



SABIT Exchange



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Contents

SABIT Builds Bridges in Eurasia

Grantee Profile: Keystone Service Systems

Ecotourism in Russia Far East and Wild Salmon Center

2004 Group Program Calendar

Alumni News: Bovine Genetics in Central Asia

Transportation Infrastructure: Roads

On the SABIT Website

www.mac.doc.gov/sabit

2004 Grant Application



Click on the "Register" link to download application
DEADLINE- April, 23 2004

Questions About the SABIT Grant Program?

Get detailed answers about the application process.

2004 Group Schedule

Interested in hosting a delegation? View the 2004 Group schedule.

In the News



Read the latest press reports on the SABIT Program

[The Post Present "Fox Cities serves as health example"](#)

[Illinois DOT Hosts Group Program](#)

SABIT Forges U.S. - Eurasian Commercial Ties

Tanner Johnson

One of the constant results of both SABIT Group and Grant Programs is the establishment of continuing relationships between former participants and U.S. host companies. This can take the form of joint ventures, distributorships, facilitation of scientific research, association development, or contracts for services and equipment that lead to U.S. exports.

While SABIT is foremost a training program for managers and scientists, it nonetheless remains a viable tool for promoting U.S. equipment and services in Eurasia. Participants who have returned to their home countries after their training under the auspices of SABIT are predisposed to doing business with companies in the United States. A majority of SABIT alumni maintain business relationships with their U.S. host companies.

In fiscal year 2003, SABIT facilitated over \$30 million in U.S. exports to the countries of the former Soviet Union, in industries such as aerospace, energy, timber, road



construction, IT, and engineering services, among others. The number of different industries finding success in these developing markets with the help of SABIT demonstrates the versatility of the program, and also shows the value of SABIT in facilitating successful cooperation between U.S. companies and potential partners and colleagues in the former Soviet Union.

To learn more about the Grant and Group Programs, and for funding updates and applications, please visit our website, <http://www.mac.doc.gov/sabit/>.

SABIT Grantee Profile

An Interview with Keystone Service Systems

Erin Schumacher

Keystone Service Systems (KSS), a subsidiary of Keystone Human Services (KHS), is a group of non-profit organizations based in Harrisburg, Pennsylvania. The organization provides assistance to those with disabilities and their families, both in the United States and overseas. In 2000, KSS began its own internship program, working with interns from Russia and Moldova. KSS received its first SABIT grant during the 2003 funding round and intends to provide training to four interns. Charles Hooker, Chief Executive Officer of KSS, participated in an interview on November 4, 2003 to explain his goals and plans for KSS' participation in the SABIT Grant Program.

SABIT Exchange: Is this the first time KSS has worked with the SABIT Program?

Charles Hooker: Yes. At the US-Russian Investment Symposium, I met with a representative of another Department of Commerce agency. Communication with the agency and resources on the website, led me to the SABIT program, which seemed like a promising way to further KSS' relationship with the NIS, particularly Russia and Moldova.

SE: KSS also operates its own form of internship training programs. Would you please describe some of these programs?

[Continued on page 2]

SABIT Exchange is published quarterly by the Special American Business Internship Training Program (SABIT) as a service to its clients. Founded in 1990, SABIT is a U.S. Department of Commerce initiative that awards grants to American organizations to train Eurasian managers and scientists.

How To Reach Us

U.S. Department of Commerce
SABIT Training Program
Franklin Court Building,
Suite 4100W
1401 Constitution Avenue, NW
Washington, DC 20230

Tel: (202) 482-0073
Fax: (202) 482-2443
sabitapply@ita.doc.gov

www.mac.doc.gov/sabit

Staff

Tracy Rollins, *Director*
Liza Sobol, *Deputy Director*
George Avilkin, *Logistics Coordinator*
Patrick Brennan, *Marketing Coordinator, Editor*
Melissa Jordan, *Grant Coordinator*

Senior International Trade Specialist

Ilona Shtrom

International Trade Specialists

Frank Borghese
Benjamin Chapman
Erin Crouch
Tanner Johnson
Martin Koran
Erin Schumacher
Scott Szenasi

Impact

“The SABIT interns of today become the entrepreneurs of tomorrow.”

