National Assembly

Total Exports: Prime Minister's annual speech to the National Assembly

Total Imports: Embassy analysis

Imports from U.S.: Embassy analysis

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The number of mining permits increased from 855 in 2011 to 941 in 2012. There is gold all over the national territory, along with other minerals, including zinc, manganese, copper, and iron ore. The total expected production of gold from existing mines is estimated to be at least 260 tons. The amount of gold exported was 32 tons in 2013. Average exports between 2011 and 2014 are expected to be around 40 tons.

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Apart from mines already in operation or under construction, there are other mineral sites still untapped such as manganese, zinc, copper, limestone, phosphate, and bauxite; indeed, these minerals are exploitable by the private sector because of the liberalization of the mining sector. The government is planning to open five new mines including the gold mines of Karma in Yatenga Province, Hounde in Tuy Province, Niankorodougou in Leraba, Batie in Noubiel and the big Tambao manganese mine.

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Chambre des Mines du Burkina: www.chambredesmines.bf

Electric Power Generation and Transmission Equipment

The country's energy balance is characterized by consumption of wood as the primary cooking fuel, an almost exclusive dependence on imported petroleum products when it comes to modern energy, a large gap between urban and rural access to modern energy (electricity, petroleum products), and a low use of modern energy for production and processing of agricultural products.

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Unit: USD

	2011	2012	2013	2014 (estimated)
Total Market Size	32,051,108	42,196,988	31,209,340	
Total Local Production	0	0	0	
Total Exports	292,480	197,558	307,193	
Total Imports	32,343,588	42,394,546	31,516,533	
Imports from the U.S.	380,112	1,658,736	716,361	
Exchange Rate: 1 USD				

Total Market Size = (Total Local Production + Total Imports) – (Total Exports)

Data Sources:

- Total Local Production: Embassy analysis
- Total Exports: Customs
- Total Imports: Customs
- Imports from U.S.: Customs

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The electric power supplied by SONABEL comes from 28 thermal power plants and from four hydroelectric plants (two big plants at Kompienga and Bagré, two of medium size at Niofola and Tourni):

- Capacity: 250 Mega Watts (MW);
- Production and Imports: 737 Giga Watt /hour (GWH);
- Country coverage rate: 45% in 2010;
- Electrification rate: 14% in 2010.

As for solar energy, the country's immense solar resources (5.5 kWh/m² /day on average for 3,000 to 3,500 hours per year) remain largely untapped.

In March 2004, the Government adopted an energy plan which established the partial withdrawal of the state for the benefit of private investors. It included full liberalization with the possibility for private investment in the production and distribution of electric power; the enactment of legislation allowing the private sector to generate energy through models such as "Built Operate Transfer" (BOT), and the possibility for private sector direct exploitation of rural electrification projects.

The comprehensive program for investment in the energy sector is estimated at about 240 billion CFA Francs (\$480 billion) and covers the period from 2004 to 2020. The objective is to increase the country's electrification rate to 60% by 2015. A Fund for Rural Electrification Development (FDE) was created in February 2003, whose early works with the electricity cooperatives (COOPEL) started in 2005 and which has electrified 41 localities for nearly 80,000 people. The government plans to develop electric plants in order to provide electricity to 600 new localities by end 2014.

The most promising measures proposed are the development of the interconnected national electricity grid with the objective to access cheaper energy sources; the development of rural electrification by asserting its specific character as a market sector and rural infrastructure from a perspective of sustainable economic and social development in synergy with other market services and social services; the mobilization of concessional and private funds to enable access to electricity in rural areas.

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The private sector can be involved in energy generation particularly through the BOT formulas in:

- The construction of large solar power plants of high generation capacity;
- The construction of thermal power plants;
- The realization of hydroelectric works;
- The creation of assembly units of photovoltaic modules;
- The construction of a hydroelectric dam at Nounbiel;
- The pre-electrification of villages by photovoltaic solar systems;
- The construction of a hydroelectric dam at Samandéni with an output of 60 megawatts (MW) for a production of 200 giga watts per hour (GWH) and a cost estimated at 200 billion CFA F;
- The electric interconnection line between Ghana and Burkina Faso;
- The strengthening of the Komsilga thermal plant with the addition of 90 MW and the Bobo-Dioulasso 2 plant with 40 MW;
- The selection of private solar power providers for the provision of 70 to 100 MW.

Transportation Services

Burkina Faso, a landlocked country, has always given great importance to the development of transportation infrastructure. Significant efforts have been made to match the road system with increased traffic. Primary roads linking Burkina Faso to neighboring countries (Benin, Togo, Ghana, Cote d'Ivoire, Mali, and Niger) are paved. The country's unique railway connects Ouagadougou and Bobo-Dioulasso to Abidjan, Cote d'Ivoire, a distance of 1,262 kilometers.

Service from the international airport of Ouagadougou to major African and European cities is provided by major airlines, including Air Burkina, Air Algeria, Air France, Ethiopian Airlines, Brussels Airlines, Royal Air Maroc, Turkish Airlines, Afriquiya and ASKY. The focus is on maintaining the latest technology in aviation for the two international airports of Ouagadougou and Bobo-Dioulasso.

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Ongoing road construction projects will continue to create a demand for heavy equipment. The completion of several major road projects under the U.S. Millennium Challenge Corporation Compact will open up trucking routes to areas of the country that were previously inaccessible.

Aviation equipment remains a key export prospect for U.S. firms.

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Railway Project Opportunities:

The rail link Ouaga/Niger, Ouaga/Ghana.

The strategic rail project AFRICARAIL was initiated by the Economic Community of West African States (ECOWAS) with the goal of linking the cities of Ouagadougou, Niamey, Cotonou and Lome (according to the linear Kaya-Cotonou-Parakou-Niamey-Lomé-Ouagadougou-Blitta plan) over 3,065km, with 1,187km in Burkina Faso.

Air Transportation Project Opportunities:

The refurbishment of the existing airport of Ouagadougou with the participation of foreign private investors who will be the controlling shareholders (65% of shares in the mixed economy company) and serve as technical partners in the management and conduct of ground handling services of the above-mentioned airport. Business opportunities can take the form of management contracts, leasing, privatization or concessions.

The government is also planning a new airport in Donsin, some 30km outside of Ouagadougou, with construction slated to commence in 2017.

Real Estate Business

The building and public works sector has been growing steadily since 2001. The average rate of growth in the building sector has been 7.5% per year. Burkina Faso has one of the lowest percentages of urban population, at 27% in 2011, and one of the most rapid rates of urbanization, 6%, on the African continent.

Real estate investments undertaken by the government have revived the participation of private real estate companies (rising sharply in the outskirts of cities), encouraged by urban renewal plans conducted by the government and by infrastructure improvements. National policy is aimed at turning cities into economic growth and development poles and at ensuring access to housing.

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Through the creation of a housing bank, building and real estate development companies and a law providing for real estate development, the country encourages investors to get interested in real estate demand.

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Urban renewal projects include:

Extension of the Zone of Commercial and Administrative Activities (ZACA), a program to build economic and real estate infrastructures in an area of 86 ha in the commercial district of Ouagadougou which will be open to private investors;

The continuing growth of the new urban district, Ouaga 2000, which provides applicants with serviced plots and has great development potential; and

A program to build housing units as part of a social housing initiative and construction of economic infrastructure over the period 2008 to 2014 through Public-Private Partnerships.

Agricultural Sectors

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Agriculture is the central pillar of Burkina Faso's economy. Its contribution to GDP in 2013 stands at 35%, and more than 80% of the population is employed in the sector. Sector-based development policies have identified 12 promising sectors, four of which are in agricultural production: cotton, grains, fruits and vegetables and oilseeds. Burkina Faso works to create, in each of these channels, a value chain through the implementation of the various segments. This is to identify, create or improve the main political, institutional and infrastructural factors that will help increase production, and to achieve the transformation of the product while staying competitive.

Government strategies aim at increasing agricultural production by improving productivity (including the widespread use of improved seeds), modernization of agriculture (provision of equipment to producers), providing training in the latest growing techniques, and improvement of basic infrastructure.

Subsistence agriculture, comprising family farms and microenterprises in the informal sector, dominates while entrepreneurship is in its embryonic state. Over 70% of Burkina Faso's food needs are provided by imports.

Therefore, the development of agriculture has a prominent part in the overall development strategy of Burkina Faso. Recognizing that agricultural performance is heavily dependent on private entrepreneurship, the country is engaged in the expansion of initiatives to intensify and diversify agricultural production in order to provide the missing link of the added value chain. In 2011, the country launched the Bagre Growth Pole in the East region, aiming to boost private investment, employment and agricultural production. The project has three components: improvement of the business environment via reduction of costs and risks; development of critical infrastructure; and

development of critical services and direct support to smallholders and Small and Medium-Size Enterprises.

Burkina Faso has a high potential in surface water and groundwater, consisting of permanent water courses (the Mouhoun River and its tributary the Kou River, the Comoé River and its tributary the Léraba River, the Pendjari River); of non-permanent watercourses (Nazinon, Nakambé, Beli); of lakes (Dem, Bam, Tengrela); of hydro-agricultural dams (Kompienga Bagré, Ziga and very soon Samandéni); and other water reservoirs. Land area with agricultural potential is estimated at 9 million ha, of which only a third part (3.5 million ha) is exploited annually. Irrigable land is estimated at about 233,500 ha, with only 26,758 ha managed and developed (11.5%). The existence of significant genetic variability within cultivated local species and the non-negligible irrigation potential offer a good opportunity for intensification of agricultural production. However, despite this potentiality and significant investments by the Government in the construction of hydro-agricultural dams and in the development of irrigation systems, the agriculture sector to date has failed to attract meaningful levels of private investment.

The livestock sector is another important pillar of Burkina Faso's economy. It contributes more than 18.6% (including forestry and fisheries) to GDP and accounts for 25% of export earnings. This sector has a huge potential, in terms of size of the herd, absence and eradication of certain diseases, the availability of excellent quality forage throughout the country during the rainy season, the availability of specialists in veterinary care, and the existence of significant biological and genetic variation. Burkina Faso has a large livestock population including cattle, sheep, goats, poultry, and pigs.

