

## **Doing Business with a Citizen Corporation: Itineraries of the Chad-Cameroon Pipeline Project's Subcontractors in Northern Cameroon**

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Taking part in the “local business development” component of the Chad-Cameroon pipeline project transformed and brought into being a number of business ventures in northern Cameroon. Informed by an ambitious development agenda, the project presented itself as a public-private partnership that, among many other goals, explicitly aimed at promoting the national private sector through subcontracting opportunities during the construction phase (2000-2003) that would not only contribute to economic growth and generate employment but also enhance local management capacities and technical expertise. Implicitly, the pipeline project also entailed formalizing the business practices of the firms that served as subcontractors and increasing their compliance with government regulations, tax law included. This paper looks at the ways in which these Cameroonian firms accommodated the pipeline project's requirements and places their strategies and tactics within longer business trajectories. From the vantage point of the present, we also draw a picture of the ambiguous legacy of their participation in the pipeline project.