WILLIAM H. LASH, III
Assistant Secretary of Commerce for Market Access and Compliance
U.S. Department of Commerce

- More than 1,000 organizations have trained over 3,300 Eurasian managers and scientists.

- SABIT has facilitated \$260 million in export revenues and overseas investment since 1990.

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Keystone's Charles Hooker on SABIT

[Continued from page 1]

CH: Yes. KSS has an International Internship Program and a Social Entrepreneurship Program. There is a need to increase the support and perceived value of individuals with disabilities within Eastern European countries. Through the Internship Programs, KSS intends to address these issues, by providing people in the field with the vital skills to encourage change. In the Social Entrepreneurship Program, KSS works with promising interns to develop proposals of human service programs within their home country. This is how we created our first programs in Moldova.

KSS started its first International Internship Program in 2000, with three interns from Moldova, each for one year, providing support and assistance, in Lancaster County, Pennsylvania. As part of the Program, by the end of the internship, each intern developed a proposal for evaluation by KSS. If approved, KSS would fund the suggested program. A couple of success stories include two programs established to serve children in Tudora and Brinza, Moldova. KHS has since incorporated an international subsidiary (KHS International), which is in the process of registering a Moldovan entity as an association to allow for more direct assistance in country.

It is the philosophy of Keystone Service Systems that all participants in the International Internship Program and the Social Entrepreneurship Program gain the tools that they need to become partners in Keystone's mission of social assistance. Participants return to their home communities in Eastern Europe and apply their learned skills in the social service arena, or become future employees of Keystone through funded proposals within their local home regions. Regardless, Keystone hopes to provide needed services to individuals with disabilities in their home communities, as well as foster the passion of those who are called to serve.

SE: How does the SABIT Program differ from or enhance the other programs KSS currently sponsors?

CH: The SABIT Grant Program augments KSS' previously sponsored internships, by furthering our experience in

regions and fostering relationships with U.S. Government programs. Increasing its work with international internships is consistent with KSS' vision of becoming a significant force supporting international development for human services.

SE: What are the primary goals for the interns during this internship?

CH: The intention is to provide an experience that is specific to the intern. The training program imparts a well-rounded view of operations and management of a non-governmental organization (NGO). Our goal is to show what an NGO can accomplish and how it differs from other organizations. Training includes the topics of corporate compliance, leadership management, fiscal accountability and values-based training.

SE: KSS focuses on Russia and Moldova. How did this develop and what is KSS' vision for the future in these two countries?

CH: The linkage with Moldova and Russia developed with encouragement from the president of KSS, Dennis Felty, who visited Moldova and Russia to see first-hand the needs of individuals with disabilities. Through these trips his vision of a safer world for all individuals was enhanced by the commitment of the people he met doing social service work. There is a determined need for developmental assistance in Eastern European and NIS countries, and Moldova and Russia are the areas where Keystone has committed to focus its efforts and resources. By providing individuals with the skills to affect change in the social services of these two countries, KSS feels it can address this need for developmental assistance in the region.

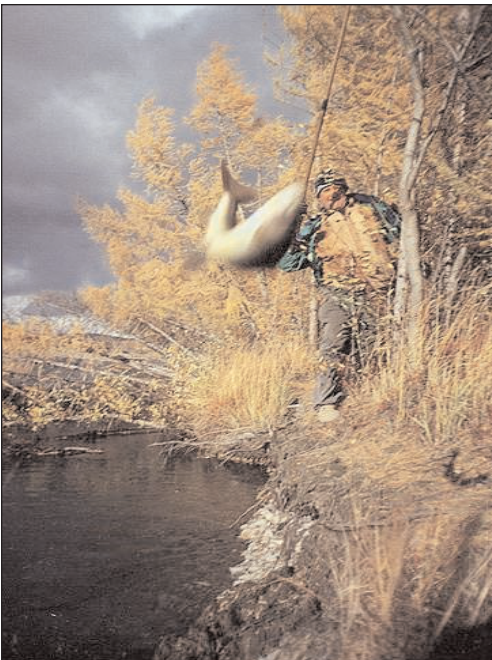
Keystone Service System's (<http://www.keystonehumanservices.org>) primary goal is that of development for and awareness of the rights of those with and affected by disabilities. Mr. Hooker believes that the SABIT Grant Program is a good fit for Keystone and, through this program, they are able to train, and thus prepare, four more individuals to carry that message, vision and skill back to their country.