PRODUCTS:

Cotton:

The cotton sector in Burkina Faso has been very successful thanks to the creation and organization of the value chain from the supply of seeds and inputs to producers and their technical supervision to the transportation, processing and commercialization of cottonseed.

- 2012-2013 harvest: 606,992 tons; 730,000 tons expected in 2013-2014
- Largest cotton producer in sub-Saharan Africa;
- A strong potential for growth and expansion;
- Introduction and development of genetically engineered (GE) cotton.

However, less than 5% of the cotton fiber is processed in the country. Despite this, the sector is a model for upgrading and creating value chains, particularly food crops, fruits, vegetables and oilseeds.

Cereals:

Based on the very successful experience of the cotton sector, Burkina Faso has opted for the creation and organization of other value added chains around the main food crops. Such an approach is essential to recover the urban market currently invaded by

imported food products that are "ready to cook" or "ready for consumption," including rice, couscous, and pasta.

The main opportunities are in cereals, maize, rice, cowpea, wheat, and tubers (yams, sweet potatoes, cassava and potatoes). The opportunities include:

- The introduction and development of improved seeds;
- Unmet domestic demand (506,724 tons in 2012 against a local offer of 155,702 tons.)
- A very strong sub-regional demand, particularly for rice and haricot beans.

In this effort to intensify and increase agricultural production, Burkina Faso has adopted the widespread use and a production program of improved seeds in the grain subsector. According to results achieved in the field, the use of improved seeds can increase the current yields by 40%. The rate of use of improved seed is currently 4% in Burkina Faso, with a target of 50% by 2015.

Fruits and Vegetables:

The government's growth and diversification strategy also targets the development of fruits and vegetables. Fruits' and vegetables' contribution to GDP in 2011 was 4.5%, representing 16.5% of total agricultural production. Fruit and vegetable production covered 30,000 ha of cultivated area with a possibility of extension to 225,000 ha (an increase of 7% per year).

The production quantities are as follows:

- **Green beans:** 2,962 tons in 2010. There is a real potential for increasing the production of green beans to satisfy the strong foreign demand. Interest in the crop is beginning to return, after Burkina Faso had been one of the largest African exporters of green beans in the 1970s and 1980s.
- **Tomatoes:** 170,683 tons in 2010-2011, and 179,217 tons in 2011-2012. Estimates for 2013-2014 are 185,000 tons.
- **Onions:** 266,286 tons of onion bulbs in 2011, and 329,800 tons in 2012. Estimates for 2013-2014 are 477,000 tons.
- **Mango :** 243,286 tons in 2010, and 260,800 tons in 2011.

The government is paying increasing attention to the fruit and vegetable segment with the goal of diversifying agricultural production.

While these crops are well mastered by producers in Burkina Faso there is significant potential for growth given strong demand in the sub-region (Ghana, Togo, Benin, Cote d'Ivoire, Equatorial Guinea), and in Europe and elsewhere.

In addition, the large amount of irrigable land still available -- nearly 225,000 ha on sites including Bagré, Sourou, Douna, and Samendeni -- offers good potential for growth in fruit and vegetables.

Oilseeds:

Cottonseed: Cottonseed quantity from cotton ginning units varies according to cotton production. With the rise in cotton prices in recent years, the amount of seeds produced is likely to increase. Cottonseed is processed into oil, soaps and oil cakes or cattle feed.

Shea nuts: The cultivation of shea is estimated at 190 million trees (70% of the territory) and contributes about 2% to the gross domestic product. Production was 275,241 tons of shea nuts in 2013 for export, making Burkina Faso the second largest producer of shea nuts and the third largest exporter of shea butter in the world. Shea is the fourth export product of the country. Burkina Faso's shea nuts are known for their high fat content and are attracting increasing interest from European importers. The producers, who have acquired a good mastery of the techniques of collecting, and processing of nuts and the production of butter, are the major strengths of the sector.

Sesame: Sesame is the second agricultural export product after cotton earning about 8 billion CFA Francs per year for 50,000 farmers. Production was 100,488 tons in 2012 against 84,759 in 2011 and 90,649 tons in 2010. Its oil content is about 53% to 58% in Burkina Faso.

Peanuts: The peanut harvest in 2012-2013 was 310,759 tons, an increase of 17% over the previous campaign. The strong recent growth in peanut production and the introduction of new varieties create a very attractive production base for agro-industry and export.

Cashew nuts: Burkina Faso has produced an average of 26,329 tons of cashews during the last five years, 5% of African production. The world market for cashew nuts is growing and Burkina Faso is focusing efforts for a full exploitation of existing cashew orchards including strengthening planting of cashew trees which adapt well to soils in several areas in the country. Exports of cashew nuts in the shell reached nearly 1.3 billion CFA Francs in 2009. The cashew is very slightly transformed in Burkina Faso.

LIVESTOCK:

Livestock-raising is an important source of income in several areas of the country, but remains dominated by traditional methods. At the national level, assessments by the government show a linear increase in cattle stock in recent years. Cattle on the hoof are a major export from Burkina Faso to its neighbors in the region.

Modernization of the sector, though a preoccupation of the government, is beset by many obstacles from the capacity of the Ministry of Animal Resources to effectively control animal products, to consumer preferences. Adoption by pastoralists of vaccines and food that would be necessary to increase productivity is very low. The country lacks an infrastructure for meat processing, including properly trained butchers and properly equipped slaughterhouses, and refrigeration for storage and transport. On the consumer side, while imported UHT milk from France is sold in grocery stores patronized by expats and wealthy Burkinabè, the general preference is for powdered milk. Potential for meat exports to larger markets like Ghana and Cote d'Ivoire is limited because of a consumer preference for freshly-slaughtered meat.

Meat: In 2013, it was estimated at 50,857 head of cattle in exports on the hoof to neighboring countries, including Cote d'Ivoire, Ghana, Togo, Benin and Nigeria.

Milk: In 2013, 117 dairy processing units throughout the country collected about 1,820,000 liters. The Central and West regions have the largest number of dairy units. Milk production is on average 110 liters lactation yield of 180 days per cow. This performance is well below the potential, which can reach 1400 liters per lactation of 280 days per cow. Despite the potential, imports of dairy products account for around 9 billion FCFA per year, for a breeding country. The government of Burkina Faso wants to increase local milk production to meet national demand.

Assuming the baseline challenges can be overcome, opportunities for investment in the livestock sector could eventually include:

- installation of milk processing units;
- installation of meat processing units;
- installation of production units of concentrated feed for cattle or poultry;
- construction of refrigerated slaughterhouses;
- installation of production units of leather (items);
- improvement of livestock productivity;
- installation of modern livestock farms to increase the supply of meat and dairy;
- production of improved seeds in the area of fodder crops;
- strengthening of the traceability of the products by the establishment of modern infrastructures (laboratories, equipment and quality control);
- establishment of quality control structures run by private professionals; and
- improvement of the availability and accessibility of veterinary and zoo technical inputs.

Chapter 5: Trade Regulations, Customs, and Standards

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- [Import Requirements and Documentation](#)
- [U.S. Export Controls](#)
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Import Tariffs

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Burkina Faso is a member of the West African Economic and Monetary Union (WAEMU), which imposes an External Common Tariff (Tarif Extérieur Commun) with four rates: 0%, 5%, 10%, and 20%. The average applied tariff in 2012 was 11.5% for non-agricultural products, and 14.6% for agricultural products.

Trade Barriers

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Non-tariff barriers take the form of supplementary taxes on imports, targeted import bans, licensing requirements, and other miscellaneous barriers. A certificate of conformity and payment of an associated fee is required to import some products including rice and batteries. The fact that the fee is based on the quantity imported gives this the character of a protectionist measure.

Import Requirements and Documentation

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Importing and exporting goods to Burkina Faso is free unless the good is subject to an import title or authorization as determined by the Ministry of Commerce, Industry, and Handicrafts. Authorization needs to be acquired beforehand, is valid for six months for imports, and three months for exports, and may be renewed. Special authorization is required for imports of: pharmaceuticals, arms, ammunition, uniforms, and products classified as toxic. The export of ivory is strictly forbidden.

The pre-shipment inspection of imports over 1,500,000 CFA Francs (about \$3,000) by the Société Générale de Surveillance (SGS), an international verification and control service, is still required.

Temporary Entry

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Burkina Faso grants Normal Temporary Entry to raw materials imported for the processing, manufacturing or assembling of finished products. Burkina Faso also grants Exceptional Temporary entry to products that are temporarily imported for maintenance, trials, or exhibitions, as well as empty packing materials intended to be re-exported, research material, and all machines intended for public works.

Labeling and Marking Requirements

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Burkina Faso has no special regulations for product labeling and marking. Only products imported from WAEMU and ECOWAS regions and registered for Common Preferential Tax are subject to marking.

Prohibited and Restricted Imports

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Burkina Faso has removed most import/export restrictions and streamlined taxation and other administrative procedures. Restrictions still remain on the importation of drugs, asbestos and other products considered dangerous to public health and security.

Customs Regulations and Contact Information

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Direction Générale des Douanes
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Website: www.douanes.bf

Standards

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Burkina Faso has no special regulation except those on import tariffs. In 1994, Burkina Faso issued a decree that instituted a national conformity certificate for products intended for consumption in Burkina Faso. There is no organization in charge of conformity assessment, and Burkina Faso has no special certification, accreditation, technical, or labeling/marketing regulations.

Standards Organizations

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There are no standards organizations in Burkina Faso.

NIST Notify U.S. Service

Member countries of the World Trade Organization (WTO) are required under the Agreement on Technical Barriers to Trade (TBT Agreement) to report to the WTO all proposed technical regulations that could affect trade with other Member countries. **Notify U.S.** is a free, web-based e-mail subscription service that

offers an opportunity to review and comment on proposed foreign technical regulations that can affect your access to international markets. Register online at Internet URL: <http://www.nist.gov/notifyus/>

Conformity Assessment

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There is no organization in charge of conformity assessment in Burkina Faso.

