

Narrative Performance Report
for the Activities of the
American Business Center® Yuzhno-Sakhalinsk
November 2001

Submitted to: USAID/Russia
FCS, American Embassy Moscow

Submitted by: Foundation for Russian American Economic Cooperation

Administrative Data:

1. *Grant Number* 118-G-00-00-00050-00
2. *Name and Address of the Center:* ABC Yuzhno-Sakhalinsk
Sakhincetr
32 Kommunisticheskii prospekt, #517A
Yuzhno-Sakhalinsk, RUSSIA 693000
2. *Name of Project Director:* Carol Vipperman, President
Foundation for Russian American
Economic Cooperation

The following is a report of the activities of the American Business Center Yuzhno-Sakhalinsk for the month of November 2001 in accordance with its established workplan.

Market Facilitation Support Services

Meeting Arrangements, Logistics Support, General Business Services:

- Exel: full administrative support, interpretation, translation, photocopying, appointment schedule, carrel space.
- Arctic Pacific Contractors: resumes selection, notification calls.
- Fircroft: meetings arrangement, long-distance calls, carrel space.
- Waukesha Alaska Corporation: computer usage.
- Europe Assistance: ABC provided information on business environment and opportunities for the company representative, arranged meetings.
- Jim Warlick, Consul General US Embassy Moscow: pre-visit information search, meetings set up, interpretation, conference room rent, logistic support.
- Lynden: photocopying.
- IVLP: hotel reservation, meetings arrangement, driver services.
- Fairweather: hotel reservation.
- US Consulate, Vladivostok: logistic support, long-distance calls.

Partnering, Trade Leads and Referrals:

- SABIT program – Energy efficiency in construction; dissemination of questionnaires to the local construction companies.
- EXEL - Ongoing consultations for establishment of logistics company on Sakhalin focusing on partnering activities with Russian companies.

Consulting and Advocacy:

- Exel RA Logistics: provided information on Internet prices, information research on apartment rent, available office space, and laundry services, consultation on advertising agencies and on oil and gas companies.
- Stuart Schaag FCS Vladivostok: contact list of Sakhalin officials.
- American Biotek Labs, Inc.: Information on environmental sector of Sakhalin.
- Alaska Export Assistance Center – provided information on Sakhalin-1 and Sakhalin-2 projects.

Co-Located Offices:

- Regional Initiative
- Carana
- Ecolinks
- AMEC
- The US-RFE Partnership Activity

Information and Market Research:

- Commercial update for BISNIS, US Dept. of Commerce.
- State of Alaska Monthly Report

Support for USG Technical Assistance Programs

- James Welles, Regional Initiative Coordinator Russian Far East: provided general administrative support.
- The US-RFE Partnership Activity: provided full administrative support, arranged meetings, arranged office equipment purchase, computer program installation, interpretation, translation, employee referrals, air ticket reservation, photocopying, long-distance calls, international faxes, driver services.

Support for US Government Functions**American Citizen Services**

- Letters of Invitation:
 - The US-RFE Partnership Activity

Outreach to Russian Firms and Organizations

- Far Eastern Bank – Yuriy Sorokin Branch Manager: Consultations on providing western quality banking services to foreign companies.
- VladAvia – Consultations to JV partner on business climate and maintaining joint venture relationships.
- Tyopliy Dom – Provided marketing information and consultations for building houses for expatriates working on Sakhalin.
- ABC-sponsored seminar – sponsored a meeting of Russian and foreign oil and gas industry companies to bring representatives together to build business relationships and share information.