Casting Wide: SABIT Grant Helps Intern from Magadan Explore the Fly-Fishing Industry

Erin Crouch

During Victoria Belger's eleven-week internship at the Wild Salmon Center in Portland, Oregon, she didn't spend all her time fishing. Victoria is the tourism manager of DVS-TOUR in Magadan, Russia, and with the aid of funding from the SABIT, Victoria has drafted a marketing and strategic development plan for expanding ecotourism in her area.

The Wild Salmon Center's training plan for Victoria included time spent in their Portland office, at Sweetwater Travel in Montana, and at the World Wise Ecotourism Network in Seattle, Washington. Victoria studied the principles of angling ecotourism, regulations for catch-and-release fishing, marketing and customer service as well as other important aspects of the industry.



Michael Zwirn, policy analyst and grant coordinator at the Wild Salmon Center, believes that one of the major benefits Victoria derived from her internship was having a great deal of contact with her most promising perspective clientele: prosperous American fly-fishers. "This is the group that DVS-TOUR and other Russian tourism firms are most challenged in



DVS TOUR operates ecological, fly-fishing, trophy hunting, and rafting tours in the Magadan region. Through a SABIT Grant ecotourism and conservation meet in an international effort to protect and value these natural resources.

reaching," he said in the SABIT final report. "Personal interaction will prove very valuable [to DVS-TOUR] in the long run."

Wild Salmon Center, in turn, feels that they have benefited from the stronger ties to the Magadan region, a region of Russia they have had less contact with than Kamchatka and Sakhalin. "As a nonprofit and conservation organization, we are interested in building support for salmon conservation within salmon ecosystems (including Magadan) and within constituencies that are most capable of advocating for salmon (including fly-fishing tourists)." Michael concluded.

Belger sees the internship being useful in the long run, as well. "DVS-TOUR will continue its cooperation with Sweetwater Travel, which is going to promote fishing on the Yama River. Sweetwater Travel Company will also consult DVS-TOUR on various aspects of fishing tourism. The Wild Salmon Center has already cooperated with its colleagues in the Magadan Region, including the Inter-Regional Association of Independent Tour Operators and the Institute for Biological Problems of the North. They proposed a Fly-Fishing Ecotourism Exchange to assist Magadan in the development of its ecotourism capacity. I hope that DVS-TOUR as a local operator of fly-fishing tourism will be a future partner for the Wild Salmon Center."

2004 Grant Funding Round

Applications for SABIT's 2004 Grant Program are available for download on our website, www.mac.doc.gov/sabit and will be accepted until April 23, 2004.

SABIT Group Program

The 2004 Specialized Group Program has conducted five successful programs to date. Throughout the summer and fall, SABIT will organize and implement nine additional sessions of this industry-specific training program (see calendar below). Typically, two months prior to the start of the training, program officers recruit interested U.S. companies and organizations to take part in these training programs, by acting as a host for a half-day to two days of seminars, site visits and other hands-on, professional training activities. U.S. hosts are given the opportunity to showcase their products and services to Eurasian decision-makers in their industry. Delegates are mid- to upper-level management, or research scientists and engineers. The SABIT Group Program is an excellent way for U.S. firms to establish business relationships in Eurasia.

