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U S AGENCY FOR  
INTERNATIONAL  
DEVELOPMENT

U S Agency for International Development  
Business Support Services  
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GTN Business Support Services

**Central and  
Eastern Europe:  
*A Resource Guide***

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# **I U S AGENCY FOR INTERNATIONAL DEVELOPMENT (USAID)**

[www.info.usaid.gov](http://www.info.usaid.gov)

## **USAID's Approach to Foreign Assistance**

USAID uses foreign assistance as a policy tool to effectively move nations toward free markets, free governments, and greater prosperity. U.S. foreign assistance is used to respond to pressing humanitarian crises around the globe and to help the victims of floods, famine, and war.

Open governments and open markets go hand in hand. When considering a nation for development assistance, USAID looks at a number of important factors including:

- Strategic interests
- A country's commitment to social and economic reform
- Willingness to foster democracy
- Ability of a nation to work as a good development partner

Most economists agree that significant economic growth and a better quality of life do not come from economic policy alone. Economic growth is spurred by a proper blend of good government, sound economic policies, and investments in key social sectors like education, health, and environment. USAID's programs help create an enabling environment for economic growth and higher standards of living by focusing on the four areas (outlined below) that have the greatest impact in the developing world today. To promote development, USAID works in close partnership with other U.S. government agencies, U.S. firms, private voluntary organizations, indigenous groups, and universities.

The assistance that the U.S. taxpayers provide to the developing world is ultimately in the self-interest of the United States. USAID's programs address the primary causes of social instability and underdevelopment by joining in partnership with the government and citizens of the country to address mutually identified problems. Development is sustainable when it permanently enhances the capacity of a society to improve its quality of life. Thus, while addressing problems in any one of USAID's major sectors, the Agency is also able to achieve the facilitation of progress in the other areas. This is because programs aim at increasing participation and empowerment. USAID's programs bring people at all income levels into the economic, social, and political processes so that they may contribute to and benefit from national progress. Sustainability also creates lasting trade and social linkages between the United States and the developing world.

USAID is based in Washington but derives strength from its field missions abroad. USAID staff work with teachers, farmers, microentrepreneurs, nurses, and other members of the local community in Africa, Asia and the Near East, Latin America and the Caribbean, Central and Eastern Europe, and the New Independent States of the former Soviet Union.

## **Why Foreign Aid?**

Foreign aid addresses fundamental threats to American security in the post-Cold War era. The breakdown of international order, mass migrations, and the failure of nations mark this new

generation of threats Foreign assistance is a vital foreign policy tool for preventing crises and avoiding the high cost of peacekeeping and emergency relief operations By fostering an enabling environment for free markets and increasing the economic capacity of developing nations, foreign aid creates markets abroad for U S goods and helps ensure the economic well-being of the United States into the next century By the year 2000, four out of five consumers will live in the developing world Last year alone, U S exports to developing countries grew by over 14 percent

U S foreign assistance has contributed to major breakthroughs like the "Green Revolution" in India, the worldwide eradication of smallpox, the widespread use of oral rehydration therapy to save the lives of millions of children each year, and the holding of free elections in countries like South Africa and El Salvador The lives of more than 3 million children are saved each year as a result of USAID-sponsored immunization programs USAID assistance also helped millions of entrepreneurs start or improve their own small businesses

Since 1961, USAID has been charged with implementing programs which further American self-interest and demonstrate American humanitarian concern *Spending less than one half of one percent of the federal budget*, USAID works in four interrelated areas crucial to achieving U S foreign policy objectives

#### **Democracy and Human Rights**

Because democratic regimes contribute to peace and security in the world and because democracy and respect for human rights coincide with fundamental American values, the Clinton Administration has identified the promotion of democracy as a primary objective of U S foreign policy Foreign assistance is a natural vehicle for achieving this goal Democratization is an essential part of sustainable development because it facilitates the protection of human rights, informed participation, and public sector accountability Faltering democracies and persistent oppression pose serious threats to the security of the United States and other nations Stable democratic nations make the best trading partners for the United States and help promote international security

#### **Encouraging Broad-Based Economic Growth**

USAID's strategy for encouraging environmentally sound, broad-based economic growth focuses on strengthening markets, investing in people, and enhancing opportunity and access through support for new or significantly-strengthened, hemispheric-wide, catalytic institutions The programs aim at improving education and market efficiency and performance, expanding market opportunities, and expanding access to markets for all social groups

USAID helps the people of developing nations become participants in the economic and political lives of their nations, thus creating markets for the United States and reducing global poverty USAID supports policy reforms in key sectors by strengthening economic and political institutions critical to good governance, by encouraging the effective functioning of the markets, by investing in human resources, especially the education and health of people, and by aiding projects designed to promote sustainable economic growth

#### **Stabilizing Population Growth and Protecting Human Health**

USAID supports Population, Health, and Nutrition (PHN) programs in over 67 countries in Asia, Africa, Latin America, the Middle East, and Eastern Europe USAID health activities include

family planning, prenatal and postnatal care, and successful treatment of sexually transmitted diseases (STDs) In addition, as the HIV/AIDS virus spreads, USAID is revising its programming to include needed funding for STD and HIV/AIDS prevention

### **Protecting the Environment**

Environmental problems increasingly threaten the economic and political interests of the United States and the world at large Both industrial and developing nations contribute to this threat America's own well-being is directly threatened by worldwide environmental degradation In the long run, we cannot escape the effects of global climate change, biodiversity loss, and natural resource depletion USAID's programs effectively work to combat some of these global challenges Better and more efficient management of natural resources also increases prospects for lasting economic growth

## **II USAID Procurement**

[www.info.usaid.gov/business/](http://www.info.usaid.gov/business/)

### **What Does USAID Purchase?**

**Technical Assistance** includes contracts for managerial and technical services in projects developed by USAID field missions in collaboration with foreign host governments and other international donors USAID has identified priority areas that are the focus of its efforts to promote sustainable development These include protecting the environment, promoting health and stabilizing population growth, building democracy, and encouraging broad-based economic growth Development activities address disease, food supply, climate change, rapid population growth, mass migrations, and depletion of environmental quality or biodiversity, among other areas

**Commodities** are purchased by USAID to fulfill project requirements, including medical supplies and equipment, vehicles, computer hardware, software, and accessories, agricultural inputs, and environmental equipment

**Training** includes academic or professional training, short and long-term, which is a part of the implementation of USAID projects

### **How Does USAID Advertise Procurement Opportunities?**

**Commerce Business Daily (CBD)** The CBD includes advertisements for all USAID commodity procurements, technical assistance, and training contract opportunities with a value greater than \$25,000, as well as other government procurement opportunities, contract awards, subcontracting leads, and sales of surplus property

- Free access via the Internet  
*[www.info.usaid.gov/procurement\\_bus\\_opp/procurement/announce/cbd](http://www.info.usaid.gov/procurement_bus_opp/procurement/announce/cbd) or  
[cbdnet.gpo.gov/index.html](http://cbdnet.gpo.gov/index.html)*

- To receive USAID advertisements via E-mail Send the message “subscribe USAID-CBD-L your name” to listproc@info.usaid.gov (For example “subscribe USAID-CBD-L Jane Smith”)
- Subscriptions of the print version are available from the U S Government Printing Office at (202) 512-1800 The U S Department of Commerce at (202) 482-0632 has a list of companies marketing the electronic version The annual subscription cost is \$324.00 for first-class mail and \$275.00 for second-class mail A six month trial subscription costs \$162.00 for first-class mail, and \$137.50 for second-class mail

**Procurement Information Bulletin (PIB)** The PIB is a free bi-weekly USAID publication that provides information on USAID-financed commodity procurements with a value greater than \$25,000 These procurements include Invitations for Bids, Requests for Quotations, announcements of pre-qualification questionnaire availability, and other general information

- Free access via the Internet  
*www.info.usaid.gov/procurement\_bus\_opp/procurement/announce/pib*
- To receive the PIB via E-mail Send the message “subscribe PIB-L your name” to listproc@info.usaid.gov
- To receive the print version Tel (202) 712-5150

To receive **USAID press releases** via email send the message “usaid\_press” to listproc@info.usaid.gov

### III ADDITIONAL SOURCES OF USAID INFORMATION

**USAID’s Public Information Center (PIC)** answers inquiries of a general nature Tel (202) 712-4810

**The Center for Development Information and Evaluation (CDIE)** serves as the institutional memory for the U S Agency for International Development CDIE maintains a database of over 90,000 USAID-funded programs and project documents CDIE also provides interested individuals and organizations outside USAID with access to its database Please contact CDIE through the Development Experience Clearinghouse (DEC) to order specific documents

**The Development Experience Clearinghouse (DEC)** is the repository of USAID’s database on USAID funded programs and projects To get ordering information for USAID publications, contact the DEC If you know the identification number of the document you would like to obtain, you may order it directly from the DEC The document identification begins with the letters PN- or PD- There is a charge for some publications The address for the clearinghouse is 1611 N Kent Street, Suite 200, Arlington, VA 22209-2111 Tel (703) 351-4006, Fax (703) 351-4039, E-mail docorder@disc.mhs.compuserve.com

**USAID Library & Learning Resources Center** is the Library for Agency direct-hire and contractor staff The collection includes USAID reports and serials, World Bank publications, commercially published books and journals, self-study language materials, reference materials, newspapers and CD-ROMs The Reference Librarians assist customers Monday through Friday,