Product Certification

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There is no organization in charge of product certification in Burkina Faso.

Accreditation

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There is no organization in charge of accreditation in Burkina Faso.

Publication of Technical Regulations

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There are no published technical regulations in Burkina Faso.

Labeling and Marking

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There are no labeling or marking regulations in Burkina Faso.

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Trade Agreements

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Burkina Faso is a member of the World Trade Organization and the West African Economic and Monetary Union (WAEMU).

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The National Office of Foreign Trade: www.tradepoint.bf
Chamber of Commerce, Industry and Handicrafts of Burkina Faso: www.ccia.bf
World Bank: The following link provides information about tender offers by the Bank; one can register for alerts by specific industry: <http://www.dgmarket.com/>

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Chapter 6: Investment Climate

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Openness to Foreign Investment

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The Government of Burkina Faso wishes to attract more foreign direct investment (FDI) and has been implementing, over the years, reforms to make Burkina Faso more attractive to international investors. For instance, the World Bank cited Burkina Faso in its “Doing Business 2013” report as one of ten economies that made the largest strides in making their regulatory environment more favorable to business, and ranked it fourth for countries “narrowing the distance to frontier between 2005 and 2011.” (Note: “Frontier” is a synthetic measure based on the most business-friendly regulatory practices across nine areas of business regulation that range from starting a business to resolving insolvency.)

The Government revised its investment code in 2010, 2012 and 2013, offering tax and customs exemptions as well as exemptions from value-added tax on operational equipment. The investment code provides additional incentives for investments in the areas of agriculture, silviculture, animal breeding, and fish farming and for companies investing at least fifty kilometers outside of the cities of Ouagadougou and Bobo-Dioulasso.

The investment code demonstrates the government's interest in attracting FDI to create industries that produce export goods and provide training and jobs for its domestic workforce. The code provides standardized guarantees to all legally established firms, whether foreign or domestic, operating in Burkina Faso. It contains four investment and

operations preference schemes, which are equally applicable to all Greenfield investments, mergers, and acquisitions.

Burkina Faso's regulations governing the establishment of businesses include most forms of companies admissible under French business law, including: public corporations, limited liability companies, limited share partnerships, sole proprietorships, subsidiaries, and affiliates of foreign enterprises. With each scheme there is a corresponding set of related preferences, duty exceptions, corporate tax exemptions, and operation-related taxes.

Under the investment code, all personal and legal entities lawfully established in Burkina Faso, both local and foreign, are entitled to the following rights: fixed property; forest and industrial rights; concessions; administrative authorizations; access to permits; and participation in state contracts.

Burkina Faso's National Assembly passed a law in 2012 establishing a special tax and customs regime for investment agreements signed by the state with large investors. This scheme provides significant tax benefits. Burkina Faso further strengthened the legal and institutional framework for investment through the adoption in May 2013 of general investment guidelines. This included the creation of a deposit institution that provides financing for small and medium-sized enterprises, public-private partnerships, and real estate investments, among others.

To further encourage business and investment, the Government created the Presidential Council for Investment which met for the first time in 2009. It is an advisory body, chaired by the head of state, whose mission it is to make recommendations on the development and implementation of policies to stimulate investment and economic growth.

In March 2013, the Government created Burkina Faso Investment Promotion Agency (API-BF). This and the establishment of the Presidential Council fulfilled recommendations of a 2009 UNCTAD Investment Policy Review, available here (French only): <http://unctad.org/en/pages/PublicationWebflyer.aspx?publicationid=379>.

To simplify the registration process for companies wishing to establish a presence in Burkina Faso, the government created eight enterprise registration centers called Centres de Formalités des Entreprises, known by their French acronym as CEFOREs. The CEFOREs are one-stop shops for company registration. On average a company can register its business in 13 days with three procedures. The CEFOREs are located in Ouagadougou, Bobo-Dioulasso, Ouahigouya, Tenkodogo, Koudougou, Fada N'Gourma, Kaya, Dedougou and Gaoua.

The government also established a Center for Construction Facilitation (CEFAC) to improve the construction permitting process. The CEFAC has made it possible for companies to obtain and process all the paperwork required for construction permits from one office, reducing the average number of procedures from 46 to 12, and the average amount of time from 226 days to 98 days. As a result, the World Bank ranked Burkina Faso 60th worldwide for dealing with construction permits in Doing Business 2014.

In the mining sector, the Council of Ministers adopted a new Mining Code in October 2013 but this code has yet to be adopted by the National Assembly. It contains a number of provisions that are opposed by the industry, including a new tax on surplus production. It would also boost mining companies' contribution to a fund for the development of local communities. The current mining code is more favorable to companies than elsewhere in the region, but the industry argues that is appropriate because of lower yields and higher energy costs in Burkina Faso versus neighboring countries. The law remains under review.

Government announcements for privatization bids are widely distributed, targeting both local and foreign investors. Bids are published in local papers, international magazines, mailed to different diplomatic missions, e-mailed to interested foreign investors, and published on the Internet on sites such as <http://www.dgmarket.com>. Foreign investors receive the same treatment and timetable as local investors in the bidding process. Bidding criteria are established and enforced by the government tenders regulation authority, l'Autorité de regulation de la commande publique (ARCOP, formerly known as l'Autorité de regulation des marches publics, or ARMP). Bid requirements are the same for all bidders. ARCOP, which was reorganized in May 2014, advocates for free access to government tenders, equality in the bidding process, and transparency of procedures.

There are no laws or regulations specifically authorizing private firms to adopt articles of incorporation or association that limit or prohibit foreign investment, participation, or control.

TABLE 1 – Economic Indices

The following chart summarizes several well-regarded indices and rankings. In addition, the Millennium Challenge Corporation, a U.S. Government entity charged with delivering development grants to countries that have demonstrated a commitment to reform, produced scorecards for countries with a 2012 per capita gross national income (GNI) or \$4,085 or less. Further information on the MCC indicators and a guide to reading the scorecards is available here: <http://www.mcc.gov/documents/reports/reference-2013001142401-fy14-guide-to-the-indicators.pdf>.

Measure	Year	Index/Rating	Website
TI Corruption Index	2013	83/177	http://cpi.transparency.org/cpi2013/results/
Heritage Economic Freedom	2014	58.9/178	http://www.heritage.org/index/ranking
World Bank Doing Business	2014	154/189	http://doingbusiness.org/rankings
MCC Government Effectiveness	2014	76%	http://www.mcc.gov/documents/scorecards/score-fy14-english-bf-burkina-faso.pdf
MCC Rule of Law	2014	85%	
MCC Control of Corruption	2014	84%	
MCC Fiscal Policy	2014	43%	
MCC Trade Policy	2014	46%	

MCC Regulatory Quality	2014	95%	
MCC Business Start-Up	2014	62%	
MCC Land Rights Access	2014	63%	
MCC Natural Resource Protection	2014	83.8%	

Conversion and Transfer Policies

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Burkina Faso is a member of the West African Economic and Monetary Union (WAEMU, or UEMOA when referred to by its French acronym), whose currency is the CFA Franc (XOF). The CFA Franc is freely convertible into euros at a fixed rate of 655.957 CFA Franc to 1 euro. Investors should consider the advantages offered by the WAEMU, which allows the CFA Franc to be used in all eight member countries including: Senegal, Togo, Cote d'Ivoire, Mali, Benin, Guinea Bissau, Niger, and Burkina Faso.

Burkina Faso's investment code guarantees foreign investors the right to the overseas transfer of any funds associated with an investment, including dividends, receipts from liquidation, assets, and salaries. Such transfers are authorized in the original currency of the investment. Once the interested party presents the request for transfer, accompanied by all relevant bank documents, Burkinabe banks transfer the funds directly to the recipient banking institution. The Government is not expected in the foreseeable future to change its current remittance policy concerning purchasing foreign currency in order to repatriate profits or other earnings. Foreign exchange is readily available at all banks and most hotels in Ouagadougou and Bobo-Dioulasso.

Expropriation and Compensation

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The Burkinabe constitution guarantees basic property rights. These rights cannot be infringed upon except in the case of public necessity, as defined by the government. This has rarely occurred. Until 2007, all land belonged to the government, but could be leased to interested parties. The government reserves the right to expropriate land at any time for public use. In instances where property is expropriated, the government must compensate the property holder in advance, except in the event of an emergency.

In 2007, Burkina Faso drafted a national land reform policy that recognizes and protects the rights of all rural and urban stakeholders to land and natural resources; clarifies the institutional framework for conflict resolution at a local level; establishes a viable institutional framework for land management; as well as strengthens the general capacities of the government, local communities and civil society on land issues.

A rural land management law, 034/2009/AN, was adopted on June 16, 2009 by the National Assembly and promulgated by President Compaore. The new law provides for equitable access to rural lands in order to promote agricultural productivity, manage natural resources, encourage investment, and reduce poverty. It enables legal recognition of rights legitimated by traditional rules and practices. In rural areas, traditional land tenure rules have long governed land transactions and allocations. The new law reinforces the decentralization and devolution of authority over land matters,

and also provides for formalization of individual and collective use rights and the possibility of transforming these rights into private titles.

In 2012, the government has revised the 2009 law, marking the end of exclusive property of the state on all lands. It includes instances and acts to recognize local land use practices. The new law provides conciliation committees to resolve conflicts between parties prior to any legal action. There are several property rights recognition and protection acts, such as land charters, individual or collective land ownership certificate and a loan agreement which governs the nature, duration and counterparties for transfer rights between land owner and a third party. The Millennium Challenge Account is working on the establishment of local authorities and the issuance of land acts.

Dispute Settlement

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Over the last several years, Burkina Faso has not been involved in investment disputes with U.S. or any other foreign investors or contractors.

The Civil Code protects property and contractual rights. Government interference in the court system occurs less frequently in Burkina Faso than in most countries in Africa, and judgments from foreign courts are accepted and enforced by local courts. It should be noted, however, that the World Bank ranked Burkina Faso as 109th out of 177 in 2013 in the world for its ability to enforce contracts because of high fees, the number of required procedures, and the amount of time needed to resolve disputes.

