

Narrative Performance Report
for the Activities of the
American Business Center® Yuzhno-Sakhalinsk
February 2003

Submitted to: USAID/Russia
FCS, American Embassy Moscow

Submitted by: Foundation for Russian American Economic Cooperation

Administrative Data:

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| 1. | <i>Grant Number</i> | 118-G-00-00-00050-00 |
| 2. | <i>Name and Address of the Center:</i> | ABC Yuzhno-Sakhalinsk
Sakhincentr
32 Kommunisticheskii prospekt, #517A
Yuzhno-Sakhalinsk, RUSSIA 693000 |
| 2. | <i>Name of Project Director:</i> | 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 February 2003 in accordance with its established workplan.

Market Facilitation Support Services

Meeting Arrangements, Logistics Support, General Business Services:

- **US Consulate, Vladivostok:** ABC supported the visit of Alexander Hamilton, Vice-consul of US Consulate, Vladivostok working out a business schedule, setting up meetings and making changes to the schedule during the visit. During his visit American specialists working in Yuzhno-Sakhalinsk had an opportunity to get consular consultation on issues connected with visas. Alex also visited the American Corner in the regional library.
- **Washington Group Int'l** - Info on request – list of design and construction companies.
- **EXEL RA Logistics:** ABC continues providing assistance in photocopying and scanning documents, conference room for meetings with business partners.
- **CIS Catering International & Services:** ABC continues to provide assistance in photocopying and printing documents, access to office equipment, interpretation during business meetings. The company together with its Russian partner is participating in tenders for catering services with Exxon Neftegas Limited and Sakhalin Energy Investment Company.
- **Northpointnetwork:** ABC coordinated a visit of the company's representatives, scheduled meetings, provided interpretation during meetings, secretarial assistance. ABC also made a research on certain regulations in the Russian Federation Customs and started a report on the process of licensing activities connected with telecommunication and satellite services. ABC also provided the Company with an interpreter during the interviews with candidates for an accountant job. ABC provides office space to this company, access to office equipment, consulting on different issues. To start business on Sakhalin the company has to cooperate with different Russian companies, including the company's potential partners. This helps to enrich experience of both Russian and international companies. Hopefully, such cooperation will lead to a long-term prosperous business for both parties.
- **Raytheon:** ABC provided professional organizational support facilitating the visit of George Connell, Vice-president of Raytheon Technical Services Company to Sakhalin. ABC provided business consultation making up the list of companies for Mr. Connell to meet with, worked out the business schedule for a week, composed and sent out official letters. ABC also organized a reception, worked out the list of invitees, composed and sent out letters of invitation, searched for an interpreter and provided full escort during the visit of the Company's Vice-president. Information on entertainment and sightseeing in Yuzhno-Sakhalinsk was prepared and by the ABC too. The company has recently begun its activity on the island and the ABC is supporting the company's efforts in establishing good business relationship with other western and Russian companies already involved in operations

connected with shelf exploration on Sakhalin and in making contacts with Regional Administration representatives.

Partnering, Trade Leads and Referrals:

- Published partner lead for Eureka-2, local plastics processing company.

Consulting and Advocacy:

- ABC provides support for the Junior Achievement program. In February a group of students who participated in Oblast Olympiad on Applied Economics visited ABC. At the meeting with ABC Director Jeffrey Valkar, Regional Initiative Coordinator Russian Far East Gregg Halstead the students were told about activity of the U.S. government programs of technical assistance in Sakhalin oblast and in the Russian Far East;

Co-Located Offices:

- Regional Initiative
- The US-RFE Partnership Activity
- NorthPointNetwork

Support for USG Technical Assistance Programs

- **Security Roundtable:** In February the ABC staff processed the Minutes from January meeting, translated the document and sent it out to all the participants of the Security Committee, processed and added all the remarks received from the participants. The ABC also communicated with the Security Committee members, representatives of the Regional Police Department and Sakhalin Administration. Although the ABC had to cancel the meeting of the Committee in February due to the lack of appropriate participation, it believes that the Committee's activity, once it is properly set up and developed, will contribute in accident prevention and will help both Russian and western companies to safely operate on the island.
- **Russian American Pacific Partnership - RAPP:** Carol Vipperman, President of FRAEC and ABC, being the official liaison for the US RAPP Executive Secretariat, took part in the 1st organizational meeting with the Committee for International, Overseas Economic and Interregional Relations. During the meeting the draft variant of the activities schedule for July RAPP meeting in Yuzhno-Sakhalinsk was discussed. ABC also provided an Interpreter. The ABC hopes that RAPP's July meeting will capture the attention of international and local business community and governmental bodies to the potential that Sakhalin region has, and the efforts of Russia and USA will contribute to economical and social development of the region.
- **Regional Initiative:** full administrative support, provided conference room space for business meetings, photocopying, faxes, phone calls, provided information on registration, obtaining migration card at.

- **The US-RFE Partnership Activity:** administrative support, access to Internet, international, long distance and city calls, fax lines, arranged specialists visits to fix different computer problems, driver's services, provided power point and overhead projectors;
- **American-Russian Training Center – 10th Anniversary conference - participated in American-Russian Training Center Anniversary and seminar. Prepared promotion materials for 230 participants**

Support for US Government Functions

American Citizen Services

Letters of Invitation:

- **Airgas Nor Pac, Inc. – 5 letters of invitation;**

Outreach to Russian Firms and Organizations

- **EnergoStroy - Consulted with this medium-sized Russian construction company on finding a foreign partner to supply (lease) small to medium construction equipment.**
- **Zakon-Invest - Provided visit support and consultations to this Russian law firm. The firm is interested in providing legal services to the foreign business community on Sakhalin.**