10 00 a m - 4 00 p m The Center is located in the Public Information Center in the Ronald Reagan Building Tel (202) 712-0578, Fax (202) 216-3515

The *Congressional Presentation (CP)* provides a projected programmatic and budgetary overview of USAID activities by country and region for the coming fiscal year The Fiscal Year 1998 USAID Congressional Presentation may be viewed on the USAID web-site at [http //www info usaid gov/pubs/cp98](http://www.info.usaid.gov/pubs/cp98) The 1997 and 1998 Congressional Presentations may be purchased from the National Technical Information Service at (703) 487-4650 or (800) 553-6847

|  | <u>Paper Copy</u> | <u>Microfiche</u> |
|--|-------------------|-------------------|
| FY 1997 Statistical Annex (PB-97-156095)                         | \$49 00           | \$19 50           |
| FY 1998 Summary Tables (PB-97-156087)                            | \$21 50           | \$10 00           |
| FY 1998 Main Volume (PB-97-156038)                               | \$47 00           | \$19 50           |
| FY 1998 Annex III-Europe & New Independent States (PB-97-156061) | \$57 00           | \$21 50           |

The USAID *Contracts and Grants and Cooperative Agreements with Universities, Firms and Non-Profit Institutions for Fiscal Year 1996* or “Yellow Book” can be accessed and searched via the USAID web-site at [www info usaid gov/ftp\\_data/pub/op/yellow\\_book/](http://www.info.usaid.gov/ftp_data/pub/op/yellow_book/)

The *Guide to Doing Business with USAID A Manual for US Businesses Including US Small Business and Disadvantaged Enterprises* includes a general description of the organization of USAID and USAID procurement process Copies can be obtained by telephoning the Office of Small and Disadvantaged Business Utilization at (202) 712-1500 or the Global Technology Network Business Support Services at (800) 872-4348

**Voluntary Foreign Aid Programs** lists activity descriptions of non-governmental organizations administering USAID projects To order this publication, contact Ms Mary Newton, Registrar, USAID, Bureau for Humanitarian Response, Private and Voluntary Cooperation at Tel (202) 712-0840

## **IV GLOBAL TECHNOLOGY NETWORK (GTN)**

[www.usgtn.org](http://www.usgtn.org)

The Global Technology Network facilitates the transfer of U S technology to USAID-assisted industry sectors and countries. As USAID missions and local public and private sector partners identify development problems, GTN, through its extensive databases, matches the developing country's needs with specific U S companies having the appropriate technology to address the problem. GTN focuses on identifying international business opportunities in **Agribusiness, Communication & Information Technologies, Environment, and Healthcare**.

A network of participating in-country public and private sector representatives identifies business opportunities. Technology transfer opportunities are transmitted from the field and electronically matched with U S firms registered in GTN's sector databases. Trade lead information is then faxed or e-mailed to appropriate U S companies.

### **Global Technology Sectors**

#### ***Agribusiness***

GTN identifies business opportunities within 226 sub-sectors, including agricultural systems development, crop and animal production/equipment, food processing, and agroforestry.

#### ***Communications & Information Technologies***

GTN tracks opportunities in 60 sub-sectors, such as computer technology, education and training, and telecommunications infrastructure.

#### ***Environmental Technology***

GTN covers over 600 different sub-sectors within the environmental field, including pollution control, treatment and disposal, and clean technologies.

#### ***Health & Population Technology***

GTN includes 193 sub-sectors in the healthcare field, including healthcare centers, education, economics/administration, medical supplies and equipment, and pharmaceuticals.

### **To register for a GTN database, contact**

U S Agency for International Development  
**Global Technology Network**  
G/EGAD/BD/GTN  
1300 Pennsylvania Avenue, NW  
Washington, DC 20523  
Tel (800) 872-4348  
Fax (202) 216-3526

## *V GTN BUSINESS SUPPORT SERVICES*

[www.usgtn.org/ctis](http://www.usgtn.org/ctis)

GTN's Business Support Services (BSS) is the counseling and information services arm of the USAID Global Technology Network (GTN). BSS is staffed with regional and industry analysts specializing in USAID-assisted countries. Clients can access BSS by a toll free 1-800 number (within the continental United States), fax, mail, and Internet. Each request is handled on a one-on-one basis to ensure that assistance is appropriate and timely. BSS also offers international business counseling to small- and medium-sized businesses interested in USAID contracts and procurements.

By providing information about process, procedures, programs, and opportunities, BSS fosters a large, competitive pool of knowledgeable and qualified companies that bring new ideas and solutions to development work with USAID.

The Business Support Services has counseled and provided information to over 16,000 private sector firms since opening in the fall of 1992. BSS maintains a large, growing network of business and trade associations interested in USAID procurement opportunities and trade leads in emerging and developing markets.

- **Business Counseling** - BSS provides one-on-one international business counseling to firms interested in contracting and procurement opportunities with USAID and/or expanding to those markets where USAID has a presence.
- **Business Information Notices** - BSS disseminates timely information related to emerging and developing markets and business opportunities in USAID countries and industry sectors, and works closely with its clients to identify relevant opportunities. BSS also disseminates current market data, notices on promotional events, and other relevant business intelligence.
- **Information Services & Publications** - BSS proactively develops and disseminates comprehensive industry and regional business resource guides on USAID and other international development programs.
- **Conference Marketing** - BSS assists USAID Missions and related organizations in marketing conferences, seminars, and workshops that complement USAID strategic objectives.

All BSS publications may be ordered through the Washington, DC office at

U S Agency for International Development  
**Global Technology Network**  
G/EGAD/BD/GTN  
1300 Pennsylvania Avenue, NW  
Washington, DC 20523  
Tel (800) 872-4348  
Fax (202) 216-3526  
E-mail [usgtn@usaid.gov](mailto:usgtn@usaid.gov)

In addition to BSS in Washington, DC, USAID has outreach offices on the West Coast (Huntington Beach, California, Portland, Oregon and Seattle, Washington), in the Midwest (Chicago, Illinois) and in the South (Miami, Florida)

**Contacts**

**Mr George Cole**  
USAID West Coast Outreach  
5920 Friars Rd  
#102  
San Diego, CA 92108  
Tel (800) 274-3006 or (619) 543-9300  
Fax (619) 543-0466

**Mr Paul Bisek or Ms Aileen Furlong**  
USAID Midwest Business Opportunities Center  
The Merchandise Mart, Suite 2400  
200 World Trade Center Chicago  
Chicago, IL 60654  
Tel (312) 467-0550  
Fax (312) 467-0615

**Mr Don Smith**  
International Sustainable Development Foundation  
1 World Trade Center  
121 SW Salmon Street  
Suite 210  
Portland, OR 97204  
Tel (503) 279-9383  
Fax (503) 279-9381

**Ms Christine Nassar**  
International Trade Division  
State of Washington  
2001 6<sup>th</sup> Avenue  
Suite 2600  
Seattle, WA 98121-2522  
Tel (206) 464-7143  
Fax (206) 464-7222

**Mr Scott Bellows**  
c/o Programa Bolivar  
U S National Liaison Office, Inc  
1390 Brickell Avenue  
Suite 210  
Miami, FL 33131-3324  
Tel (305) 371-3394  
Fax (305) 371-3587

## VI USAID MISSIONS AND REPRESENTATIVE OFFICES

### USAID Albania

Dianne Blane, USAID Representative  
Tirana, Albania  
Tel (355-42) 30-551  
Fax (355-42) 35-600

### USAID Bosnia & Herzegovina

Craig Buck, USAID Representative  
Sarajevo, Bosnia-Herzegovina  
Tel (387-71) 667-900  
Fax (387-71) 667-892

### USAID Bulgaria

John Tennant, USAID Representative  
Sofia, Bulgaria  
Tel (359-2) 951-56-37  
Fax (359-2) 951-56-70

### USAID Croatia

Charles Aanenson, USAID Representative  
Zagreb, Croatia  
Tel (385-1) 481-1977  
Fax (385-1) 481-6143

### USAID Estonia

Peeter Konhandi, Country Liaison  
Tallinn, Estonia  
Tel (372-6) 312-021  
Fax (372-6) 312-139

### USAID Hungary

Thomas F Cornell, USAID Representative  
Budapest, Hungary  
Tel (36-1) 302-6400  
Fax (36-1) 302-0693

### USAID Latvia

Howard Handler, USAID Representative  
Riga, Latvia  
Tel (371-7) 325-494  
Fax (371-7) 830-067

### USAID Lithuania

Ron Greenberg, USAID Representative  
Vilnius, Lithuania  
Tel (370-2) 221-666  
Fax (370-2) 222-954

### USAID FYR Macedonia

Stephen Haynes, USAID Representative  
Skopje, Macedonia  
Tel (389-91) 117-211  
Fax (389-91) 118-105

### USAID Poland

William Frej, USAID Representative  
Warsaw, Poland  
Tel (48-22) 630-2480  
Fax (48-22) 628-2486

### USAID Romania

Peter Lopera, USAID Representative  
Bucharest, Romania  
Tel (40-1) 335-5806  
Fax (40-1) 312-0508

### USAID Slovakia

Paula Goddard, USAID Representative  
Bratislava, Slovakia  
Tel (421-7) 533-0667  
Fax (421-7) 5-334-711

## **VII USAID PROGRAMS IN CENTRAL AND EASTERN EUROPE**

The Support for Eastern Europe Democracy program began as a regional program after the collapse of communism in Central and Eastern Europe in 1989. A program of regional projects provided the flexibility to move funds and activities quickly to different countries as targets of opportunity arose in a fast-changing situation. Since then, increased staff have been placed in the field, country specific strategies have been developed, reviewed and approved, and field missions have prioritized programs within country funding levels.

