

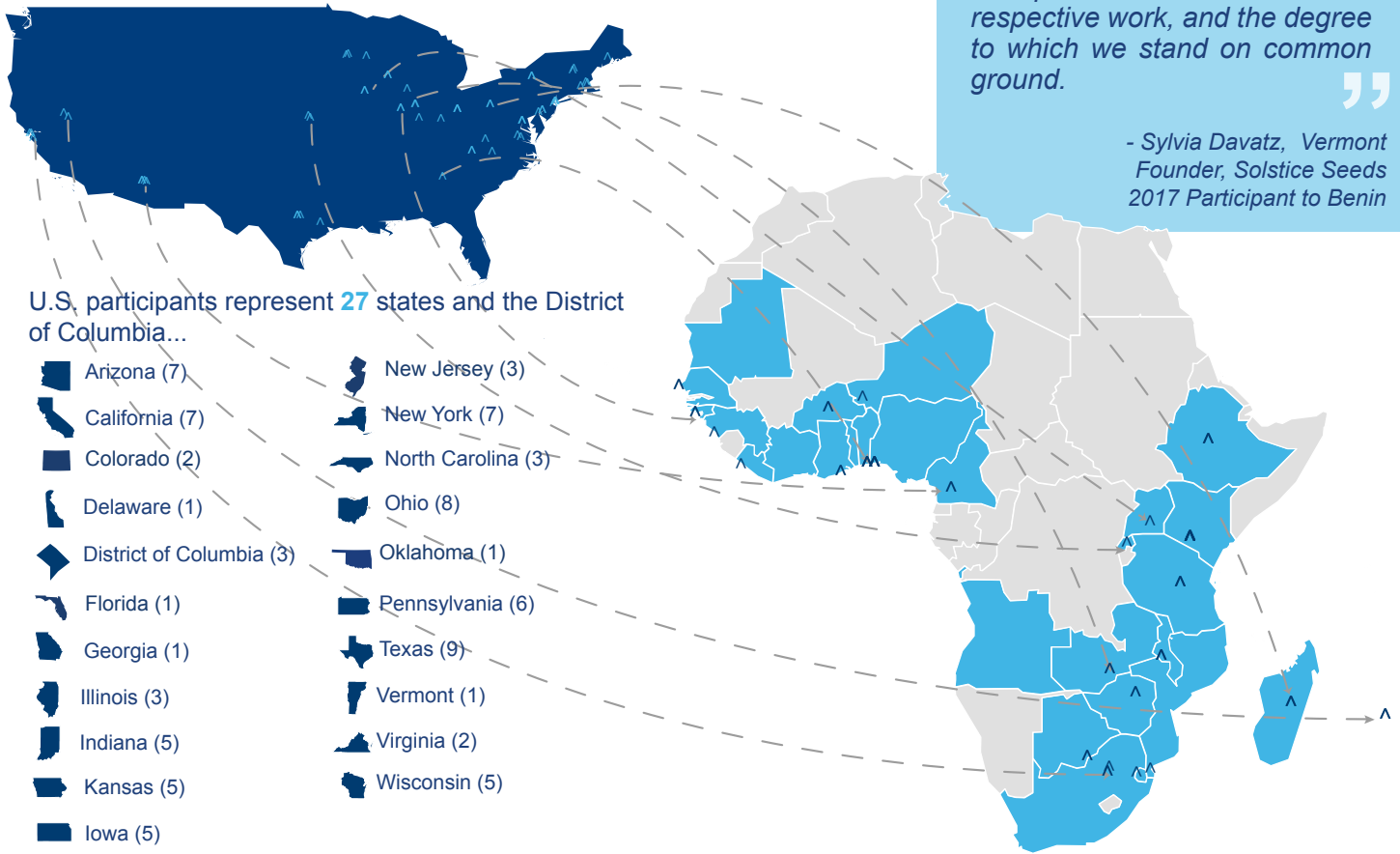


RECIPROCAL EXCHANGE

The Mandela Washington Fellowship for Young African Leaders – the flagship program of the U.S. government’s Young African Leaders Initiative (YALI) – was created in 2014 to invest in **the next generation of African leaders**. The Reciprocal Exchange Component of the Fellowship builds stronger relationships between American professionals and Mandela Washington Fellows, inspired by their study in the United States. The Reciprocal Exchange provides **opportunities** for **business people, industry experts, and organizations to collaborate** on projects across Sub-Saharan Africa. Through these projects, Americans and young African leaders form **lasting partnerships**, expand **markets and networks**, and increase **mutual understanding** between the United States and Africa.

“
It became clear that this kind of exchange makes an ambassador of each of us. Insight into individual lives in distant cultures fosters understanding, mutual respect, and compassion, and that works both ways. Even as cultural differences became evident, I was repeatedly struck by parallels in the issues and problems we face in our respective work, and the degree to which we stand on common ground.
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- Sylvia Davatz, Vermont Founder, Solstice Seeds 2017 Participant to Benin



Formalized in 2016, the Reciprocal Exchange Component has enabled **104 Americans** representing a **diverse array of backgrounds** and interests to forge **valuable connections** between U.S. and African leaders across a variety of sectors, including:



Agriculture



Civic Engagement



Entrepreneurship



Financial Management



Health

RECIPROCAL EXCHANGE TIMELINE:



Connect.

U.S.-based practitioners connect with Mandela Washington Fellows from Africa in the United States.

Collaborate.

Fellows and Americans collaborate on a shared interest and apply for a Reciprocal Exchange Award.

Travel.

Selected Americans travel to Africa to work with a Fellow in their home country.

Co-Learn.

Together, Fellows and Americans work to develop and implement their ideas on the ground.

Share.

Participants share their work with the U.S. Department of State and with their colleagues and communities to expand their reach and impact.

Sustain.

Once home, participants continue to build on the networks and ideas gained from the Reciprocal Exchange.



Forging Business Relationships

Alexis Taylor, Director of New Projects at 3 Day Startup, Inc. (3DS) of Austin, Texas initiated an entrepreneurship course in Malawi to help young Africans launch their own companies. She credits her Reciprocal Exchange with providing exposure to the Malawi market, and **learning how to “scale purposefully”** by **building long-term relationships** with universities and young African entrepreneurs. Since her 2015 project, 3DS has received another grant to help Malawian students kick-start new student-run companies.

Training Young American Leaders for Success

Carly Stingl, International Internship Program Advisor and Program Developer at the University of Wisconsin-Madison (UW), is harnessing networks from the Fellowship and the Reciprocal Exchange Component to develop an internship program for UW students with the National Union of Coffee Agribusinesses and Farm Enterprises in Uganda. This internship program will help **build the skills of young Americans** by providing UW undergraduate students with **hands-on-learning opportunities** in one of the world’s fastest growing economies.



Expanding Opportunities for American Leaders in their Fields

For more information on how Reciprocal Exchanges have expanded opportunities for Americans to collaborate with Mandela Washington Fellows, visit bit.ly/ReciprocalExchanges



Navigant Consulting is focused on solving some of the most challenging issues in the energy industry... In places like Africa, the opportunity for this kind of work is abundant, and completing a project like the Mabo Village Energy Exchange will position us well for additional work across this continent and in this sector. For smaller [businesses and] firms like Navigant Consulting, Reciprocal Exchanges provide the opportunity to strengthen our position within a market, gain insight, build expertise, and add value to an industry, which ultimately increases our ability to compete.



*- Ryan Taylor, Massachusetts Consultant at Navigant Consulting
2017 Participant to Zambia*

