



# SABIT EXCHANGE



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A PROGRAM OF THE U.S. DEPARTMENT OF COMMERCE

PROMOTING  
PARTNERSHIPS,  
GENERATING  
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## Eurasian Countries Reach Out to Hurricane Victims

Erin Crouch

On Friday, October 21, representatives from the embassies of Azerbaijan, Belarus, Russia and Ukraine, as well as other European countries, gathered to receive certificates of appreciation for their contributions toward Hurricane Katrina relief. Dr. Gerard Janco, President of the Eurasia Center and Business Coalition, followed by an explanation of the awards being given. The contributions made by the Eurasian countries included the use of four jets with evacuation and medical equipment, a water cleaning system and 60 coordinators and volunteers from Russia; air lifting capacity donated by Ukraine; \$200,000 from the government of Armenia; \$500,000 from the government of Azerbaijan; \$50,000 from the government of Georgia and additional assistance was provided by Belarus and Kazakhstan. In her September 2 statement, Secretary of State Condoleezza Rice thanked the global community for its generous assistance; contributions ultimately came from 59 countries.



The Tribute Awards for European and Asian Nations at the Eurasia Center



Georgiy Borisenko, Embassy of the Russian Federation, receives his award.

## Fertilizer Grinders Purchased for Odessa Port

SABIT participants Vitaliy Kotvytskiy and Oleg Sologub were able to conclude a contract for fertilizer grinders from A.J. Sackett & Sons, a Baltimore-based company, while participating in the SABIT Transportation Infrastructure: Ports program in 2004. Founded in 1897, A.J. Sackett & Sons specializes in equipment for the fertilizer industry worldwide. The fertilizer grinders, which were delivered later in 2004, are worth \$2 million dollars and are being used at a private bulk terminal owned by Transinvestservice, the participants' company, at the port of Odessa, Ukraine.



Views of the export-import terminal of Transinvestservice in Odessa, Ukraine.

## SABIT Exchange

### About

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 facilitates commercial ties between American and Eurasian businesses and institutions.

### How To Reach Us

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### Impact

"The SABIT interns of today become the entrepreneurs of tomorrow."

William H. Lash, III  
*Former Assistant Secretary of Commerce for Market Access and Compliance*  
U.S. Department of Commerce

- More than 1,000 organizations have trained over 3,800 Eurasian managers and scientists.
- SABIT has facilitated \$750 million in export revenues and overseas investment since 1990.

*Articles by non-U.S. government employees express the views of the authors and should not be construed as a statement of U.S. government policy.*

# Alumni Training Workshop Takes Place in Kiev, Ukraine

Liza Sobol

In November 2005, SABIT organized a two-day strategic planning seminar and reception in Kiev, Ukraine. The events were organized and attended by SABIT Kiev Coordinator Sergei Sviderski and SABIT Deputy Director Liza Sobol.

The strategic planning seminar provided follow-up training for 20 Ukrainian SABIT Program alumni from the telecommunications and aviation industries. A reception was hosted by Deputy Chief of Mission Sheila Gwaltney at her residence and was attended by 45 SABIT interns and U.S. Government Embassy personnel. The event gave SABIT alumni an opportunity to network with colleagues from other industry sectors, and to develop valuable contacts with the U.S. community in Kiev.

Ms. Sobol also had the opportunity to visit a number of alumni companies to see first-hand how past participants were implementing their SABIT training.

One visit was made to Mr. Alexandr Mandrykin, President of Wireless Ukraine, a telecommunications association in Kiev. After participating in the Association Development: Telecommunications program in 2004, Mr. Mandrykin was able to reorganize his association based on the knowledge he gained from his U.S. counterparts. Because of these organizational and strategic reforms, the association has attracted a large number of new mem-

bers, including U.S. companies such as Intel, Motorola, and 3Com, and has become influential in the federal legislative process. Currently, the association is drafting legislation on the implementation of new types of wireless connections in Ukraine, and submitted another proposal submitted to create an organization in Ukraine equivalent to the American FCC.

SABIT has trained numerous professionals from the transportation sector in Kiev, and Mr. Sergey Murashkin, Deputy Director of Boryspil Airport and program participant in 2004, provided Ms. Sobol with a tour of the airport grounds and a review of the airport's plans for expansion in order to meet the increasing passenger traffic over the next years. The airport currently has a loan from the Japanese government to construct a new passenger terminal but is actively seeking financing and investing for future projects. Mr. Murashkin participated in the SABIT Transportation Infrastructure: Airports program and the training allowed him to see operations and construction projects at most of the major airports in the mid-Atlantic and northeast regions of the United States.

"With an increasing focus on alumni and the multiplying effect that they have on commercial training, events such as this workshop in Kiev are very important," concluded SABIT Director Tracy Rollins.

### SABIT Grants Update

The SABIT program will not be accepting grant applications in 2006. Due to funding constraints, SABIT will be focusing its efforts on its industry-specific group programs. We encourage former grant awardees to keep in contact with us, and to continue updating their success stories. We also encourage companies interested in grant funding to keep in contact with us about future opportunities.



Ukrainian alumni receive training in strategic planning.