Regional projects continue but with country and regional funding. The use of the country funding is described in the various country narratives below. Regional activities that are supportive of more than one country are discussed here. This includes regional projects benefiting several countries, such as a program to clean up the Danube, contract personnel who provide technical services to more than one country, and regional conferences, working groups of courses that benefit participants from a number of countries. USAID is pursuing the following three strategic objectives within the SEED program in Central and Eastern Europe.

### **ECONOMIC RESTRUCTURING**

Foster the emergence of a competitive, market-oriented economy in which the majority of economic resources are privately owned and managed. USAID's challenge is to reinforce, strategically and tactically, the dynamics of economic transition. USAID assists the transfer of state-owned assets to the private sector, helps establish more stable business environments, facilitates the expansion of private enterprise, promotes fiscal and financial sector reform, and supports the sustainable use of natural resources. In promoting improvements to the business environment, USAID-funded advisors, training and equipment are helping to draft policies, legislation, and regulatory procedures necessary to privatize government-owned assets, break-up monopolies, establish markets, and strengthen competitiveness.

### **BUILDING DEMOCRACY**

Support the transition to transparent and accountable governance and the empowerment of citizens through democratic political processes. Overall, the democracy and governance strategy for Central Europe assists in the transformation of communist governments to pluralistic democracies, helps make government transparent and responsive to the public by creating checks and balances against the arbitrary power of political leadership in the state bureaucracy, and creates the legal and informational environments necessary to facilitate community initiative outside government and protect individual rights. USAID assistance supports program objectives in these areas: democratic political process, rule of law, decentralization of public administration to local governments, increased participation of citizens and nongovernmental organizations in political and economic decision making, and strengthening independent media. Portfolio activities in many sectors, such as environment, strengthen citizen participation in civil society and create non-governmental institutions and local government fora where citizens can promote their concerns. The crucial challenge of growing crime and corruption receives direct attention through assistance of U.S. law enforcement agencies and through USAID's efforts to build prosecutorial and other functions critical to the rule of law.

## **SOCIAL SECTOR RESTRUCTURING**

Strengthen the capacity to manage the human dimension of the transition to democracy and a market economy, and help sustain the neediest groups of the population during the transition period. The transition to market-based economies and democracy is threatened by "economic pain." Communism bankrupted the economies of Central Europe and mortgaged away much of the future as countries depleted their natural resources and limited financial reserves to fund non-sustainable enterprises. When communism collapsed, it also brought forth the legacy of debt and inefficiency with which it had saddled the citizens of the region. As state-controlled production and delivery of status-subsidized social services has been interrupted. The only affordable and sure means of redressing this economic dislocation is to complete the transition to a market economy in which private businesses can create jobs, the real answer to these problems. Yet citizens of Central Europe often view the reforms as the cause of their pain. Some backlash has been seen in election results and rising nationalism. USAID is helping these countries address immediate humanitarian needs of the most vulnerable groups, improve women's health and reducing the incidence of abortion by expanding access to modern family planning and restructure social sector systems to place them on a more sustainable basis.

### **ALBANIA**

The strategic objectives for assistance include Economic Restructuring, Building Democracy and Social Sector Restructuring. Key elements in the SEED program provide assistance for price and exchange system liberalization, fiscal consolidation, monetary restraint, and income policy. Complementing this is assistance to support structural reform, financial sector reform, enterprise restructuring leading to privatization, and the creation of the legal framework necessary for a market economy and private sector activity. The Albanian American Enterprise Fund is currently planning to make available credit for industry, and small and medium sized enterprises. A key project in the effort to privatize agriculture is the Support for Agricultural Restructuring in Albania. Technical assistance has been provided to improve legal education and to reform the Albanian judicial system. Through support from an American hospital, the University Hospital Center of Tirana is improving the quality of health care in Albania through exchanges of personnel, internships, and donations of medical equipment.

### **BOSNIA-HERZEGOVINA**

The strategic areas for assistance include economic restructuring, building democracy and continued support for humanitarian assistance activities. With the successful negotiation of the Peace Accords in Paris in December 1995, Bosnia and Herzegovina witnessed a cessation to the four years of hostility and the creation of an opportunity to establish economic stability and civilian harmony. USAID has launched a reconstruction finance program and a municipal infrastructure and services project that provides balance of payments support while working with the local banks and identifying and repairing war damaged community infrastructure. Technical advice has been made available to the Ministry of Finance and the Central Bank. Support for independent media, strengthening of judicial institutions, guarantee of free and fair elections, guarantee of free and fair elections will be additional elements of the USG's assistance package. The program in Bosnia and Herzegovina has been developed in close collaboration with host country officials, IFOR and the international financial institutions.

## BULGARIA

SEED funded assistance in Bulgaria focuses on developing a market-oriented economy, supporting the democratic transition to transparent and accountable governance, and improving fiscal sustainability of social benefits and services. US Government assistance has been critical in design and implementation of the Mass Privatization Program, which has already approved over a thousand companies for privatization. USAID supported the development and replication of municipal privatization procedures for 22 localities throughout Bulgaria, resulting in the sale of 487 properties, and raising \$22.8 million for the municipalities. Organizations like the Bulgarian American Enterprise Fund and CARESBAC have already approved about 450 investments totaling nearly \$21 million to date, creating hundreds of new jobs. Efforts to form industry associations in the agricultural sector help members improve product lines, expand exports and become more competitive. To help strengthen the capacity and accountability of local governments, USAID launched the Local Government Initiative in 1995 to give change-oriented municipalities opportunities to test new concepts in financing city services, involve NGOs and the local citizenry, and develop new approaches to manage municipal utilities and services. In the environment, USAID has helped Bulgarians implement least-cost approaches to upgrading the condition of the Danube River Basin, supported government efforts to protect Bulgaria's great biodiversity, determined appropriate environmental safety standards, and improved operational safety at Bulgaria's nuclear power plant.

## CROATIA

The strategic areas for assistance include Economic Restructuring, Democracy Building and Social Stabilization. Since 1993, the USAID program in Croatia has been primarily focused on alleviating human suffering and fostering reconciliation among the populations affected by the war. In 1994 and 1995 SEED-funded activities additionally targeted economic restructuring to generate a more competitive and market responsive private financial sector. USAID is providing technical assistance to support the development of the small and medium enterprise sector, the expansion of investment opportunities for small investors, bank rehabilitation and pension fund management. Democracy Building is focusing on expanded citizen participation in the political process, support for independent media, election legislation, and the strengthening of the indigenous NGO community. USAID has played an important role in supporting the UN Transitional Administration for Eastern Slavonia (UNTAES) to carry out its mandate to effect a peaceful transfer of authority over Eastern Slavonia to the Government of Croatia. The principal achievement of USAID and other donor-funded activities to date has been in the maintaining a high level of social stability in Eastern Slavonia and creation of adequate conditions of security and application of the rule of law to prevent large scale cross-border departures of resident populations. With the departure of UNTAES from the area, USAID's sustained involvement in the area is needed to complement and support the Organization for Security and Cooperation in Europe (OSCE) and others' monitoring efforts and to reassure affected populations of sustained international community commitment to ensure compliance with the terms and conditions of the Dayton and Erdut agreements. In 1998, USAID will begin implementation of a Returnee and Reconstruction Assistance to support municipalities and local government initiatives to encourage and facilitate return and permanent resettlement of up to 30,000 Croatian displaced persons in communities of origin in Croatia.

## LITHUANIA

The strategic areas for assistance include Economic Restructuring, and Building Democracy SEED assistance focuses on fiscal policy, legal and energy sector reform, and assistance to the central bank. Improving agribusiness through increased production, marketing/distribution, management, and credit delivery mechanisms is a particular focus of U S assistance. The Baltic-American Enterprise Fund figures prominently in the next several years to catalyze foreign investment with micro-lending programs. USAID continues to help Lithuanian officials ensure that the nuclear power plant at Ignalina operates safely and efficiently and coordinate regional energy programs by all three Baltic nations. The strengthening of indigenous non-governmental organizations (NGOs) is helping Lithuania deepen its democratic principles. In the social sector, USAID's assistance has focused on improving environmental health concerns through waste minimization, environmental investment, and public policy and planning. Anticipating USAID closeout from the region in September 2000, USAID plans to establish the Baltic American Partnership Fund to strengthen the non-governmental sector in the Baltics for at least eight years beyond the close-out of formal assistance. USAID plans to launch the Fund in early 1998 with a \$15 million endowment, contributed equally by USAID and the SOROS Foundation.

## THE FORMER YUGOSLAV REPUBLIC OF (FYR) MACEDONIA

The strategic areas for assistance include Economic Restructuring, Building Democracy, and Social Sector Restructuring. Major activities to boost economic performance include rehabilitating commercial banks, improving tax administration, privatizing state-owned enterprises, providing management training for small, medium and large entities, facilitating market-oriented commercial laws, creating lending programs for small and micro businesses, developing the agribusiness sector, fomenting rural investments and finalizing land privatization. The democracy program concentrates on citizen access and participation in government. SEED funded activities are strengthening non-governmental organizations (NGOs) to provide more avenues of contact, enhancing the public administration skills of municipal governments and outreach of parliamentarians to increase access, and expanding media coverage and capabilities to improve public knowledge of events. The social sector restructuring will target pension and welfare reform, while continuing to meet critical humanitarian needs.