Association Development for Russia: Hospitality Franchising
April 17 - May 15, 2004

Infrastructure: Ports
May 15 - June 12, 2004

Standards in Building
May 22 - June 19, 2004

Hospital Administration for CAR -
May 22 - June 19, 2004

Timber Russia Far East -
June 19 - July 17, 2004

Infrastructure: Airports
August 7 - September 4, 2004

Standards in Info Technology -
August 21 - September 18, 2004

Association Development for Central Asia: Finance -
September 11 - October 9, 2004

Mining for Central Asia -
September 18 - October 16, 2004

Kazakhstan's Bullish Bovine Genetic Market

Benjamin Chapman

Five interns from Kazakhstan that participated in the SABIT grant program co-hosted by Taurus Service, Inc. and Plum Bottom Farm are currently utilizing their new knowledge of bovine genetics. Recently, cattle stock of a Kazakh participant have been impregnated with Ayrshire genetics with the goal of attaining 100% American genetics in offspring.

During their May-August 2003 internship, all of the interns ordered bovine embryos and semen from Taurus Service for delivery in their home country. In November 2003 American veterinarians traveled to Kazakhstan to deliver and implant the embryos with an export value of \$35,000. In addition, due to the successful results of the internship, the Taurus Service interns facilitated \$13,500 of additional embryos bought by neighboring farms in the region. The SABIT interns also bought bovine semen at an export value of \$26,000 and facilitated an additional \$16,000 to neighboring farms in the region.

This initiative was considered successful and sustainable due in part to the training the interns received while on the SABIT program. It is also reported that the SABIT grant has facilitated

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increased outreach a about bovine artificial insemination.

Hisa Akhmatov, Executive Director of Taurus Service of Central Asia, has reported that due to his internship with Taurus Service and Plum Bottom Farm he has become a better salesperson and is more knowledgeable about better farming practices and bovine genetics. Also, Mr. Akhmatov has reported that as a result of the SABIT program, he continues to get business leads and sales from farmers that have heard about his products from SABIT alumni. He says that these sales would not have been achieved otherwise. Since his return to Kazakhstan from the United States, Mr. Akhmatov has sold \$61,000 of bovine embryos and semen to SABIT alumni, and has attributed \$29,500 of new sales to word-of-mouth.



Kazakh interns pose with their U.S. hosts at Plum Bottom Farm in Belleville, PA

Group Program Update

SABIT Hosts Eurasian Road Construction Professionals

Erin Schumacher and Tanner Johnson

In March, SABIT completed the first of three transportation infrastructure sessions in 2004 with the Road Construction program. SABIT organized a comprehensive training program for 17 road construction professionals from Armenia, Azerbaijan, Kazakhstan, Moldova, Russia, Tajikistan, Ukraine, and Uzbekistan. The four-week program introduced the delegates to private companies and public agencies, which conducted presentations and demonstrations on a wide variety of highway construction topics.



The group spent two weeks in the Washington, DC area, meeting with federal and state government agencies, including the Federal Highway Administration, Virginia Department of Transportation and the Maryland State Highway Administration. They learned how federal and state governments design budgets and manage projects, and also visited two significant local construction projects,

the Springfield Interchange Project and the Woodrow Wilson Bridge. The group also met with consulting firms, including Louis Berger and Jacobs Civil Engineers Inc., and industry associations such as AASHTO and ARTBA.

During a week in Illinois, the group met with the Illinois Department of Transportation, whose representatives demonstrated road maintenance techniques and facilities, new equipment, and materials testing. Together with IDOT, several local contractors provided facility tours for the delegation. Equipment manufacturers John Deere and Caterpillar also hosted the group.

The program concluded with a visit to the 2004 World of Asphalt Conference in Nashville, Tennessee. The delegation attended technical seminars, visited with U.S. equipment and materials manufacturers, and went to paving demonstrations.

With a long list of private sector host companies and government agencies, SABIT created a well-rounded month of road construction training. The delegation's experience with U.S. road construction industry specialists will be used not only to improve the Eurasian roads infrastructure, but to increase cooperation between the U.S. and Eurasian companies in this industry sector.