Burkina Faso's 1995 Code of Commerce contains all applied commercial law used by the Burkinabe business community. In 2006, Burkina Faso introduced specialized commercial chambers in the general courts and in 2007 opened the Arbitration and Commercial Dispute Resolution Center (Centre d'Arbitrage et de Règlement des Litiges Commerciaux) under the auspices of the Chamber of Commerce and Industry.

Burkina Faso is a party to the Washington Convention of 1958 on the Recognition and Enforcement of Foreign Arbitral Awards and outlines arbitration procedures in its investment code. Burkinabe courts accept international arbitration as a means for settling investment disputes between private parties. Longstanding disputes that remain unresolved after administrative jurisdictional hearings are required to be submitted to arbitration. Burkinabe courts recognize and enforce foreign arbitral awards.

In the event that an amicable settlement of a dispute between the government and an investor cannot be reached, the investment code requires that arbitration procedures be submitted to international arbitration under the rules outlined by the 1965 Convention of the International Center for Settlement of Investment Disputes (ICSID). In cases where the enterprise of a national does not meet nationality conditions stipulated by article 25 of the Convention, the code specifies that the dispute be resolved in accordance with the dispositions of the supplementary mechanisms approved by ICSID in September 1978.

Performance Requirements and Incentives

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Burkina Faso has never notified the World Trade Organization (WTO) of inconsistent Trade Related Investment Measures (TRIMs). The GoBF does not require investors to

purchase materials from local sources or to export a certain percentage of output. Foreign investors' access to foreign exchange is not limited to their level of exports. The GoBF does not impose "offset" requirements, which dictate that major procurements be approved only if the foreign supplier invests in Burkinabe manufacturing, research and development, or service facilities in areas related to the items being procured.

All investment specific incentives are outlined in the revised investment code, act number 007-2010/AN and two other acts including number 025-2012/AN and number 023-2013/AN. The incentives are applied uniformly to both domestic and foreign investors. Additionally, all companies that use at least 50 percent locally supplied raw materials are exempted from trading taxes and receive a 50 percent reduction in customs taxes in addition to the elimination of other duties. These companies are also eligible to waive excise duties on production equipment and spare parts.

Burkina Faso has reduced the time to register a property from 109 to 59 days, cost from 16% to 12.8% of the value of property and the number of procedures from nine to four, with an improvement of Doing Business ranking from 164 to 123 in 2014.

The government generally encourages companies to hire Burkinabe employees, but this is not a requirement. Citizens of ECOWAS countries can legally work in Burkina Faso. Other nationalities can also legally work in Burkina Faso but require employment visas/permits.

Right to Private Ownership and Establishment

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The rights of foreign and domestic private entities to establish and own enterprises and engage in all forms of remunerative activities are guaranteed by the constitution and the investment code. Businesses can be freely established and sold. Most public enterprises have enjoyed a monopoly in their markets. With the implementation of structural reforms, the government has liberalized some monopolies. Foreign investors are encouraged to participate in the privatization of state-run enterprises.

Protection of Property Rights

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Burkina Faso was ranked 72nd out of 131 countries in the 2013 International Property Rights Index, scoring 5.1 points out of 10. The government recognizes interests in property, both movable and fixed, and has adopted international, regional, and local laws that work to protect property. In practice, however, government enforcement of intellectual property law is lax. Despite government efforts, counterfeited goods can readily be found and purchased on the street in Ouagadougou and Bobo-Dioulasso.

As a member of ECOWAS, Burkina Faso adheres to the Treaty on the Harmonization of Business Law in Africa (OHADA). This 1993 treaty created an intergovernmental organization to encourage foreign investment and economic development in the 16 member states that have ratified it. The treaty creates institutions that harmonize laws for contracts, businesses, securities, and bankruptcies; it also established a Common Court of Justice and Arbitrage based in Abidjan, Cote d'Ivoire. Since its inception it has adopted several uniform acts including an act relating to commercial law that entered into force in 1998.

Legal protection exists for intellectual property, patents, copyrights, trademarks, trade secrets, and semiconductor chip design. The government of Burkina Faso has issued a number of decrees to protect other forms of property. These decrees include:

- Decree No 2000-577 on the Collection and Remuneration for Duplication of Works on Graphic or Similar Medium
- Decree No 2000-143 on Creating the Bureau Burkinabè des Droits d'Auteur (BBDA)
- Decree No 2001-259 on Setting Up and Organizing the National Committee for the Fight against Piracy of Literacy and Artistic Works
- Decision No 01-052 on Price Fixing for Works Protected in Burkina Faso
- Decision on the Collection of Remuneration for Private Copy
- Decision No 01-053 on the Collection of Rights Payment
- Decision No 01-50 on Affixing Stamps to Disks, Audio and Video Cassettes that Contain Literary and Artistic Works.

Burkina Faso has a legal system that protects and facilitates acquisition and disposition of all property rights, including intellectual property. Burkina Faso is a member of the World Intellectual Property Organization (WIPO) and the African Intellectual Property Organization (AIPO). The national investment code guarantees foreign investors the same rights and protection as Burkinabè enterprises for trademarks, patent rights, labels, copyrights, and licenses.

In 1999, the government ratified both the WIPO Copyrights Treaty (WCT) and the WIPO Performances and Phonograms Treaty (WPPT). In 2002, Burkina Faso was one of 30 countries that put the WCT and WPPT treaties into force. The government has also issued several decrees and rules to implement the two treaties.

The implementation of WTO Trade-Related Intellectual Property Rights (TRIPS) agreements is under the remit of two ministries:

- Concerning copyright and related rights, the Office of Copyrights (le Bureau Burkinabè des Droits d'Auteurs, or BBDA), under the Ministry of Art, Culture and Tourism, has the lead.
- Concerning industrial property, it is the National Directorate of Industrial Property under the Ministry of Industry, Commerce, and Handicrafts.

These two authorities have the technical competence to identify needs. Arrangements are underway to assess the needs for the implementation of the TRIPS Agreement in Burkina Faso.

Transparency of Regulatory System

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The government of Burkina Faso aims for transparency in law and policy to foster competition. According to Law No 15-94, prices of products, goods, and services must be established according to fair and sound competition. The government believes that cartels, the abuse of a position of superiority, restrictive practices, refusal to sell to consumers, discriminatory practices, unauthorized sales, and selling at a loss are practices that distort free competition.

At the same time, the price of some staple goods and services are still regulated by the government, including: fuel, essential generic drugs, tobacco, cotton, school supplies, water, electricity, and telecommunications are still regulated by the government.

The government has no history of using tax, labor, environmental, health and safety standards, or other laws and policies to impede entrance of foreign investors into the marketplace. However, the tax schedule, which is currently under review, is complex. In Burkina Faso, informal sector businesses and other small businesses with an annual turnover of 15 million CFA Francs (\$30,000) or less pay a unique tax called the *contribution du secteur informel* or CSI. The maximum CSI tax is 100,000 CFA Francs (\$200) per year. Businesses qualifying for CSI tax status are prohibited from bidding on state tenders.

Individual enterprises and companies in Burkina Faso with an annual turnover exceeding 15 million CFA Francs (\$30,000) are subject to a complex set of taxes. These include an annual tax on industrial, commercial, and agricultural profits (IBICA), set at 27.5 percent, and a forfeit tax (IMPFIC) paid in advance each year. There is also a 25 percent tax on interest income (IRC) and a 25 percent tax on investment income (IRVM). Businesses must also pay an apprenticeship tax (TPA) on the salaries of all national and foreign employees (4 and 6 percent, respectively), and a licensing tax, which has two components: a fixed amount based on gross revenues and an 8 percent tax based on the rental value of company buildings and the value of the production equipment. Upon incorporating, companies must pay a registration tax equal to 3 percent of the company's capital. Since 1993, businesses have been required to apply a 15 percent value-added tax to products.

Non-IBICA profits are taxed at 27.5 percent. Private sector employees and civil servants pay a tax (IUTS) on salaries and tips, usually by payroll deduction.

Informal regulatory processes managed by non-governmental organizations or private sector associations are rarely found. Generally, an administrative committee comprised of experts, civil society, and various government officials reviews drafts of laws before the National Assembly adopts them or makes changes to existing laws.

Burkina Faso's legal, regulatory, and accounting systems are transparent and consistent with international norms. Burkina Faso adheres to the West African Economic and Monetary Union's accounting system, (Système Comptable Ouest Africain or SYSCOA). Introduced in 1998, SYSCOA allows enterprises to use a common accounting system. SYSCOA complies with international norms in force and is a source of economic and financial data.

Efficient Capital Markets and Portfolio Investment

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The financial health of the banking system is sound. Commercial banks complied with the regional regulation to raise the minimum capital level at end-2010, and the majority of banks observed the regional prudential ratios. Developments in the financial sector were consistent with the economic recovery. The money supply in 2011 rose by 19.1 percent, reflecting the sharp increase in net foreign assets of the banking system, while credit to the economy rose substantially, mostly driven by a strong demand from the services sector.

The traditional banking sector is composed of nine commercial banks and three specialized credit institutions called *établissements financiers*. They include:

1. Banque Internationale pour le Commerce, l'Industrie et l'Agriculture du Burkina Faso (BICIA-B)
2. United Bank of Africa (UBA)
3. Société Générale de Banques du Burkina (SGBB)
4. Banque Commerciale du Burkina (Arabo- Libyen)
5. Ecobank
6. Bank of Africa (BOA)
7. Banque Sahelo-Sahélienne pour l'Investissement et le Commerce (BSIC)
8. Coris Bank International (CBI)
9. Banque Atlantique
10. Orabank

Competition from State Owned Enterprises

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Private enterprises are allowed to compete with public enterprises on the same terms and conditions. The bidding process is considered to be open and fair. In practice, state owned enterprises enjoy monopoly control of the segments in which they are active.