## POLAND

The strategic areas for assistance include Economic Restructuring, Building Democracy, and Social Sector Restructuring. SEED assistance focuses on overcoming what remains of major impediments to sustainable, long-term economic growth and resilient democracy, building on lessons learned and a strategy that employs the mutually reinforcing objectives of private, public, financial and democratic sector development. A goal of the program is to leave in place sustainable Polish institutions capable of helping to complete Poland's transition to a market economy. Key aspects of the Polish transition to a viable market economy and democratic civil society such as economic restructuring, private and financial sector development, governmental decentralization, housing sector development, environment and energy, agribusiness, health care and human resources have received extensive USAID assistance. The updated strategy for promoting private sector development throughout Poland focuses upon small and medium scale

enterprises In the financial sector, the emphasis is on the banking industry and other financial institutions such as credit unions and rural cooperative banks Supporting private sector development through assisting entrepreneurs, helping to accelerate the pace of privatization and restructuring, and removing barriers to improving the business climate continues to be of highest priority in the U S assistance strategy for Poland USAID is planning to closeout of Poland in early 2000

## **ROMANIA**

The strategic areas for assistance include Economic Restructuring, Building Democracy, and Social Sector Restructuring U S assistance to Romania began in 1990 with priorities in humanitarian assistance for children Since then, resources have shifted to emphasize economic restructuring and democracy building Assistance efforts in economic restructuring focus on developing new private businesses, and supporting the Romania government in its industry restructuring and privatization efforts USAID support has also focused on business training and creating a supportive legal environment for commerce To help build democracy in Romania, civic education programs support engaging key groups in developing a functional, pluralistic society Local programs support legislative actions to further decentralize government authorities', control over revenue generation and spending In the social sector, USAID programs focus on promoting improved access to quality health and social care for the most vulnerable and reducing risks to health and safety caused by environmental pollution

## **SLOVAKIA**

The strategic areas for assistance include Economic Restructuring, Building Democracy, and Social Sector Restructuring The assistance priorities are (1) accelerating Slovakia's transition to a market economy by helping to restructure and privatize enterprises and creating a strong financial sector and economic institutions while encouraging the growth of small and medium sized enterprises, (2) strengthening non-governmental organizations, facilitating educational reform, establishing an independent media, preparing locally-elected officials to manage city assets and providing technical assistance for the creation of an independent judiciary, and (3) supporting the conversion of public sector housing to the private sector and assisting in health care and educational reform

## VIII USAID SOURCES OF FINANCING

### USAID ENTERPRISE FUNDS

Established under the Support for Eastern European Democracy Act (SEED), the Enterprise Funds are mandated to promote private sector development in Central and Eastern Europe through equity investments, loans and other related services. Support is considered for wholly owned indigenous investments, joint ventures with U S partners and, to a lesser extent, subsidiaries of U S companies. The Funds' mandate is to support small to medium-sized companies with investments and loans in the \$500,000 to \$2 million range. The amount will vary by fund.

#### **Albanian American Enterprise Fund**

14 E 60th Street  
New York, NY 10022  
Tel (212) 702-9102  
Fax (212) 702-0854  
Chairman Dominic Scaglione

#### **In Albania**

Mr David Gentry  
Albanian-American Enterprise Fund  
Rruga "Islam Alla", No 70  
Tirana, Albania  
Tel (355-42) 34224, 23381  
Fax (355-42) 22408

#### **Baltic American Enterprise Fund**

Mr Brewster Campbell  
1625 K Street, NW  
Suite 903  
Washington, DC 20036  
Tel (202) 835-0900  
Fax (202) 835-0955

#### **In the Baltics**

Mr Mark Beesley  
Brivibas Stad 57-18  
Riga, Latvia  
LV 1050  
Tel (371-1) 310-215  
Fax (371-1) 310-217

#### **Mr Michael Diedring**

Maironio 1-319  
2600 Vilnius  
Lithuania  
Tel (370-2) 627-488  
Fax (370-2) 614-690

#### **Ms Pamela Green**

Parnu mnt 20A  
EE0001  
Tallinn, Estonia

Tel (37-26) 451-565

Fax (37-26) 466-191

#### **Bulgarian American Enterprise Fund**

333 West Wacker Drive  
Suite 2080  
Chicago, IL 60606  
Tel (312) 629-2500  
Fax (312) 629-2929  
President Frank Bauer

#### **In Bulgaria**

Mr Thomas Higgins  
3 Shipka Street  
Sofia 1504  
Bulgaria  
Tel (359-2) 496-0119  
Fax (359-2) 492-0118

#### **Slovak American Enterprise Fund**

One East Putnam Avenue  
Greenwich, CT 06830  
Tel (203) 869-4153  
Fax (203) 869-4020

#### **In the Slovak Republic**

Ms Iveta Griacova  
Obchodna 58  
811-06 Bratislava 1  
Slovak Republic  
Tel (421-7) 326-544  
Fax (421-7) 362-530

#### **Hungarian American Enterprise Fund**

Mr Francis J Skrobiszewski, Vice-President  
666 Steamboat Road  
Greenwich, CT 06830  
Tel (203) 869-3114  
Fax (203) 869-3556

In Hungary  
Mr Zoltan Szemery, Managing Director  
East-West Building (6th Floor)  
Rakocziut 1-3  
1088 Budapest  
Tel (36-1) 214-8160,  
Fax (36-1) 214-8159

**Polish American Enterprise Fund**  
375 Park Avenue  
New York, NY 10022  
Tel (212) 339-8330  
Fax (212) 339-8359  
President and CEO Bob Faris

In Poland  
ul Jana Pawla II 25  
00 854 Warsaw  
Poland

Tel (48-22) 625-1921, 625-2017  
Fax (48-22) 625-7086

**Romanian American Enterprise Fund**  
1800 Diagonal Road  
Suite 600  
Alexandria, VA 22314  
Tel (703) 684-4435  
Fax (703) 684-5485

In Romania  
4 Vasile Conta Street  
Sector 2  
Bucharest, Romania  
Tel (40-1) 210-0701  
Fax (40-1) 210-0713

## **IX ADDITIONAL SOURCES OF FINANCING**

### **EUROPEAN RENAISSANCE CAPITAL (RENAISSANCE)**

Renaissance is a \$39.5 million venture capital fund operating in the Czech Republic and Poland, founded for the purpose of investing in private companies with a very high growth and returns potential. Renaissance is funded by large European banks, various U.S. institutions and private investors, mostly venture capitalists from the United States. In the Czech Republic and Poland, Renaissance has already successfully invested \$12 million.

Mr Alois J Strnad  
General Partner  
Renaissance Management  
Vrsovicke 65  
100 00 Praha 10  
Czech Republic  
Tel (420-2) 6712-2252  
Fax (420-2) 6712-2526

### **OVERSEAS PRIVATE INVESTMENT CORPORATION (OPIC)**

[www.opic.gov](http://www.opic.gov)

The Overseas Private Investment Corporation (OPIC) is a U.S. government agency that assists U.S. investors through three principal programs: project financing, investment insurance, and investor services. These programs are available in more than 140 developing nations and emerging economies throughout the world. To qualify for OPIC programs, projects must

- be located in a developing country or emerging nation where OPIC operates,
- assist in the social and economic development of the host country,
- not be opposed by the host country government,
- be consistent with U S economic interests,
- not adversely affect the U S economy or employment,
- not have military purposes,

OPIC provides project financing, investment insurance and investor services For more information on OPIC's programs and services, contact OPIC's information hotline or OPIC's Public Affairs Office

Overseas Private Investment Corporation  
 1100 New York Ave , NW  
 Washington, DC 20527

Public Affairs Office Tel (202) 336-8799  
 Fax (202) 408-5155

### **OPIC Investment Funds**

The Overseas Private Investment Corporation (OPIC) has bilateral agreements with all of the countries of Central and Eastern Europe OPIC assists American investors through three activities financing of businesses through loans and loan guarantees, insuring investments against a broad range of political risks, and providing a variety of investor services OPIC assistance is available for new investments, privatization, and expansion or modernization of existing facilities sponsored by U S investors Investments by OPIC clients may take many forms, including equity investments and loans, construction and service contracts, leases, licensing, franchising, technical assistance, etc

### **Agribusiness Partners International**

Equity investments in agriculture, food firms, infrastructure projects, privatization, food storage and distribution facilities Fund is active in Estonia, Latvia and Lithuania and the New Independent States

Mr Robert Peyton  
 America First Companies  
 1004 Farnam Street  
 Omaha, NE 68102  
 Tel (402) 444-1630, Fax (402) 345-8966

### **AIG-Brunswick Millenium Fund**

Equity investments in large infrastructure projects including power, transportation, natural resource development and related industries

Mr Peter Yu  
 AIG Capital Partners, Inc  
 70 Pine Street

New York, NY 10270  
Tel (212) 770-6661  
Fax (212) 514-9628

**Allied Capital International Small Business Fund**

Equity investments in basic manufacturing and service industries sponsored by qualifying U S small businesses

Mr Cabell Williams III  
Allied Capital Corporation  
1666 K Street, NW  
9th Floor  
Washington, DC 20006  
Tel (202) 331-1112  
Fax (202) 659-2053

