



# 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 on-site 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 follow-up 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](http://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:  
<http://nnf.ntaonline.com/applications/TourOperatorSearch.aspx>



# Discover America:

<http://www.discoveramerica.com>

Discover America Vacations, Hotels, Restaurants, Packages & More - Windows Internet Explorer

http://www.discoveramerica.com/ca/

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Seattleites don't tan, goes the joke, they rust. But overcast days and long winter nights have made the city a haven for movie-going travelers and book More...

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**West Virginia**

**Greater Grand Forks**  
NORTH DAKOTA

**Atlanta**  
GEORGIA

Travel with our

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Search Desktop

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# National Tour Association

Tour Operator Member Directory - Windows Internet Explorer

http://nnf.ntaonline.com/applications/TourOperatorSearch.aspx

Tour Operator Member Directory

 NTA®

## SEARCH OPTIONS - TOUR OPERATOR

For a complete list of tour operators, click search without selecting any criteria. Search results can be downloaded as an Excel spreadsheet to allow you to view contact information for all the companies in your current results. Just click the appropriate link at the top of the search results page. To search for companies within a specific mile radius, type in your zip code.

Travel Packages Offered:  
(Hold down the ctrl / apple key to select multiple)

Amusement Parks  
Cruises  
Cultural  
Dinner Theaters  
Ecotours  
Ethnic  
Events (festivals, parades)

Travel Destination

Country:

State/Province:  Choose a Country to View the State and Province List

City:

Region:  [Click here to view regional groupings](#)

Company Location

Company Name:

Contact First Name:

Contact Last Name:

Region:

Country:

start

Search Desktop

2:48 PM





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**[www.buyusa.gov/Ukraine](http://www.buyusa.gov/Ukraine)**

**[www.export.gov](http://www.export.gov)**