

Narrative Performance Report
for the Activities of the
American Business Center® Yuzhno-Sakhalinsk
December 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
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-1-

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

Market Facilitation Support Services

Meeting Arrangements, Logistics Support, General Business Services:

- Exel: full administrative support, meeting arrangements, interpretation, translation, photocopying, carrel, and conference room rent.
- DRC Group: photocopying.
- Waukesha Alaska Corporation: computer usage, Internet access.
- Lynden: selecting resumes, photocopying.
- AMEC: international and long distance calls, photocopying.
- EXXON: long-distance calls.
- Shaun Going: provided maps on license areas.
- General Dynamics: hotel and driver reservation.
- Washington Group International: provided a map of Sakhalin.

Partnering, Trade Leads and Referrals:

- Nivaagroprodukt Company, Yuzhno-Sakhalinsk – published a trade lead for insulated fish totes through BISNIS web-page; Contacted Alaskan supplier (Arctic Wire Rope and Supply), provided Nivaagroprodukt with price-lists from local freight forwarders.

Consulting and Advocacy:

- Prepared contact lists for business meetings on the island.
- Provided RA Logistics (Exel, Sakhalin office) with general information on the local transportation market.
- Provided information to US Commercial Service/Vladivostok on 1) foreign economic activity for Sakhalin region; 2) information on fruit imports rules.
- Advise on Sakhalin-1 PSA for Louis Emond/General Dynamics. As a result, GD was able to get the necessary papers from their lawyer in the US.

Co-Located Offices:

- Regional Initiative
- Ecolinks
- AMEC
- The US-RFE Partnership Program
- IREX

Information and Market Research:

- Exel RA Logistics: provided information on telephone line installation.
- EXXON: provided information on the USA Consulate in Vladivostok.

- Monthly local news report for the Alaska Dept of Commerce Division of Trade & Development.
- Prepared Commercial News report for BISNIS – US Dept. of Commerce.
- Prepared a market report on the Housing and Office Facilities in Yuzhno-Sakhalinsk.

Support for USG Technical Assistance Programs

- The US-RFE Partnership Activity: provided full administrative support, arranged office equipment purchase, computer programs installation, photocopying, long-distance calls, international faxes, and driver services. Organizational support for the pre-bid workshop in Yuzhno-Sakhalinsk on Dec. 21.
- Regional Initiative Coordinator Russian Far East: provided general administrative support, translation, photocopying.
- IREX: long distance calls, photocopying.
- Support for Sakhalin-Alaska Working Group – Environmental Seminar Planning

Support for US Government Functions

American Citizen Services

- Letters of Invitation:
 - EXEL RA Logistics
 - General Dynamics
 - Loomis Austin, Inc
- Support for visit of US Ambassador Vershbow to Sakhalin Dec 1, 2001
- Provided information and support to the US Consulate in Vladivostok on the business environment on Sakhalin

Outreach to Russian Firms and Organizations

- Consultation and mentoring to Director of the Sapporo Hotel
- Provided marketing and business information to Yuzhno branch of Alpha Bank
- Information and consultations to BINOM fishing company
- Consultations on joint venturing for Ivan Katsev, entrepreneur
- Business consultations for Tyopley Dom - US-Russia joint venture
- Business and marketing information for InterServe – Russian start-up company