**Bancroft-Trefoil Eastern European Fund**

Equity investments in distribution networks, basic manufacturing, consumer goods and related service networks

Mr Fred Martin, President  
The Bancroft Group  
607 14th Street, NW  
Washington, DC 20005  
Tel (202) 434-1600  
Fax (202) 434-1690

**Calvert Emerging Europe Fund**

The Fund makes \$1 to \$5 million investments in high-growth businesses needing capital for expansion, privatization or bridge financing. The Fund will acquire equity interest in a portfolio company, but also may make loans allowing equity participation through the purchase of debt and warrants or convertible preferred shares

SG Europe, LP  
Mr Wayne Silby, CEO  
7201 Wisconsin Ave , Suite 310  
Bethesda, MD 20814  
Tel (301) 718-4272  
Fax (301) 656-4421

**CEENIS Property Fund**

Investments in light manufacturing, office, warehousing and distribution property development projects

Mr Mike Buckley  
Auburndale Properties  
372 Washington Street, 3rd Floor  
Wellesley, MA 02181  
Tel (781) 431-2600, Fax (781) 431-7749

**First NIS Regional Fund**

Equity investments in natural resource-related companies, telecommunications, light manufacturing and consumer products and services Fund is active in Estonia, Latvia and Lithuania and the NIS

Mr Richard Sobel  
Baring International  
Investment Management  
155 Bishopsgate  
London EC2 M3XY  
England  
Tel (44-171) 214-1277  
Fax (44-171) 214-16725

**Global Environment Emerging Markets Fund**

Equity investments in environment-oriented sectors relating to the developing, financing, operating or supplying of infrastructure relating to clean energy and water

Mr H Jeffrey Leonard, President  
GEF Management Corp  
1201 New York Ave , Suite 200  
Washington, DC 20005  
Tel (202) 789-4500  
Fax (202) 789-4508

**New Century Capital Partners**

Equity investments in diversified manufacturing, financial and service industries

Mr George Rohr, President  
NCH Advisors  
712 Fifth Avenue, 46<sup>th</sup> Floor  
New York, NY 10019  
Tel (212) 641-3200  
Fax (212) 641-3201

**Poland Partners Fund**

This Fund focuses on seven high-growth sectors pharmaceutical and personal care products, automotive after market, building supplies and home-improvement, financial services, franchised services, plastics molding, food-processing Opportunities outside these areas that offer extraordinary returns will be considered selectively

Mr Landon Butler  
Landon Butler and Co  
700 13<sup>th</sup> Street, NW, Suite 1150  
Washington, DC 20005  
Tel (202) 737-7300, Fax (202) 737-7604

## **THE EXPORT-IMPORT BANK OF THE UNITED STATES (EX-IM BANK)**

[www.exim.gov](http://www.exim.gov)

Ex-Im Bank is an independent U S Government Agency chartered by Congress to facilitate the financing of exports of non-military U S goods and services. By neutralizing the effects of export credit subsidies from other governments and by absorbing credit risks the private sector will not accept, Ex-Im Bank enables U S firms to compete fairly in overseas markets on the basis of price, performance, delivery and service.

Ex-Im Bank provides export credit support to either U S exporters on a short-term basis or foreign purchasers on a longer term basis (2-10 years). Through loan guarantees and insurance, the agency fosters exports by making working capital available to U S exporters. Alternatively through similar mechanisms plus the extension of direct loans (and on occasion grants), Ex-Im bank provides credit at attractive interest rates to foreign buyers to encourage their purchase of U S goods and services.

While Ex-Im Bank is not a foreign aid or development agency, its programs often assist U S exporters to participate in development projects. Ex-Im Bank has co-financed projects with USAID, the World Bank and regional development banks.

**Contact**            Ex-Im Bank  
811 Vermont Avenue, NW  
Washington, D C 20571  
Toll free number (800) 565-3946  
Business Development Group (202) 565-3955, Fax (202) 565-3931  
Electronic Bulletin Board (202) 565-3835

### **Ex-Im Programs for Small Businesses**

#### **Working Capital Guarantee Program**

The Working Capital Guarantee Program assists small businesses in obtaining crucial working capital to fund their export activities. The program guarantees 90 percent of the principal and interest on working capital loans extended by commercial lenders to eligible U S exporters. The loan may be used for pre-export activities such as the purchase of inventory, raw materials or the manufacturing of a product. Ex-Im Bank requires the working capital loan to be fully collateralized utilizing inventory, accounts receivable, or other acceptable collateral.

Key features of the program are

- Program can accommodate “one time” transaction specific financing or revolving credit needs for export sales which banks would otherwise not be inclined to finance.
- Work in process is acceptable collateral for margined advances and is generally viewed by Ex-Im Bank in the same manner as inventory.
- Loans are collateral-based and margins are established for available collateral. The program is very flexible and can accommodate service companies as well as product manufacturers.
- Standby Letters of Credit supporting exporters can be issued requiring as little as 25% collateral.

- Program is flexible in its credit requirements for a borrower and is intended to be used for companies that cannot otherwise obtain traditional bank credit without this enhancement

Prime candidates for the program are

- Companies with on-going export sales of a minimum of \$2-3 million where such sales are not currently part of their borrowing base
- Companies with specific large foreign contracts requiring significant working capital
- Companies with existing lines to support their export business but at insufficient advance rates
- Companies with long manufacturing time frames or extended progress payment contracts that create sizable work-in-process against which banks will typically not lend
- Companies selling through overseas subsidiary operations where receivables are in the subsidiaries themselves

### **Small Business Insurance Policy**

Ex-Im Bank offers a short-term (up to 180 days) insurance policy geared to meet the particular credit requirements of smaller, less experienced exporters. Products typically supported under short-term policies are spare parts, raw materials, and consumer goods. Under the policy, Ex-Im Bank assumes 95 percent of the commercial and 100 percent of the political risk involved in extending credit to the exporter's overseas customers. This policy frees the exporter from "first loss" commercial risk deductible provisions that are usually found in regular insurance policies. It is a multi-buyer type policy which requires the exporter to insure all export credit sales. It offers a special "hold-harmless" assignment of proceeds which makes the financing of insured receivables more attractive to banks. The special coverage is available to companies which have an average annual export credit sales volume of less than \$3 million for the two years prior to application and which meet the Small Business Administration's definition of a small business.

**Contact**           Tel 1-800-565-EXIM or (202) 565-3946  
                           Fax Retrieval 1-800-565-EXIM

### **Regional Offices**

|            |  |
|------------|--|
| New York   | Tel (212) 466-2950<br>Fax (212) 466-2959 |
| Miami      | Tel (305) 526-7425<br>Fax (305) 526-7435 |
| Chicago    | Tel (312) 353-8081<br>Fax (312) 353-8098 |
| Houston    | Tel (713) 589-8182<br>Fax (713) 589-8184 |
| Long Beach | Tel (310) 980-4580<br>Fax (310) 980-4590 |

## **U S SMALL BUSINESS ADMINISTRATION (SBA)**

[www.sbaonline.sba.gov](http://www.sbaonline.sba.gov)

The SBA is an independent agency of the federal government that aids, counsels, assists and protects the interests of small business concerns, that preserves free competitive enterprise, and maintains and strengthens the overall economy of our nation. The SBA, which does not provide businesses with money directly but co-signs loans, has a current portfolio of approximately 180,000 companies nation-wide paying off loans totaling \$27 billion. In 1995 55,590 small businesses borrowed more than \$7.8 billion with the SBA's guarantee, 24% of which went to women and women-owned businesses. More than 8,000 commercial lenders have provided SBA financing during the last five years.

The SBA's **Office of International Trade (OIT)** works in cooperation with other federal agencies and public/private sector groups to encourage small business exports and to assist small businesses seeking to export. OIT's outreach efforts include sponsoring or supporting export training conferences and developing "how to" and market-specific publications for exporters. OIT directs and coordinates SBA's ongoing export initiatives and actively markets SBA's loan guarantee programs to small business exporters.

The SBA has Branch, District, and Regional offices throughout the United States that are closely connected to local sources of trade and project financing. Local SBA offices are listed under "U S Government" in the telephone directory.

**Contact**            Small Business Answer Desk  
                          Tel (800) 8-ASK-SBA  
                          Fax (202) 205-7064

### **SBA Programs**

#### **Export Working Capital Program (EWCP)**

The SBA has developed this new program to help small businesses export. The EWCP provides short-term, transaction-specific financing for small business exporters. Exporters may use this program for pre-export financing of labor and materials, financing receivables generated from these sales, and/or standby letters of credit used as performance bonds or payment guarantees to foreign buyers. The EWCP provides repayment guarantees up to \$750,000 to commercial lenders and offers exporters preliminary commitments that encourage lenders to provide credit. To be eligible, the small business concern must have been in operation, though not necessarily exporting, for at least 12 months. The EWCP offers a simplified application form. Interest rates and fees are negotiable between the lender and the small business exporter.

**Contact**            Office of International Trade, SBA  
                          409 Third St, S W, 8<sup>th</sup> Floor  
                          Washington, D C 20416  
                          Tel (202) 205-6720, Fax (202) 205-7272

### **International Trade Loan Program (ITL)**

This program helps small businesses that are engaged or preparing to engage in international trade, as well as small businesses adversely affected by competition from imports. SBA can guarantee up to \$1.25 million, less the amount of SBA's guaranteed portion of other loans outstanding, to the borrower under SBA's regular lending program. Loans are made by lending institutions with the SBA guaranteeing a portion of the loan. The applicant must establish either that the loan proceeds will significantly expand existing export markets, develop new export markets, or that the small business is adversely affected by import competition. Proceeds may be used for working capital and/or facilities or equipment. Maturities of loans for facilities or equipment may extend to the 25-year maximum.