State Owned Enterprises (SOEs) or “strategic companies” are active in four primary areas: service providers, commercial enterprises, enterprises of a specific nature, and social security. The primary SOEs are in the areas of: oil imports and distribution (SONABHY), water (ONEA), lottery (LONAB), mail (SONAPOST), rail equipment (SOPAFER-B), electricity (SONABEL), and social security benefits (CNSS).

Each SOE has a board of directors that is appointed and also has a parent ministry. For example, CNSS is under the Ministry of Civil Service, Labor and Social Security. The most powerful SOE is SONABHY, and its board is appointed by the President. Board members of the other SOEs are primarily appointed by the appropriate minister. Every year, all of the SOEs meet to report to the Prime Minister. While this meeting is covered in the press and general numbers are publicly available, detailed SOE budgets are not.

Burkina Faso does not have a sovereign wealth fund.

Corporate Social Responsibility

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There is a general awareness of corporate social responsibility among both producers and consumers. The Government requires mining companies to invest in social infrastructure, such as health centers and schools, and other projects to benefit the local populations in the areas of their mining operations. A common practice for many companies is to provide food supplies, typically rice or millet, to their workers often at the end of the year. Larger private businesses, such as civil engineering firms, sponsor sport events like Tour du Faso and donate sporting equipment to disadvantaged communities. SOEs such as SONABHY and LONAB frequently undertake social projects. Agribusiness firm Monsanto, which has long-standing investments in the cotton sector, in 2014 announced a \$250,000 support fund for rural communities.

The government has not officially adopted the OECD Guidelines for Multinational Enterprises. However, it is evident that CSR is viewed favorably by the population and that many corporations engage in socially responsible projects. These projects are covered in the local press.

Political Violence

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Burkina Faso continues to undergo a peaceful democratization and decentralization process under the leadership of President Blaise Compaore, who has been in office since 1987 and part of the ruling group since 1984. President Compaore was reelected in November 2010 with more than 80% of the vote for what should theoretically be his last term under the current constitution.

The governing party, the Congress for Democracy and Progress (CDP), claims socio-democratic ideals but calls for free enterprise on the economic front. Opposition to the CDP remained relatively fragmented and weak until the December 2012 legislative elections in which opposition party Unity for Progress and Change (UPC) won 19 seats and became the second largest party at the National Assembly.

Three allies and close advisors of President Compaore who previously held prominent government positions left the ruling party in January 2014 and later created the Movement of the People for Progress (MPP), an opposition party designed to protest the CDP's intentions to amend the constitution through a referendum so that President Compaore can run again in 2015. Opposition parties and a number of civil society organizations have warned that holding such a referendum could destabilize the country. So far political debate has been civil and peaceful, but the prospect that Compaore may seek to amend the constitution to extend his mandate, and the possible responses from his opponents, have injected uncertainty into the political environment during the period leading up to November 2015 elections. In the largest protest since the country's independence, more than 100,000 people took to the streets of Ouagadougou, Bobo-Dioulasso and other cities in January 2014 to protest potential efforts to abolish presidential term limits.

In February 2011, a student died in police custody in the town of Koudougou. His death prompted violent protests throughout the country until a court found three policemen guilty of manslaughter and accessory to manslaughter in August of 2011.

Also in 2011, military and police mutinies took place in several cities between March and June over the payment of certain benefits. Military and law enforcement personnel fired shots in the air, looted, and destroyed public and private properties. The Government restored order in June. More than 600 soldiers were dismissed since July 2011, of which more than 300 were prosecuted and remain detained for their participation, and 136 National Police officers were dismissed. Emergency loans and financial compensation mechanisms were also established for victims of looting and destruction.

Burkina Faso's commercial viability is closely linked to the stability of its neighbors. The ports of Abidjan (Cote d'Ivoire) and Lome (Togo) serve as key shipping points for Burkina Faso's imports/exports, with Lome growing in importance since the crisis in Côte d'Ivoire erupted in 2002. The ports of Cotonou (Benin) and Tema (Ghana) have also become increasingly important as alternative transshipment points for Burkinabè goods.

Corruption, including bribery, raises the costs and risks of doing business. Corruption has a corrosive impact on both market opportunities overseas for U.S. companies and the broader business climate. It also deters international investment, stifles economic growth and development, distorts prices, and undermines the rule of law.

It is important for U.S. companies, irrespective of their size, to assess the business climate in the relevant market in which they will be operating or investing, and to have an effective compliance program or measures to prevent and detect corruption, including foreign bribery. U.S. individuals and firms operating or investing in foreign markets should take the time to become familiar with the relevant anticorruption laws of both the foreign country and the United States in order to properly comply with them, and where appropriate, they should seek the advice of legal counsel.

The U.S. Government seeks to level the global playing field for U.S. businesses by encouraging other countries to take steps to criminalize their own companies' acts of corruption, including bribery of foreign public officials, by requiring them to uphold their obligations under relevant international conventions. A U. S. firm that believes a competitor is seeking to use bribery of a foreign public official to secure a contract should bring this to the attention of appropriate U.S. agencies, as noted below.

U.S. Foreign Corrupt Practices Act: In 1977, the United States enacted the Foreign Corrupt Practices Act (FCPA), which makes it unlawful for a U.S. person, and certain foreign issuers of securities, to make a corrupt payment to foreign public officials for the purpose of obtaining or retaining business for or with, or directing business to, any person. The FCPA also applies to foreign firms and persons who take any act in furtherance of such a corrupt payment while in the United States. For more detailed information on the FCPA, see the FCPA Lay-Person's Guide at:

<http://www.justice.gov/criminal/fraud/>

Other Instruments: It is U.S. Government policy to promote good governance, including host country implementation and enforcement of anti-corruption laws and policies pursuant to their obligations under international agreements. Since enactment of the FCPA, the United States has been instrumental to the expansion of the international framework to fight corruption. Several significant components of this framework are the OECD Convention on Combating Bribery of Foreign Public Officials in International Business Transactions (OECD Antibribery Convention), the United Nations Convention against Corruption (UN Convention), the Inter-American Convention against Corruption (OAS Convention), the Council of Europe Criminal and Civil Law Conventions, and a growing list of U.S. free trade agreements. Burkina Faso is party to regional anti-corruption instruments including the Economic Community of West African States (ECOWAS) Protocol on the Fight Against Corruption. As a member of the West African Economic and Monetary Union (WAEMU), Burkina Faso has agreed to enforce a regional law against money laundering and has issued a national law against money laundering and financial crimes.

OECD Antibribery Convention: The OECD Antibribery Convention entered into force in February 1999. As of March 2009, there are 38 parties to the Convention including the United States (see <http://www.oecd.org/dataoecd/59/13/40272933.pdf>). Major exporters China, India, and Russia are not parties, although the U.S. Government

strongly endorses their eventual accession to the Convention. The Convention obligates the Parties to criminalize bribery of foreign public officials in the conduct of international business. The United States meets its international obligations under the OECD Antibribery Convention through the U.S. FCPA.

UN Convention: The UN Anticorruption Convention entered into force on December 14, 2005, and there are 158 parties to it as of November 2011 (see <http://www.unodc.org/unodc/en/treaties/CAC/signatories.html>). The UN Convention is the first global comprehensive international anticorruption agreement. The UN Convention requires countries to establish criminal and other offences to cover a wide range of acts of corruption. The UN Convention goes beyond previous anticorruption instruments, covering a broad range of issues ranging from basic forms of corruption such as bribery and solicitation, embezzlement, trading in influence to the concealment and laundering of the proceeds of corruption. The Convention contains transnational business bribery provisions that are functionally similar to those in the OECD Antibribery Convention and contains provisions on private sector auditing and books and records requirements. Other provisions address matters such as prevention, international cooperation, and asset recovery. Burkina Faso ratified the Convention in October 2006.

Free Trade Agreements: While it is U.S. Government policy to include anticorruption provisions in free trade agreements (FTAs) that it negotiates with its trading partners, the anticorruption provisions have evolved over time. The most recent FTAs negotiated now require trading partners to criminalize “active bribery” of public officials (offering bribes to any public official must be made a criminal offense, both domestically and trans-nationally) as well as domestic “passive bribery” (solicitation of a bribe by a domestic official). All U.S. FTAs may be found at the U.S. Trade Representative Website: <http://www.ustr.gov/trade-agreements/free-trade-agreements>. Burkina Faso does not have a bilateral free trade agreement with the United States.

Local Laws: U.S. firms should familiarize themselves with local anticorruption laws, and, where appropriate, seek legal counsel. While the U.S. Department of Commerce cannot provide legal advice on local laws, the Department’s U.S. and Foreign Commercial Service can provide assistance with navigating the host country’s legal system and obtaining a list of local legal counsel.

Assistance for U.S. Businesses: The U.S. Department of Commerce offers several services to aid U.S. businesses seeking to address business-related corruption issues. For example, the U.S. and Foreign Commercial Service can provide services that may assist U.S. companies in conducting their due diligence as part of the company’s overarching compliance program when choosing business partners or agents overseas. The U.S. Foreign and Commercial Service can be reached directly through its offices in every major U.S. and foreign city, or through its Website at www.trade.gov/cs.

The Departments of Commerce and State provide worldwide support for qualified U.S. companies bidding on foreign government contracts through the Commerce Department’s Advocacy Center and State’s Office of Commercial and Business Affairs. Problems, including alleged corruption by foreign governments or competitors, encountered by U.S. companies in seeking such foreign business opportunities can be brought to the attention of appropriate U.S. government officials, including local embassy personnel and through the Department of Commerce Trade Compliance Center “Report A Trade Barrier” Website at tcc.export.gov/Report_a_Barrier/index.asp.

