

U.S. Commercial Service UKRAINE

Doing Business with the USA

Chisinau, Moldova May 11, 2011



U.S. Commercial Service

The U.S. Commercial Service is a program of the U.S. Department of Commerce's International Trade Administration.

Our mission:

- To promote the export of goods & services from the United States, particularly by small- and medium-sized businesses
- To represent U.S. business interests internationally
- To help U.S. businesses find qualified international partners



Our Network & What it can do for you

• Trade specialists in 108 U.S. cities and more than 140 posts in 80 countries worldwide...

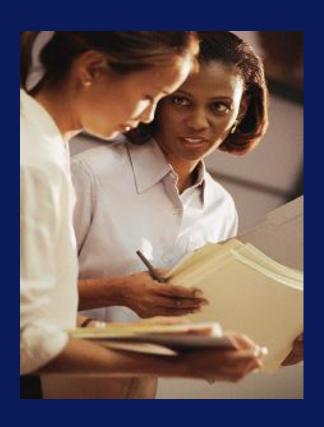
We can...

- Locate U.S. products, services, or business partners
- Introduce your company to thousands of qualified U.S. companies at local and U.S. trade shows



Products & Services

- International Buyer Program
- Catalog Exhibitions
- Gold Key Matching Service
- Trade Leads
- Trade Counseling
- Commercial News USA
- US Tourism Promotion





International Buyer Program

- Delegation coordination to major trade shows in the U.S.
- Including travel logistics and onsite business counseling
- Benefit from travelling with a U.S. government recognized group
- Over 30 shows a year





IBP Schedule CY2011

- Waste Expo, Dallas, TX, May 9-12
- Restaurant, Hotel-Motel Show, Chicago, IL, May 21-24
 - Clinical Lab Expo, Atlanta, GA, July 24-28
- Natural Products Expo, Baltimore, MD, September 21-24,
 - PACK EXPO, Las Vegas, NV, September 26-28
 - APTA EXPO 2011, New Orleans, LA, October 3-5
- Automotive Aftermarket Industry Week, Las Vegas, NV, November 1-4
 - American Film Market, Santa Monica, CA, November 2 9
 - Greater New York Dental Meeting, New York, NY, November 25-29
 - POWER-GEN International 2011, Las Vegas, December 6-8



Catalog Exhibitions

One exhibition stand that produces multiple company leads!

- ➤ Each stand carries information from multiple U.S. companies who are interested in your industry
- Take away catalogs, brochures and videos from U.S. companies who are interested in exporting
- >> Located at major trade shows and embassies around the world
- All major industries covered



Gold Key Matching Service

Appointment scheduling service for foreign companies that are looking for U.S. products & services

- Customized set of appointments arranged for you domestically and in U.S. states & cities
- Post-meeting debriefing with our trade specialists and assistance in developing followup strategies
- Help with travel, accommodations, interpreter service, and clerical support





Trade Counseling

Our trade specialists work directly with our team in the U.S, getting you all the information and advice that you need.

We can help you:

- Identify U.S. products and services that you are looking for
- >> Evaluate international competitors
- Identify and comply with legal and regulatory issues
- Advise on trade financing, project investment, make introductions





Commercial News USA

- Monthly trade magazine that lists U.S. products and services
- Distributed free to more than 400,000 buyers from around world
- Available by mail or online
- >> Sign-up now and purchase some great U.S. products

Check out www.export.gov/cnusa for more information





USG Trade Financing

U.S. Trade & Development Agency (TDA) http://www.ustda.gov

Grants:

- Feasibility Studies (incl. Definitional Missions)
- Orientation Visits
- Reverse Trade Missions

U.S. Export-Import Bank

http://www.exim.gov

- Medium and Long Term Financing, up to 85% of US content
- Range: \$100,000 \$250,000,000
- -- Term: up to 7 years

Overseas Private Investment Corporation (OPIC) http://www.opic.gov

- US investment insurance & financing
- Range: up to \$250,000,000 (\$25-80,000,000 for hotels)
- Min. 25+1% US share / US hotel operator

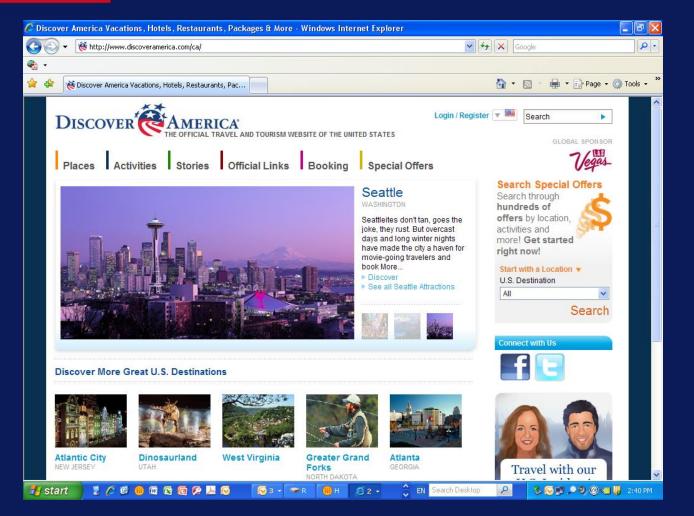


US Tourism Resources:

- OTTI, US DOC: http://www.tinet.ita.doc.gov
- Discover America: http://www.discoveramerica.com
- U.S. Travel Association: http://www.ustravel.org/
- National Park Service http://www.nps.gov
- American Byways: http://www.byways.org/
- National Tour Association: <u>http://nnf.ntaonline.com/applications/TourOperatorSearch.aspx</u>

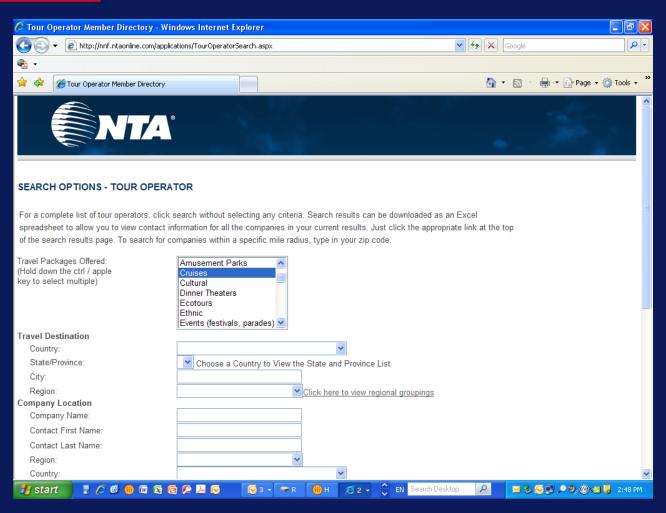


Discover America: http://www.discoveramerica.com





National Tour Association





How to contact us

US Commercial Service – Kyiv

Artem Business Center

4 Hlybochytska St.

Kyiv 04050, Ukraine

Tel: 380 44 490-4018/ 4000

Fax: 380 44 490-4046

Email: Yuriy.Prikhodko@trade.gov

Cheryl.Dukelow@trade.gov

www.buyusa.gov/Ukraine

www.export.gov