**Contact**           Office of International Trade, SBA  
Tel (202) 205-6720, Fax (202) 205-7272

### **Small Business Investment Companies (SBICs)**

SBICs exist to provide equity capital, long-term loans, and management assistance to qualifying small businesses. They are privately owned and operated companies that use their own capital and funds borrowed from the SBA to provide financing to small businesses in the form of equity securities and long-term loans. SBICs invest in a broad range of industries. SBICs may invest in export trading companies provided all other eligibility requirements are met.

**Contact**           Investment Division, SBA  
409 Third Street, S W , 6<sup>th</sup> Floor  
Washington, D C 20416  
Tel (202) 205-6510

### **U S TRADE AND DEVELOPMENT AGENCY (TDA)** [www.tda.gov](http://www.tda.gov)

The U S Trade and Development Agency (TDA) assists in the creation of jobs for Americans by helping U S companies pursue overseas business opportunities. Through the funding of feasibility studies, orientation visits, specialized training grants, and various forms of technical assistance, TDA enables American businesses to become involved in the planning stage of infrastructure and industrial projects in middle-income and developing countries. TDA provides American firms with market entry, exposure and information, thus helping them establish a position in markets that are otherwise difficult to penetrate.

Since TDA's inception in 1981, it has been associated with approximately \$8 billion in exports or nearly \$31 in exports for every dollar invested in TDA activities. In Fiscal Year 1997, TDA had obligated \$45.7 million for U S firms in 39 strategically targeted developing and middle-income countries in the following regions: Africa/Middle East, Asia/Pacific, Central and Eastern Europe, Latin America and the Caribbean, and the New Independent States (NIS).

**Contact** U S Trade and Development Agency  
1621 North Kent Street  
Suite 300  
Arlington, VA 22209-2131  
Tel (703) 875-4357  
Fax (703) 875-4009

Regional Director Mr Rod Azama

### **THE WORLD BANK GROUP**

[www.worldbank.org](http://www.worldbank.org)

The World Bank Group is a multilateral lending agency consisting of four closely associated institutions the International Bank for Reconstruction and Development (IBRD), the International Development Association (IDA), the International Finance Corporation (IFC) and the Multilateral Investment Guarantee Agency (MIGA) The Bank has coordinated with other multilateral and bilateral donors and has chaired Consultative Group meetings to discuss financial and technical assistance needs in Central and Eastern Europe

The World Bank  
1818 H Street, NW  
Washington, DC 20433  
Tel (202) 477-1234  
Fax (202) 473-0891  
DACON Consultant Registry Tel (202) 473-0891  
Bookstore Tel (202) 473-2941  
Public Information Center Tel (202) 458-5454

### **INTERNATIONAL FINANCE CORPORATION (IFC)**

[www.ifc.org](http://www.ifc.org)

The International Finance Corporation (IFC) is the single largest source of private sector investment capital in the developing world IFC financing, and related IFC supported investment funds, offer opportunities for American companies, entrepreneurs, and consultants to expand markets in the developing world IFC offers three primary services

- debt and equity for financing private sector projects,
- assist companies in the developing world to mobilize financing in the international capital markets,
- providing advice and assistance to businesses and governments,

International Finance Corporation  
2121 Pennsylvania Ave , NW  
Washington, DC 20433

Division I Mr Khosrow K Zamani  
Tel (202) 473-5650  
Albania, Bosnia-Herzegovina, Bulgaria, Croatia, Romania, Slovenia, Turkey and Former Yugoslavia

Division II Ms Mary Ellen Iskenderian  
Tel (202) 473-6195  
Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland and Slovak Republic

### **EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT (EBRD)**

[www ebrd com](http://www.ebrd.com)

The European Bank for Reconstruction and Development (EBRD) was formally inaugurated on April 15, 1991, to assist Central and Eastern European countries make the transition toward open, market-oriented economies. The EBRD's primary purpose is to support the development of the private sector. The EBRD will direct at least 60% of its funding to the private sector or to state enterprises that are shifting to private ownership. The remaining 40% will go to projects that improve the environment or the infrastructure. The Bank will act both alone and together with other multilateral institutions and with commercial banks. The Bank typically limits its involvement to 35% or less of a given project in either the private sector or on the development side. The Bank has links with various other financial institutions to provide financing for small and medium-sized projects. The United States is the largest of the 41 shareholders in the Bank. American companies are eligible to compete for all projects the EBRD finances.

**Contacts**      One Exchange Square  
London EC2A 2EH  
United Kingdom  
Tel (44-171) 338-6511  
Fax (44-171) 338-7468

Multilateral Development Bank Office  
Department of Commerce  
International Trade Administration  
Tel (202) 482-3399  
Fax (202) 273-0927

### **BANKERS' ASSOCIATION FOR FOREIGN TRADE (BAFT)**

The Bankers' Association for Foreign Trade (BAFT) is an association of banking institutions dedicated to fostering and promoting American exports, international trade, finance and investment between the U.S. and its trading partners. BAFT's Access to Export Capital (AXCAP) program has greatly strengthened BAFT's commitment to American exports. AXCAP serves as a national database to match U.S. companies with banks and other companies involved in trade finance and the trade finance services they offer. AXCAP also contains a national inventory of services offered by government export credit agencies offered by government export credit agencies, including Ex-Im Bank, OPIC and SBA.

**Contact**      **Mr John D Bierman**  
Bankers' Association for Foreign Trade  
2121 K Street, NW, Suite 701  
Washington, DC 20037  
Tel (202) 452-0952  
Fax (202) 452-0959

## X OTHER U S GOVERNMENT PROGRAMS

### DEPARTMENT OF COMMERCE

[www.doc.gov](http://www.doc.gov)

The Department of Commerce (DOC) encourages, serves, and promotes the Nation's international trade, economic growth, and technological advancement. DOC provides the following services:

- 1 assistance and information to increase America's competitiveness in the world economy
- 2 administers programs to prevent unfair foreign competition and provides social and economic statistics and analyses
- 3 provides research and support for increased use of scientific and technological development
- 4 grants patents and registers trademarks
- 5 develops policies and conducts research on telecommunications
- 6 provides assistance to promote domestic economic development
- 7 promotes travel to the United States of foreign residents
- 8 assists in the growth of minority businesses

### Central and Eastern Europe Business Information Center (CEEbic)

[www.itaiep.doc.gov/eebic/ceebic](http://www.itaiep.doc.gov/eebic/ceebic)

CEEbic supplies a wide range of information and publications on doing business in Central and Eastern Europe. These include lists of potential partners, investment regulations, priority industry sectors, and notices of upcoming seminars, conferences and trade promotion events. In addition, CEEbic publishes a monthly newsletter entitled *Central and Eastern Europe Business Bulletin*, and in cooperation with the U.S. Agency for International Development publishes the bimonthly *Central and Eastern Europe Partnership Opportunities*, which highlights partnership opportunities for U.S. firms with Central and Eastern European companies.

### CEEbic

International Trade Administration

Room 7412

U.S. Department of Commerce

Washington, DC 20230

Tel (202) 482-2645

Fax (202) 482-4473

*CEEbic Bosnia Update*

<http://www.itaiep.doc.gov/eebic/bosnia.html>

### International Trade Administration

[www.ita.doc.gov](http://www.ita.doc.gov)

The International Trade Administration (ITA) offers assistance and information to help exporters. ITA units include (1) domestic and overseas commercial officers, (2) industry experts, and (3) country experts. Each unit promotes products and offers services and programs for the U.S. exporting community.

### **Trade Information Center**

[www.ita.doc.gov/tic](http://www.ita.doc.gov/tic)

The Trade Information Center (TIC) is a resource for information on export assistance programs government-wide. TIC staff members can provide counseling, advise exporters on how to locate and use government programs, guide businesses through the export process, and supply general market information. TIC publishes the Export Programs A Business Directory of U S Government Services which is a free publication.

**Contact**        Tel (800) USA-TRADE, (202) 482-0543  
                     Fax (202) 482-4473

### **The U S and Foreign Commercial Service (US&FCS)**

Part of the International Trade Administration, the US&FCS supports U S firms, especially small- and medium-sized companies, in their efforts to increase exports. The Commercial Service maintains a worldwide service delivery network with offices in more than 80 cities in the United States and in 69 countries around the world. The global capabilities of the US&FCS provide seamless service to U S firms interested in exporting, from basic market research to arranging meetings with potential foreign buyers.

If you are interested in export assistance, please contact one of the offices in the Commercial Service's Export Assistance Center network at 1-800-USA-TRADE.

### **The Export Assistance Center Network**

[www.ita.doc.gov/uscs/](http://www.ita.doc.gov/uscs/)

The Department of Commerce, the U S Small Business Administration, and the Export-Import Bank formed a unique partnership to establish Export Assistance Centers (EACs), a network of one-stop shops that delivers a comprehensive array of export counseling and trade finance services to export-ready firms. EACs are located in urban areas and house resident trade finance specialists. District EACs are located closer to clients in both urban and suburban areas. District EACs link electronically to EACs and public-private partners to leverage program resources.