Guidance on the U.S. FCPA: The Department of Justice's (DOJ) FCPA Opinion Procedure enables U.S. firms and individuals to request a statement of the Justice Department's present enforcement intentions under the anti-bribery provisions of the FCPA regarding any proposed business conduct. The details of the opinion procedure are available on DOJ's Fraud Section Website at www.justice.gov/criminal/fraud/fcpa. Although the Department of Commerce has no enforcement role with respect to the FCPA, it supplies general guidance to U.S. exporters who have questions about the FCPA and about international developments concerning the FCPA. For further information, see the Office of the Chief Counsel for International Counsel, U.S. Department of Commerce, Website, at http://www.ogc.doc.gov/trans_anti_bribery.html. More general information on the FCPA is available at the Websites listed below.

Exporters and investors should be aware that generally all countries prohibit the bribery of their public officials, and prohibit their officials from soliciting bribes under domestic laws. Most countries are required to criminalize such bribery and other acts of corruption by virtue of being parties to various international conventions discussed above.

Transparency International indicates that corruption is still a major issue for most Burkinabe citizens. Burkina Faso ranked 83 out of 177 on Transparency International's 2013 Corruption Perception Index. The main challenges the country currently faces are poor access to information, a weak judiciary, limited enforcement powers of anti-corruption institutions, misappropriation of public funds, and the lack of an effective separation of powers.

According to public perception, civil servants who most commonly engage in corruption include: customs officials, members of the police force and gendarmerie, elected representatives, justice officials, healthcare workers, educators, tax collectors, and civil servants working in government procurement.

One of the main governmental bodies for fighting official corruption is the Superior Authority of State Control (ASCE), an entity under the authority of the prime minister. ASCE has the authority to investigate ethics violations and mismanagement of public funds in the public sector, including state civil service employees, local and public authorities, state-owned companies, and all national organizations involved with public service missions. ASCE publishes an annual report of activities, which provides details on their investigations and issue recommendations on how to resolve them. The 2012 report, published in November 2013, is based on nearly 600 cases investigated. In December 2012, ASCE organized a workshop to validate the mechanism for monitoring and evaluation of the national anti-corruption policy and to obtain statistics on the state of corruption in Burkina Faso and devise steps to eradicate it.

In January 2008, the government established an 11-member anti-fraud squad (BNAF) focused on gold mining and issued laws that allow BNAF to regulate gold marketing and curb fraud cases.

The Autorité de régulation de la commande publique (ARCOP), established in July 2008, is the regulatory oversight body that ensures fairness in the procurement process by monitoring the execution of all government contracts. ARCOP may impose sanctions, initiate lawsuits, and publish the names of fraudulent or delinquent businesses. It also

educates communities benefiting from public investment monies to take a more active part in monitoring contractors. ARCOP works with the media to strengthen journalists' capacity to investigate suspected fraud cases. Since 2012, the media has noticeably increased its coverage of high-profile corruption cases.

In December 2011, the National Assembly established two commissions of inquiry into corruption: the first on the award of public contracts, the second on public subsidies in the health sector. These commissions were proposed by the Network of Parliamentarians engaged in the fight against Corruption (BURKINDI).

As part of a plan to establish anti-corruption committees within the police, the Directorate of the National Police held training seminars in April 2014 for police officers exercising control, management or operational command functions. Anti-corruption NGO RENLAC assisted the police with the training and praised the initiative.

Private citizens have also established a non-governmental organization (NGO) called *Reseau National de Lutte contre la Corruption* (REN-LAC). This NGO looks broadly at the management of private and public sector entities. It publishes annual reports on the state of corruption in the country and has established a wide range of anti-corruption initiatives and tools. African Parliamentarians' Network against Corruption has a local chapter in Burkina Faso and cooperates with REN-LAC. In 2012, REN-LAC created a 24-hour hotline that allows it to gather information on alleged corrupt practices anonymously reported by citizens. REN-LAC also annually releases a report on the state of corruption in Burkina Faso. Customs, the municipal police, the judicial system, secondary education, and health institutions have topped the list as the most corrupt institutions for the last two years running.

While the government has identified corruption as an obstacle to doing business, the World Bank ranked Burkina Faso as the fourth best Sub-Saharan African country in the area of corruption control, trailing only South Africa, Madagascar and Ghana.

Resources to report corruption:

REN-LAC hotline: (+226) 8000 1122

Or contact:

Claude Wetta
Executive Secretary
REN-LAC
Telephone: +226 50 36 32 15

Henri Bruno Bessin
Contrôleur Général d'Etat
Autorité Supérieure de Contrôle d'Etat
Telephone: +226 50 30 10 91 or +226 50 33 60 39

Bilateral Investment Agreements

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In 1961, Burkina Faso signed a cooperation treaty with France allowing funds to be transferred freely between the two countries. A trade, investment protection, and

technical cooperation agreement was signed between Burkina Faso and Switzerland in 1969. This agreement provides for free transfer of corporate earnings, interests, dividends, etc., between the two countries. Burkina Faso has also signed and ratified investment promotion and mutual protection agreements with Germany, the Netherlands, Malaysia, Belgium, Guinea, Ghana, Benin, and is in the process of negotiating agreements with Canada and Italy.

The Burkinabe investment code provides the right to transfer capital and revenues secured by alien personal and legal entities, which invest in Burkina Faso in foreign currencies. Foreign investors have the right, subject to foreign exchange regulations, to transfer dividends, any returns on the capital invested, the liquidating or conclusion proceeds of assets, in the same currency used in the initial investment.

Burkina Faso has signed various multilateral investment agreements including provisions in the Lome Convention and the West African Economic and Monetary Union (WAEMU) Treaty. In 2002, the United States signed a Trade and Investment Framework Agreement with WAEMU. The framework agreement establishes a forum for discussion of trade and investment matters between the United States, the WAEMU Commission, and the eight member states of WAEMU.

OPIC and Other Investment Insurance Programs

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Burkina Faso has not benefitted from any OPIC programs thus far. Burkina Faso is a member of Multilateral Investment Guarantee Agency (MIGA).

Labor

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Burkinabe workers have a reputation as hardworking and dedicated employees. There is a scarcity of skilled workers, mainly in management, engineering, and the electrical trades. While unskilled labor is abundantly available in Burkina Faso, skilled labor resources are limited. Construction, civil engineering, mining, and manufacturing industries employ the majority of the formal labor force.

The Burkinabe labor code is enforced by a labor court. Unions are well organized and defend employee interests in industrial disputes. Workers know their rights and do not hesitate to seek redress of grievances.

The 1982 Commercial Sector Collective Agreement divides employees (laborers, craftsmen, and senior staff) into eight categories with minimum basic pay rates from 25,000 FCFA (about \$50) per month. Conditions for the employment of workers by enterprises are provided in Decree no. 98 of 1967. An employer should ask job candidates for their job-seeker registration card issued by the Office of Employment Promotion, which is part of the Ministry of Civil Service, Labor, and Social Security.

It is the Government's policy to increase employment opportunities for Burkinabè workers. Therefore, in professions where there are too many registered and unemployed Burkinabe, a job-seeker card will not be issued to non-nationals. When non-nationals are hired, the Director of Labor authorizes their employment contract. According to the 1967 decree, statements must be made to the Regional Inspector of Work and Social Rules before the start-up of any new enterprise.

Burkina Faso has undertaken reforms of labor policy to make the labor market more flexible while ensuring workers' rights, including workers' safety and health. In May 2008, the National Assembly adopted a new labor code to better protect workers. The revised code includes improved hiring conditions and social liberties, increased flexibility for labor agreements, limitations on damages and interest, redefinition of strike conditions, and retirement eligibility for all workers (including day laborers). Social security services include independent workers.

In the event of a reduction in personnel, the labor code requires the employer to first dismiss employees with the least training and seniority. The employer must advise employees of termination at least 30 days in advance. Workers terminated in a general workforce reduction have re-employment priority over other applicants for a two-year period. Employees terminated for reasons other than theft or flagrant neglect of duty have the right to termination benefits.

To date, Burkina Faso has approved and ratified 43 conventions of the International Labor Organization, including conventions on Freedom of Association and the Right to Organize, Abolition of Forced Labor, and the Worst Forms of Child Labor.

To promote local employment, the government has established three financing instruments targeted at firms interested in obtaining start-up monies. These instruments include :

- Fonds National d'Appui à la Promotion de l'Emploi – FONAPE (Employment Promotion Support Fund)
- Fonds d'Appui au Secteur Informel – FASI (Informal Sector Support Fund)
- Fonds d'Appui aux Activités Génératrices de Revenus des Femmes - FAARF (Women's Income Generating Activities Support Fund)
- Fonds d'Appui aux Initiatives des Jeunes - FAIJ (Youth Initiative Support Fund)
- Fonds Burkinabè de Développement Economique et Social – FBDES (Burkinabè Fund for Social and Economic Development)

Foreign-Trade Zones/Free Ports

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There are no foreign trade zones or free ports in Burkina Faso. The Burkinabe investment code prohibits discrimination against foreigners. American firms not registered in Burkina Faso can compete for contracts on projects financed by international sources such as the World Bank, U.N. organizations, or the African Development Bank.

Foreign Direct Investment Statistics

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TABLE 2: Key Macroeconomic data, U.S. FDI in Burkina Faso

	Institut Nationale de la Statistique et de la Démographie (www.insd.bf)		USG or international statistical source		USG or international Source of Data: BEA; IMF; Eurostat; UNCTAD, Other
Economic Data	Year	Amount	Year	Amount	

Burkina Faso Gross Domestic Product (GDP) (Millions U.S. Dollars)	2012	\$11,400	2012	\$10,700	http://www.worldbank.org/en/country
Foreign Direct Investment	Institut Nationale de la Statistique et de la Démographie (www.insd.bf)		USG or international statistical source		USG or international Source of data: BEA; IMF; Eurostat; UNCTAD, Other
U.S. FDI in partner country (Millions U.S. Dollars, stock positions)		Not Available		Not Available	
Host country's FDI in the United States (Millions U.S. Dollars, stock positions)		Not Available		Not Available	
Total inbound stock of FDI as % host GDP	3.6	2011		Not Available	

TABLE 3: Sources and Destination of FDI, Burkina Faso, 2012

From Top Five Sources/To Top Five Destinations (US Dollars, Millions)					
Inward Direct Investment			Outward Direct Investment		
Total	1,194	100%	Not Available		
Barbados	287	24%			
Canada	287	24%			
France	124	10%			
Togo	108	9%			
India	87	7%			

"0" reflects amounts rounded to +/- USD 500,000.

