

**Narrative Performance Report**  
**for the Activities of the**  
**American Business Center® Yuzhno-Sakhalinsk**  
**August 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  
Sakhincentr  
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 August 2001 in accordance with its established workplan.***

### **Market Facilitation Support Services**

#### **Meeting Arrangements, Logistics Support, General Business Services:**

- Washington Group International: Communications, Internet, letters of invitation and general administrative assistance to representatives in the process of establishing an office on Sakhalin.
- ABB Lummus Global: This Houston-based company is poised to receive multi-million dollar contracts on the Sakhalin 1 project. They utilized the ABC for office space, communications and Internet access, conference room usage, driver services, and hotel and ticket reservations. In addition, the ABC arranged meetings for company representatives.
- Mothers for Russia's Children: computer usage.
- Waukesha Alaska Corporation: Communications, Internet, meetings set up.
- General Dynamics: Telecommunication Systems: ABC provided office space for the company representative, letter of invitation, Internet access, driver services, arranged meetings.
- Precision Drilling: interpretation and translation services, logistics support, meetings set up.
- Chicago Bridge: information research, hotel reservation, interpreting, meeting arrangement, ticket reservation.

#### **Partnering, Trade Leads and Referrals:**

- CIS Technologies: provided consultations on how best to approach western companies to build business relationships. Referred CIS Tech. to several western firms which resulted in CIS Tech initiating a number of new projects

#### **Consulting and Advocacy:**

Prepared contact lists for business meetings on the island –

- Mr. Emond Louis (General Dynamics: Worldwide Telecommunication Systems)
- Mr. John Haxby (Waukesha Alaska Corporation)
- Ms. Jennifer Snyder (US Agency on Trade Development)
- Mr. Robert Bleicher, Chicago Bridge and Iron Co. Provided contact lists and commercial information concerning Sakhalin to the following people/companies:
- Ms. Karen Taylor, U.S. Department of Commerce, Int'l Trade Specialist, U.S. Export Assistance Center.
- Steven T. White, Senior Specialist, Natural Resources Consultants, Inc.
- Mr. Bill Hanlon, PCCII ([www.pccii.com](http://www.pccii.com))
- John Beck (Fircroft )
- PRISCO: Provided consultations to PRISCO Shipping Co. on how to market a new line of business (publishing services) to western companies.
- PriceWaterhouseCoopers: Consultation on how to structure their operations on Sakhalin to provide service to the growing domestic demand for accounting services

**Registration:**

- WesternGeco International: assistance with registration of new company name.

**Co-Located Offices:**

- Regional Initiative
- Carana
- Ecolinks
- AMEC

**Information and Market Research:**

- BISNIS Market Report: Transportation
- BISNIS Contact List: Updated list of contact information for the Regional Administration.
- BISNIS Contact List: Updated list of US companies, non-commercial organizations and JV's on Sakhalin
- Monthly news report for the Alaska Dept of Commerce Division of Trade & Development.

**Support for USG Technical Assistance Programs**

- Irex: Internet usage and communications.
- SABIT – distributed information on upcoming training for software development companies.

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

## Letters of Invitation:

- Precision Drilling Corporation (2)
- General Dynamics Worldwide Communications Systems
- Loomis Austin Inc.
- Washington Group International (6)

**Outreach to Russian Firms and Organizations**

- Generated partner lead on behalf of Grazhdanstroy Co. in Kholmsk.
- Sponsored a business meeting involving over 65 companies involved in the oil and gas service industry. Half of these companies were Russian and the meeting resulted in a number of networking and information sharing opportunities for them