**Contact**        To contact the Export Assistance Center closest to you, call 1-800-USA-TRADE.

### **National Trade Data Bank**

[www.stat-usa.gov](http://www.stat-usa.gov)

The National Trade Data Bank (NTDB) is the U S Government's most comprehensive source of world trade data. The NTDB, a CD-ROM subscription service of the Department of Commerce's STAT-USA, is a trade library of over 190,000 documents. Topics on the NTDB include export opportunities by country, industry, and product, foreign companies or importers looking for specific products, how-to market guides, demographic, political, and socio-economic conditions in hundreds of countries. The NTDB is available for use free of charge at many Department of Commerce domestic offices and nearly 1,000 Federal depository libraries, which includes many university and community libraries. The cost of a single monthly issue (two discs) is \$35, and an

annual subscription of 12 monthly issues is \$360 To place an order for the CD-ROM Tel (202) 482-1986

**National Technical Information Service (NTIS)**

[www ntis gov](http://www.ntis.gov)

In November 1990, the U S Department of Commerce's Office of the General Counsel inaugurated the Legal Texts Service (LTS), which provides up-to-date commercial law texts from Central and Eastern Europe, the Baltic states and the NIS The LTS primarily collects commercial laws pertaining to foreign investment, privatization, currency, labor relations, and securities A catalogue that lists available laws is published every six to eight weeks, and is organized by subcategories within each country, an abstract of each law is included Legal texts may be purchased through NTIS either individually or through a standing order basis The USAID Congressional Presentation may also be purchased through NTIS

**National Technical Information Service**

5285 Port Royal Road

Springfield, VA 22161

Tel (800) 553-6847

Tel (703) 605-6000, Fax (703) 321-8547

**U S DEPARTMENT OF AGRICULTURE (USDA)**

[www usda gov](http://www.usda.gov)

**Foreign Agricultural Service (FAS)**

[www usda gov/fas/](http://www.usda.gov/fas/)

The FAS is an agency of the U S Department of Agriculture that represents the diverse interests of U S farmers and the food and agricultural sector abroad It also collects, analyzes, and disseminates information about global supply and demand, trade trends, and emerging market opportunities FAS seeks improved market access for U S products and implements programs designed to build new markets and to maintain the competitive position of U S products in the global marketplace Promotional activities are carried out chiefly in cooperation with non-profit agricultural trade associations and firms which agree to plan, manage, and contribute staff resources and funds to support these activities The largest of FAS promotional programs are the Market Development Cooperator and Market Promotion (MPP) programs FAS collects global crop and livestock production data and import/export information provided by the attache service, U S agricultural traders, remote sensing systems, and other sources

**USDA/FAS Food Industries Division**

The Food Industries Divisions' programs of professional development, technical cooperation, and trade and investment promotion focus primarily on non-farm agribusinesses related to the food and fiber system fertilizer, feed, seed, equipment and chemicals, food processing, packaging, wholesaling and retailing, and the wood, fiber and other product processing and distribution businesses Areas include

### **Cochran Fellowship Program**

Since 1984, this program has made funds available to train agriculturists from lower income countries for two weeks to six months in the United States. Training programs are arranged with universities, federal agencies, commodity and product groups, associations, and agribusinesses.

### **Professional Development Program**

This program encourages the cooperation of U.S. universities and other public and private organizations to arrange and manage educational and training programs for agricultural scientists and administrators and agribusiness managers from developing and middle income countries. These participants are sponsored by the Food and Agricultural Organization, United Nations Development Programme, Multilateral Development Banks and host country governments. In addition, this program implements programs on behalf of the USAID.

### **The Trade and Investment Program**

This program assists U.S. private and public sector involvement in the agricultural and agribusiness development in Latin America and the Caribbean, Africa, Asia, the Near East, and Eastern Europe. The Program promotes trade and investment through the organization of agribusiness development missions, participation in trade shows, and technical assistance related to marketing, grades and standards, and quality control. An associated Agribusiness Information Center responds to inquiries from both U.S. and foreign agribusiness and trade interests.

**Contact**            Food Industries Division  
                          USDA/FAS/ICD/Food Industries Division  
                          1400 Independence Avenue, S.W.  
                          Room 3243 - South Building  
                          Washington, D.C. 20250-1036  
                          Tel (202) 690-1339  
                          Fax (202) 690-3982

### **Export Promotional Programs**

#### **Emerging Markets Program**

USDA's Emerging Markets Program (EMP) aims to expand overseas markets for U.S. agricultural products, equipment, and services, and to share expertise in order to help develop the food and rural business systems of emerging democracies. The range of activities undertaken includes agricultural sector assessments, joint venture assessments, and project work in areas ranging from wholesale market development, market news and market information systems, commodity exchange and trading rule development, poultry and dairy improvement, introduction of uniform grades and standards, resident policy advisers, agricultural marketing, and trade missions in both directions. Countries must meet the following criteria: (1) per capita GDP under \$8,533, (2) population of over 1 million, and (3) positive economic indicators.

**Contact** Emerging Markets Office  
Room 6506 South Agriculture Building  
14th & Independence Avenues, SW  
Washington, D C 20250-1000  
Tel (202)720-0368  
Fax (202)690-4369

### **Trade Assistance and Promotion Office (TAPO)**

Exporters interested in programs and services provided by the USDA's Foreign Agricultural Service (FAS) may contact the Trade Assistance and Promotion Office (TAPO) The TAPO is the first point of contact for persons who need information on foreign markets for agricultural products TAPO staff can provide basic export counseling and direct you to the appropriate USDA offices to answer your specific technical questions on exporting The staff can provide country and commodity specific Foreign Market Information Reports, which focus on best market prospects and contain contact information on distributors and importers

**Contact** Market Specialist  
Trade Assistance and Promotion Office  
Room 4939-South Building  
U S Department of Agriculture  
Washington, DC 20250-1000  
Tel (202) 720-7420  
Fax (202) 690-4374

### **Market Access Program (MAP) / Foreign Market Development Program (FMD)**

USDA operates two export promotional programs, the Market Access Program (MAP) and the Foreign Market Development Program (FMD), which is also referred to as the Cooperator Program These programs are designed to encourage the development, maintenance and expansion of commercial export markets for U S agricultural commodities and products Activities for MAP focus primarily on consumer promotions, while FMD activities focus on market research, trade servicing and technical assistance to foreign importers, government officials, distributors and consumers The costs of both programs are shared between USDA and producer-funded nonprofit agricultural trade associations In the case of MAP, private companies may also receive cost share assistance up to 50 percent

The MAP provides support in the form of Commodity Credit Corporation (CCC) cash to partially reimburse program participants' costs of conducting approved activities in foreign markets USDA announces the program annually in a Federal Register notice that describes the application requirements, submission deadline, and the criteria considered in allocating funds

**Contact** Ms Denise Fetters, Marketing Operations Staff  
U S Department of Agriculture  
14th and Independence Ave , SW  
Washington, DC 20250-1000  
Tel (202) 720-5521, Fax (202) 720-9361

## **Agribusiness Linkage Program**

The Agribusiness Linkage Program (AgLink) promotes U S trade activities with the NIS, Poland and the Baltics. AgLink establishes the initial link between small and medium-sized U S businesses and comparable overseas businesses by identifying appropriate matching firms. The program also provides financial and administrative support for U S visits to the overseas company, and for training of the overseas manager in the U S company.

USDA selects and screens applicants from overseas agribusinesses, focusing on small and medium-sized privatized companies with entrepreneurial managers or owners. U S companies submit an application to USDA describing their international interests and proposing an on-the-job training experience for the overseas manager. The two-month practical training focuses on equipping the overseas manager with the skills needed to manage a business successfully in a market economy.

**Contact** Ms. Melanie Palmer, AgLink Program, USDA/FAS/ICD/RSED  
14th & Independence Ave , SW, Room 3222  
Washington, DC 20250-1084  
Tel (202) 690-3893  
Fax (202) 690-0892  
E-mail [flanley@fas.usda.gov](mailto:flanley@fas.usda.gov)

**AgExport Connections** The *AgExport Action Kit* provides information that can help put U S exporters in touch quickly and directly with foreign importers of food and agricultural products.

**Trade Leads** are inquiries from foreign buyers sent daily to USDA by the Foreign Agricultural Service's 80 overseas offices. They are made available daily on electronic bulletin boards, several times a week in the Journal of Commerce, and weekly on the AgExport fax polling system. Fees vary.

**Buyer Alert** is a weekly overseas newsletter which can introduce your food and agricultural products to foreign buyers at no charge. Buyer Alert is electronically transmitted from Washington to Foreign Agricultural Service attaches and trade officers who distribute it within their countries of responsibility.

**Foreign Buyer Lists** may be used to match products to prospective buyers worldwide. The database contains over 18,000 foreign firms covering 70 countries and over 235 food and agricultural commodities. Lists are processed by either specific commodity or specific country and cost \$15 each.

**U S Supplier Lists** may be used to source food and agricultural products for export. Over 6,500 names are contained in this database, which is distributed worldwide to FAS overseas offices. Listings are available by commodity and cost \$15 each.