Source: <http://cdis.imf.org>

The bulk of inward FDI into Burkina Faso is in the mining sector, and the presence of Barbados as its number one foreign investor is likely a result of mining companies that are registered in Barbados.

Web Resources

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<http://photos.state.gov/libraries/burkinafaso/25849/PDF/BURKINA%20FASO%202013%20INVESTMENT%20CLIMATE%20STATEMENT.pdf>

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Chapter 7: Trade and Project Financing

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- [How Does the Banking System Operate](#)
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- [U.S. Banks and Local Correspondent Banks](#)
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How Do I Get Paid (Methods of Payment)

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The preferred method of doing business for day-to-day purchases is in cash, in CFA Francs, and most businesses in Ouagadougou and Bobo-Dioulasso do not accept payment cards or personal checks. More and more companies are accepting electronic funds transfer and mobile cash payments (using the mobile phone network). For larger transactions a letter of credit may be used. Suppliers may expect 50% to 75% payment in advance, with the balance due upon delivery.

How Does the Banking System Operate

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Though Burkinabe banks continue to have high levels of cash reserves their credit financing is limited to short-term credit, which constitutes about 60% of their financing portfolio. Thus, few manufacturing and trading companies benefit from long-term financing, which impedes economic growth. Small to medium-sized entrepreneurs still have difficulty accessing credit.

The traditional banking sector is composed of 11 commercial banks and three specialized credit institutions called, "Etablissements Financiers." A network of microfinance institutions and credit unions has also grown rapidly; and by the end of 2005, more than 300 credit unions were registered domestically.

Three specialized credit institutions or "Etablissements Financiers" finance the majority of home, furniture, car, and moped acquisitions: la Société Burkinabe d'Équipement (S.B.E.), la Société Burkinabe de Crédit Automobile (SOBCA), and la Financière du Burkina (FIB). Two additional credit institutions make specialized loans to small and medium-scale enterprises: the "Projet d'Appui à la Création des Petites et Moyennes Entreprises (PAPME)" and Fidelis Finance Burkina Faso, formerly known as Burkina Bail. These institutions finance the acquisition of equipment by lease.

Questions and inquiries regarding Burkina's banking system can be addressed to:

Association Professionnelle des Banques et Etablissements Financiers du Burkina (APBEF-B)

01 B.P. 6215 Ouagadougou 01, Burkina Faso

Tel: 226-5031.20.65, Fax: 226-31.20.66

E-mail: apbef-b@cenatrin.bf

Foreign-Exchange Controls

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The Burkinabe investment code provides the right to transfer capital and revenues secured by alien personal and legal entities, which invest in Burkina Faso in foreign currencies. Foreign investors have the right, subject to foreign exchange regulations, to transfer dividends, any returns on the capital invested, the liquidating or conclusion proceeds of assets, in the same currency used in the initial investment.

U.S. Banks and Local Correspondent Banks

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Burkina Faso's main commercial banks are linked to Citibank in the U.S.:

Citibank N.A.
111 Wall Street, 28th Floor, Zone 4
New York, NY 10043
www.citibank.com

Local correspondent banks are:

Banque Atlantique
Avenue Kwame N'Kruma
01 BP 3407 Ouagadougou 01
Tel: 226 50 49 24 46
Fax: 226 5049 24 51
Sainteanne.tiendrebeogo@banqueatlantique.net

Banque Commerciale et Agricole du Burkina (BACB)
2, Avenue Gamal Abdel Nasser, Secteur 3
01 BP 1844 Ouagadougou 01
Tel: 226 50 33 33 33
Fax: 226 50 31 43 52
E-mail: bacb@bacb.bf

Banque Commerciale du Burkina (BCB)
653, Avenue du Docteur Kwame Nkrumah, Secteur 4
Tel: 226 50 30 12 66
Fax: 226 50 31 06 28
E-mail: bcb@fasonet.bf

Banque Internationale pour le Commerce, l'Industrie et l'Artisanat du Burkina (BICIA-B)
479, Avenue du Docteur Kwame Nkrumah, Secteur 4
01 BP 8 Ouagadougou 01
Tel: 226 50 31 19 55
Fax: 226 50 31 11 16
E-mail: info@biciab.bf

Banque Internationale du Burkina (UBA)
69, Avenue Dimdolobsom, Secteur 3
01 BP 362 Ouagadougou 01
Tel: 226 50 30 00 00
Fax: 226 50 31 00 94

E-mail: bibouaga@fasonet.bf

Bank of Africa
770, Avenue de la résistance du 17 mai, Secteur 3
01 BP 1319 Ouagadougou 01
Tel: 226 50 30 88 71
Fax: 226 50 30 88 74
E-mail: boadg@fasonet.bf

Banque Sahelo-saharienne pour l'Investissement et le Commerce (BSIC)
Av Kwame n'Krumah
10 BP 13701 Ouagadougou 10
Tel: 226 50 32 84 01
Fax: 226 50 30 21 22
E-mail: bsicburkina@bsic.bf

Ecobank Burkina
633, Avenue de la Resistance du 17 mai, Secteur 4
01 BP 145 Ouagadougou 01
Tel: 226 50 31 89 75
Fax: 226 50 31 89 81
E-mail: ecobankbf@ecobank.com

Societe Generale de Banques du Burkina (SGBB)
4, Rue de l'Hôtel de Ville, Secteur 1
01 BP 585 Ouagadougou 01
Tel: 226 50 32 32 32
Fax: 226 50 31 05 61
E-mail: sgbb@liptinfor.bf

Project Financing

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Several U.S. government agencies offer financing and insurance options to assist U.S. exporters with business relations in Burkina Faso.

The most notable is the Export-Import Bank of the United States (Ex-Im Bank), the official export credit agency of the United States. Ex-Im Bank's mission is to assist in financing the export of U.S. goods and services to international markets.

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Export-Import Bank of the United States: <http://www.exim.gov>
Country Limitation Schedule: http://www.exim.gov/tools/country/country_limits.html
OPIC: <http://www.opic.gov>
Trade and Development Agency: <http://www.tda.gov/>
SBA's Office of International Trade: <http://www.sba.gov/oit/>
USDA Commodity Credit Corporation: <http://www.fsa.usda.gov/cc/default.htm>
U.S. Agency for International Development: <http://www.usaid.gov>
African Development Bank: <http://www.afdb.org/en/>

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Chapter 8: Business Travel

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Business Customs

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Business is conducted very formally in Burkina Faso. Greetings and titles are part of the formalities. No verbal transaction between two people takes place unless greetings have been exchanged, including the shaking of hands. It is polite to greet an official or send correspondence using a title rather than a proper name. Proper attire is suit and tie regardless of the weather. Business cards are normally exchanged in initial meetings. Establishing a personal relationship with business partners is a critical factor in the successful negotiation of major projects, government procurement or in developing long-term business relationships.

Most business transactions are still conducted face-to-face. Meetings may involve a large number of people who speak formally and at length on a given subject. Organizational hierarchies are widely respected, and accomplishing a task or getting information quickly requires knowing the appropriate person to approach.

Travel Advisory

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There is no advisory warning against travel in Burkina Faso. Visitors are encouraged to verify that there are no new travel advisories prior to their departure. This can be done through the State Department's advisory website at:
http://travel.state.gov/travel/travel_1744.html

Visitors are also encouraged to enroll their trip with the Embassy using the Smart Traveler Enrollment Program (STEP) at travel.state.gov.

Visa Requirements

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Visas and proof of yellow fever inoculations are required for entry. A valid U.S. passport is required for a visa application, and the application process costs \$140 for a standard five-year, multiple entry visa.

U.S. companies that require travel of foreign businesspersons to the United States should be advised that security evaluations are handled via an interagency process. Visa applicants should go to the following links.

State Department Visa Website: <http://travel.state.gov/visa/>

United States Visas.gov: <http://www.unitedstatesvisas.gov/>

U.S. Embassy Ouagadougou: http://ouagadougou.usembassy.gov/on_reg.html

U.S. Embassy Ouagadougou visa unit: <http://ouagadougou.usembassy.gov/visas.html>

Telecommunications

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Telephone and Internet service providers are relatively reliable, but the cost of utilities is high and speeds can be slow. Hotel Wi-Fi is not always available, and may be spotty even at the most prominent business hotels. A number of cyber cafes are located in Ouagadougou and increasingly in secondary cities.

Cellular service is widely used throughout the country, and prepaid cards can be bought at kiosks throughout the country. International calls to most countries can be dialed directly; the country code for Burkina Faso is +226.

Transportation

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Ouagadougou's international airport is served by several weekly domestic and international flights. Public transportation, even in the capital, is unreliable since buses, and taxis are run-down. Rental cars and all-terrain vehicles are expensive but available, usually at hotels that cater to businesspeople and tourists. Two passenger trains leave Ouagadougou each week for Cote d'Ivoire, and freight trains leave daily.

Primary roads between most main towns in Burkina Faso are paved. Domestic air service and flights between Africa are relatively limited. As of 2014, there were eight airlines servicing the capital city, Ouagadougou, with approximately 35 commercial flights per week. Below are the carriers and their routes:

Air France service to:	Paris, connecting to cities in Europe and the U.S.
Brussels Airlines service to:	Brussels connecting to cities in Europe and the U.S.
Air Algérie service to:	Algiers connecting to cities in Europe and the U.S.
Air Burkina service to:	Abidjan, Accra, Bamako, Bobo-Dioulasso, Cotonou, Dakar, Lome, and Niamey
Air Cote d'Ivoire service to:	Abidjan
Asky Airlines service to:	Lome connecting to other African cities
Colombe Airlines service to:	Bobo-Dioulasso
Ethiopian Airlines service to:	Addis Ababa connecting to other African cities
Royal Air Maroc service to:	Casablanca, Paris, connecting to New York
Senegal Airlines service to:	Dakar and Bamako
Tunis Air service to:	Tunis connecting to cities in Europe and the U.S.
Turkish Airlines service to:	Istanbul connecting to cities in Europe and the U.S.