**Market Briefs** provide market reports by country and product category.

**Trade Shows** are exhibitions for food and agricultural products.

**Contact** AgExport Connections  
Mr Karl Hampton  
Tel (202) 720-7103  
Fax (202) 690-4374  
Hotline (202) 720-7420

## USDA/FAS/Commodity Credit Corporation

### **Export Subsidy Programs**

USDA operates four export subsidy programs The Export Enhancement Program (EEP), the Sunflowerseed Oil Assistance Program (SOAP), the Cottonseed Oil Assistance Program (COAP), and the Dairy Export Incentive Program (DEIP) These programs permit USDA to use either Commodity Credit Corporation (CCC)-owned commodities, generic certificates redeemable for CCC-owned commodities, or cash as export bonuses to allow U S commodities to come in world markets against the subsidized exports of other countries Sales under these four programs are made by the U S private sector at prevailing world market prices

|                 |   |  |
|-----------------|---|--|
| <b>Contacts</b> | Mr Mark Rowse<br>U S Department of Agriculture<br>SOAP COAP, DEIP<br>Commodity Credit Corporation<br>14th & Independence Ave , SW #4519S<br>Washington, DC 20250-1000<br>Tel (202) 720-5540<br>Fax (202) 720-0938 | Mr Jim Warden<br>U S Department of Agriculture<br>Export Enhancement Program<br>Commodity Credit Corporation<br>14th & Independence Ave , SW #4519S<br>Washington, DC 20250-1000<br>Tel (202) 720-2150<br>Fax (202) 720-0938 |
|-----------------|---|--|

### **Export Credit Guarantee Program**

USDA's two export credit guarantee programs differ primarily in the length of the credit periods they cover One program covers loans with credit terms of six months up to three years This program is known as the Export Credit Guarantee Program (GSM-102) Covered commodities include a broad assortment of U S agricultural products ranging from almonds through feed grains to wheat and wood products

The second program operated by USDA covers loans made for over three but not more than 10 years This program is known as the Intermediate Export Credit Guarantee Program (GSM-103) It is used in promoting exports of U S agricultural products where particular circumstances make a longer term appropriate

**Contact** Mr Richard Godsey  
Commodity Credit Corporation  
U S Department of Agriculture  
14th and Independence Ave , SW  
Washington, DC 20250-1000  
Tel (202) 720-3224  
Fax (202) 720-2949

## Agricultural Research Service (ARS)

### **USDA/ARS/National Agricultural Library**

The National Agricultural Library (NAL) is the foremost agricultural library in the world. It acquires books, journals, maps, audio-visuals, oral histories, and microcomputer software related to the field of agriculture. The library also produces the "Bibliography of Agriculture" and the AGRICOLA database. Tours of NAL are available by appointment.

**Contact** National Agricultural Library  
10301 Baltimore Boulevard  
Beltsville, MD 20705-2351  
Tel (301) 504-5755  
Fax (301) 504-7098

### **Agricultural Trade and Marketing Information Center**

The Agricultural Trade and Marketing Information Center is part of the National Agricultural Library (NAL), located in Beltsville, MD. The Center provides information on agribusiness, economic and trade developments in developing countries, trends and new market developments in food marketing, countertrade, trade in commodities, statistical data, and transportation of agricultural products. Resources also include materials on trade legislation such as NAFTA, WTO, import licensing, trade policies, barriers, negotiations, protection of intellectual property rights, and joint venture activities.

**Contact** Ms. Mary Lassanyi, Coordinator  
Agricultural Trade and Marketing Information Center  
National Agricultural Library  
10301 Baltimore Boulevard  
Beltsville, MD 20705-2351  
Tel (301) 504-5509  
Fax (301) 504-6409

### **Agriculture Network Information Center (AgNIC)**

[www.agnic.org](http://www.agnic.org)

AgNIC is a prototype distributed on the Internet established to provide a focal point for Internet access to agriculture-related information, subject area experts, and other resources. Agricultural information is defined to include basic, applied, and developmental research, extension services, and teaching activities related to food, agriculture, renewable natural resources, forestry, and relevant subsets of the physical and social sciences. AgNIC provides an array of value-added services.

*AgDB* is a database directory of quality agriculture-related databases, datasets, and information systems. It is linked to more than 600 resources.

*Agricultural Calendar of Events (AgCal)* lists conferences, meetings and seminars and provides a repository for "information about" and "links to agricultural conferences."

## **Agricultural Marketing Service (AMS)**

### **USDA/AMS/Transportation and Marketing**

[www.usda.gov/ams](http://www.usda.gov/ams)

#### **Shipper and Exporter Assistance**

USDA's Shipper and Exporter Assistance (SEA) program provides new and experienced agricultural exporters with the information they need to get their products overseas, ontime, in good condition, and at the lowest cost. New exporters and even experienced exporters can benefit from a variety of SEA-produced publications and videos. SEA general information publications cover a wide array of transportation issues, including finding a freight forwarder, selecting transportation options, packaging, container loading, temperature management, and much more.

Agricultural exports must meet the specific requirements, and a realistic understanding of their transportation and distribution systems is a must. SEA coordinates seminars to address these regional-specific requirements. SEA provides market information, such as a weekly newsletter covering developments affecting the transport of grain both in the domestic and international market place and a monthly ocean container freight bulletin. SEA produces special reports on moving U.S. products to emerging markets. Special reports cover issues such as packaging, refrigeration and container requirements, ocean carrier services and transshipment routings, shipping costs of top agricultural exports, foreign port operations and customs procedures, and internal distribution systems.

**Contact**            Shipper and Exporter Assistance  
                         TMD, AMS  
                         U.S. Department of Agriculture  
                         Room 1217 South Building  
                         Washington, DC 20250  
                         Tel (202) 690-1304  
                         Fax (202) 690-1340  
                         Email [James\\_A\\_Caron@USDA.gov](mailto:James_A_Caron@USDA.gov)  
                         Automated FAX delivery System (202) 690-1701

#### **USDA/AMS/Market News**

AMS market news reports provide up-to-the-minute information on commodity prices, demand, movement, volume, and quality. The reports can be accessed through newspapers, television, and radio, printed reports mailed or faxed directly to the user, by telephone recorders, by electronic access through Sprint and the Internet, or by direct contact with USDA reports. Because this information is made so widely available, farmers and those who market agricultural products are better able to compete, ensuring consumers of a stable and reasonably priced food supply.

**Contact Commodity divisions of the AMS**

**Fruits, Vegetables, and Specialty Crops Market News Branch**

Tel (202) 720-2745

Fax (202) 720-0547

**Poultry and Eggs Market News Branch**

Tel (202) 720-6911

Fax (202) 720-2403

**Milk and Other Dairy Products Market News Branch**

Tel (202) 720-7461

Fax (202) 720-4844

**Cotton Market News Branch**

Tel (901) 384-3016

Fax (901) 384-3036

**Livestock, Meats, Grain, and Hay Market News Branch**

Tel (202) 720-6231

Fax (202) 690-3732

**Tobacco Market News Division**

Tel (202) 205-0489

Fax (202) 205-0099

**AgNews Flashfax Service**

U S Department of Agriculture news releases, fact sheets on agency programs, and biographies for agency officials can be obtained from the AgNews Flashfax

**Contact** Tel (202) 690-3944 and follow the instructions

## XI FOREIGN EMBASSIES AND REPRESENTATIVES IN THE U S

Embassy of Albania  
2100 S Street, NW  
Washington, DC 20008  
Tel (202) 223-4942  
Fax (202) 628-7342

Embassy of Bosnia-Herzegovina  
1707 L Street, NW  
Washington, DC 20036  
Tel (202) 833-3612  
Fax (202) 833-2061

Embassy of Bulgaria  
1621 22nd Street, NW  
Washington, DC 20008  
Tel (202) 387-7969  
Fax (202) 234-7973

Embassy of the Republic of Croatia  
2343 Massachusetts Ave , NW  
Washington, DC 20008  
Tel (202) 588-5899  
Fax (202) 588-8936

Embassy of the Czech Republic  
3900 Spring of Freedom Street, NW  
Washington, DC 20008  
Tel (202) 274-9100  
Fax (202) 966-8540

Embassy of Estonia  
2131 Massachusetts Ave  
Washington, DC 20008  
Tel (202) 588-0101  
Fax (202) 588-0108

Embassy of Hungary  
3910 Shoemaker Street, NW  
Washington, DC 20008  
Tel (202) 362-6730  
Fax (202) 966-8135

Embassy of Latvia  
4325 17th Street, NW  
Washington, DC 20011  
Tel (202) 726-8213  
Fax (202) 726-6785

Embassy of Lithuania  
2622 16th Street, NW  
Washington, DC 20009  
Tel (202) 234-5860  
Fax (202) 328-0466

Embassy of FYR Macedonia  
3050 K Street, NW, Suite 210  
Washington, DC 20007  
Tel (202) 337-3063  
Fax (202) 337-3093

Embassy of Poland  
2640 16th Street, NW  
Washington, DC 20009  
Tel (202) 234-3800  
Fax (202) 328-6271

Embassy of Romania  
1607 23rd Street, NW  
Washington, DC 20008  
Tel (202) 232-4848  
Fax (202) 232-4748

Embassy of Slovak Republic  
2201 Wisconsin Ave , NW  
Suite 250  
Washington, DC 20007  
Tel (202) 965-5160  
Fax (202) 965-5166

Embassy of Slovenia  
1525 New Hampshire Ave , NW  
Washington, DC 20036  
Tel (202) 667-5363  
Fax (202) 667-4563

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Financing Guide Central and Eastern Europe

Latin America and the Caribbean A Resource Guide

Financing Guide Latin America and the Caribbean

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Sub-Saharan Africa A Resource Guide

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