Because carriers frequently change their routes it is advisable to contact the airlines for more up-to-date information.

Language

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French is Burkina Faso's official language. Some well-traveled businessmen and government officials are proficient in English, but the majority is not. The local language, Moore, is widely spoken in Ouagadougou, with Dioula being widely spoken in Bobo-Dioulasso.

Health

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Local medical services are limited. Unwashed fruits and vegetables and undercooked meats are not safe to eat. Tap water is not potable. Bottled mineral water is available at hotels, restaurants, and some retail shops. Chloroquine-resistant malaria is prevalent in Burkina Faso, and malaria suppressants should be taken prior to arrival in country. Vaccinations and precautions against other illnesses are recommended for travel in rural areas.

Useful information on medical emergencies abroad, including overseas insurance programs, is provided in the Department of State's Bureau of Consular Affairs brochure, Medical Information for Americans Traveling Abroad, available via the Bureau of Consular Affairs home page.

Information on vaccinations and other health precautions, such as safe food and water precautions and insect bite protection, may be obtained from the Centers for Disease Control and Prevention's (CDC's) hotline for international travelers at 1-877-FYI-TRIP (1-877-394-8747), fax 1-888-CDC-FAXX (1-888-232-3299), or Internet site at <http://www.cdc.gov/travel>.

Local Time, Business Hours, and Holidays

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Burkina Faso is on GMT. Many local businesses and government offices close between 1:00 and 3:00 pm and most businesses tend to close on Sunday. The following local and international holidays are observed each year:

January 1:	New Year's Day
January 3:	National Day
January 13:	Mouloud
March 8:	Women's Day
April 21:	Easter Monday
May 1:	Labor Day
May 29:	Ascension
July 29:	Ramadan
August 15:	Assumption
October 5:	Tabaski
October 15:	Rectification Day
November 1:	All Saints' Day
December 11:	Proclamation of the Republic/National Day
December 25:	Christmas Day

Temporary Entry of Materials and Personal Belongings

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Burkina Faso grants Normal Temporary Entry to raw materials imported for the processing or manufacturing of finished products. It also covers assembling operations. Burkina Faso also grants Exceptional Temporary entry to products that are temporarily imported for maintenance, trials, or exhibitions, as well as empty packing materials intended to be re-exported, research material, and all machines intended for public works.

Chapter 9: Contacts, Market Research and Trade Events

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Contacts

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Below is a list of Burkina Faso Principal Government Officials and U.S. Government agencies. For more information, please contact the U.S. Embassy.

President and Minister of Defense	Blaise Compaoré
Prime Minister	Luc Adolphe Tiao
State Minister, Minister of Foreign Affairs and Regional Cooperation	Djibril Bassole
State Minister, Minister of Political Reforms	Arsene Bognessan Ye
State Minister, Minister for Mission at Presidency	Sanné Mohamed Topan
Minister of Agriculture and Food Security	Mahama Zoungrana
Minister of Health	Lene Sebgo
Minister of Economy and Finance	Lucien Marie N Bembamba
Minister of Justice	Dramane Yameogo
Minister of Scientific Research and Innovation	Gnissa Isaie Konate
Minister of Women and Gender Promotion	Nestorine Compaore
Minister of Infrastructure and Transportation	Jean Bertin Ouedraogo
Minister of Civil Service, Labor and Social Security	Vincent Zakane
Minster of Territorial Administration and Security	Jerome Bougouma
Minister of Mines and Energy	Salif Kabore
Minister of Industry, Commerce and Handicraft	Arthur Patiende Kafando
Minister of Culture and Tourism	Baba Hama
Minister of Secondary and Higher Education	Moussa Ouattara
Minister of National Education and Literacy	Koumba Boly

Minister of the Environment and Sustainable Development	Salif Ouedraogo
Minister of Youth, Vocational Training and Employment	Basga Emile Dialla
Minister of Social Action and National Solidarity	Alain Zoubga
Minister of Animal Resources and Fisheries	Jeremie Ouedraogo
Minister of Human Rights and Civic Promotion	Prudence Nignan
Minister of Digital Economy and Posts	Jean Couldiaty
Minister of Housing and Urbanization	Yacouba Barry
Minister of Sports and Leisure	Yacouba Ouedraogo
Minister of Communication and Government Spokesperson	Alain Edouard Traore
Minister of Water and Sanitation	Mamounata Belem
Deputy Minister for Budget	Clotilde Ky
Deputy Minister of Regional Cooperation	Thomas Pale
Deputy Minister of Decentralization	Toussaint Abel Coulibaly
Deputy Minister of Agriculture	Issaka Maïga
Deputy Minister of Non Formal Education	Ousseni Tamboura
Deputy Minister for Infrastructure and Transportation	Baba Dieme

Contacts in Washington, D.C.:

Embassy of Burkina Faso

2340 Massachusetts Avenue, N.W.

Washington, D.C. 20008

E-Mail: contact@burkina-usa.org

Tel: (202) 332-5577

Fax: (202) 667-1882

Web: <http://www.burkina-usa.org>

U.S. Department of Commerce

International Trade Administration /Office of Africa

14th Street and Constitution Ave., NW

Washington, D.C. 20230

Tel: (202) 482-4388

Fax: (202) 482-5198

Web: <http://www.commerce.gov/>

The Trade Information Center (TIC)

U.S. Department of Commerce
ITA/Office of Export Promotion Coordination
Washington, D.C. 20230
Tel: (202) 482-0543 or 1-800-USA-TRADE
Fax: (202) 482-4473
Web: <http://web.ita.doc.gov/ticwebsite/afweb.nsf>

U.S. Department of Agriculture (USDA)**U.S. Foreign Agriculture Service**

Trade Assistance and Promotion Office
14th and Independence Avenue, NW
Washington, DC 20250-1052
Tel: (202) 720-7420
Fax: (202) 690-4374 or 205 9728
Web: <http://www.fas.usda.gov>

U.S. Department of State

Africa Bureau-AF-W, Room 4250
Washington, D.C. 20520
Tel: (202) 647-2214
Fax: (202) 312-9734
Webpage: <http://www.state.gov>

U.S. Department of Treasury

Office of International Affairs
1500 Pennsylvania Avenue, NW
Washington, D.C. 20220
Tel: (202) 622-1234
Web: <http://www.treas.gov/offices/international-affairs/>

United States Agency for International Development (USAID)

1300 Pennsylvania Avenue, NW
Washington, DC 20523
Tel: (202) 712-4810
Fax: (202) 216-3524
Web: <http://www.usaid.gov/burkina-faso>

Overseas Private Investment Corporation (OPIC)

1100 New York Avenue, NW
Washington, D.C. 20527
Tel: (202) 336-8799
Fax: (202) 336-8700
Web: <http://www.opic.gov>

U.S. Trade and Development Agency (USTDA)

1000 Wilson Blvd., Suite 1600
Arlington, VA 22209-3901
Tel: (703) 875-4357
Fax: (703) 875-4009
E-mail: info@tda.gov

Web: <http://www.ustda.gov/program/regions/subsaharanafrica/>

Export Import Bank of the United States (EXIMBANK)

811 Vermont Avenue, NW, 7th Floor

Washington, D.C. 20571

Tel: (202) 566-8008

Fax: (202) 566-7524

Web: <http://www.exim.gov>

U.S. Based Multilateral Financial Institutions

The World Bank

1818 H Street, NW

Washington, DC 20433

Tel: (202) 477-1234

Fax: (202) 477-6391

Web: <http://www.worldbank.org>

The International Finance Corporation

1818 N Street, NW

Washington, DC 20433

Tel: (202) 477-1234

Fax: (202) 477-3112

Web: <http://www.ifc.org>

Multilateral Investment Guarantee Agency (MIGA)

1818 H Street, NW

Washington, DC 20433

Tel: (202) 473-3075

Fax: (202) 872-1521

Web: <http://www.miga.org>

The Corporate Council on Africa

1660 L Street, NW, Suite 301

Washington, DC 20036

Tel: 202-835-1115

Fax: 202-835-1117

Web: <http://www.africacncl.org>

Market Research

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To view market research reports produced by the U.S. Commercial Service please go to the following website: <http://www.export.gov/mrktresearch/index.asp> and click on Country and Industry Market Reports.

Please note that these reports are only available to U.S. citizens and U.S. companies. Registration to the site is required, and is free.

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Please click on the link below for information on upcoming trade events.

<http://www.export.gov/tradeevents/index.asp>

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Chapter 10: Guide to Our Services

The President's National Export Initiative marshals Federal agencies to **prepare U.S. companies to export successfully, connect them with trade opportunities** and **support them once they do have exporting opportunities.**

The U.S. Commercial Service offers customized solutions to help U.S. exporters, particularly small and medium sized businesses, successfully expand exports to new markets. Our global network of trade specialists will work one-on-one with you through every step of the exporting process, helping you to:

- Target the best markets with our world-class research
- Promote your products and services to qualified buyers
- Meet the best distributors and agents for your products and services
- Overcome potential challenges or trade barriers
- Gain access to the full range of U.S. government trade promotion agencies and their services, including export training and potential trade financing sources

To learn more about the Federal Government's trade promotion resources for new and experienced exporters, please click on the following link: www.export.gov

For more information on the services the U.S. Commercial Service offers to U.S. exporters, please click on the following link: (Insert link to Products and Services section of local buyusa.gov website here.)

U.S. exporters seeking general export information/assistance or country-specific commercial information can also contact the **U.S. Department of Commerce's Trade Information Center** at **(800) USA-TRAD(E)**.

To the best of our knowledge, the information contained in this report is accurate as of the date published. However, **The Department of Commerce** does not take responsibility for actions readers may take based on the information contained herein. Readers should always conduct their own due diligence before entering into business ventures or other commercial arrangements. **The Department of Commerce** can assist companies in these endeavors.

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