# Central Asian Alumni Participate in Training

Tanner Johnson

Central Asian SABIT alumni had the opportunity to build on their experience in the United States with three training seminars held in Kazakhstan, Kyrgyzstan, and Tajikistan this past June.

The three one-day seminars were presented by in-country representatives of the PRAGMA Corporation, and were sponsored and developed by SABIT. The seminars focused on three separate themes, all essential for continued business development. In Almaty, Kazakhstan, 25 alumni attended the seminar "Basic Principles of Western Accounting", while 22 Kyrgyz alumni in Bishkek participated in a seminar entitled "Strategic Planning". Lastly, 18 Tajik alumni attended a third seminar, "Project Management", held in Dushanbe.

Alumni in all three countries also had the opportunity to participate in roundtable discussions with SABIT Central Asia coordinator Banat Ashkenova, and SABIT Program Officer Tanner Johnson. Past participants offered ideas for future SABIT programs in the United States, and also discussed ideas for further follow-up training seminars in Central Asia. In addition, alumni association leaders in Kyrgyzstan and Tajikistan presented potential projects for future consideration, including ways to use the Internet to promote better communication between past participants and SABIT Program staff, and to provide more current information about SABIT and U.S. government programs to alumni and future applicants.



Alumni in Dushanbe meet with the U.S. Ambassador and SABIT Coordinator Banat Ashkenova during the training session.



SABIT Alumni have opened new businesses in Central Asia. Banat Ashkenova tours a store in Dushanbe, Tajikistan.

Each seminar and roundtable was followed by a reception, attended by numerous Embassy representatives. In Dushanbe, Tajikistan, alumni had the opportunity to meet with the U.S. Ambassador to Tajikistan, Richard E. Hoagland, and Deputy Chief of Mission Thomas H. Armbruster. In Almaty, Kazakhstan, Deputy Chief of Mission Mark Asquino attended a reception for SABIT alumni, and had the chance to meet and talk with several program participants.

Outside of the seminars, there was also the opportunity for Program Officer Tanner Johnson to visit several participants on-site to see how they have expanded their businesses and implemented the concepts learned during their training sessions. Gulru Mukhamadieva displayed several new apparel stores opened in Dushanbe, Tajikistan, utilizing supplier contacts and information gathered through SABIT. Gulzada Muktarova, from the Residential and Commercial Construction program in 2005, gave SABIT representatives a tour of the Kazakh Architectural and Construction University in Almaty.

Most importantly, these follow-on trainings demonstrated that SABIT programs bring concrete results to its participants and U.S. host companies. Many alumni pointed to contacts they have maintained with their U.S. hosts as key elements to their current success. In some cases, this relationship takes the shape of a formal contractual agreement. For others, their connection serves as an informal conduit for information on industry trend, and an exchange of professional experience with their U.S. colleagues.

## SABIT Group Program

SABIT is planning eleven group programs for 2006 (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.

Metals and Minerals Mining  
(Central Asia)  
January 28- February 25, 2006

Ecotourism  
(Russian Far East)  
February 4- March 4, 2006

Fruits & Vegetables  
Packaging and Processing  
(Central Asia)  
March 4 - April 1, 2006

Airports & Ground Support  
(Eurasia)  
March 11 - April 8, 2006

Hotel Management  
(Eurasia)  
May 13 - June 10, 2006

Food Service Franchising  
(Russia)  
May 20 - June 17, 2006

Water for Western Eurasia  
& the Caucasus  
June 10 - July 8, 2006

Agribusiness Association  
Development  
(Ukraine)  
August 5 - September 2, 2006

Liquefied Natural Gas  
Storage & Transportation  
(Russia)  
August 12 - September 9, 2006

Rural Business  
Development: Crafts  
(Western Eurasia)  
August 19 - September 16, 2006

Road Construction  
(Eurasia)  
August 26 - September 23, 2006

## SABIT Alumni Join State Alumni Website

Erin Crouch

As many SABIT participants are already aware, the program receives funding from the U.S. Department of State. What many participants were not aware of until recently is that this makes them alumni of a State Department program and allows them access to the many resources available for those alumni. One of these resources is the Department of State alumni website at <https://alumni.state.gov>. Now serving more than 15,300 alumni of past programs, the website offers a photo gallery, announcements and career development resources including job postings and grant opportunities, a discussion forum and a calendar of events. The site can be accessed in



The Dairy Processing and Packaging delegation was one of the first groups to register on the State Alumni website in September of 2005.

English or in Russian, and offers several forum areas in Russian.

An excellent addition to SABIT's own Russian-language website, the State Alumni site allows participants to find other alumni by searching by program, city, country or field of interest.

## SABIT Profiled in the IAWG

The Interagency Working Group (IAWG) on U.S. Government-Sponsored International Exchanges and Training was created in 1997 to make recommendations to the President for improving the coordination, efficiency, and effectiveness of government-funded international exchanges and training.

As part of their mandated responsibilities, the IAWG identifies best practices among programs with international visitors. In 2005, SABIT was identified as one of the Public-Private Partnership Case Studies, serving as a model for other government agencies and their programs. SABIT's successful joining of private sector businesses and organizations with federal government infrastructure has been the basis for the creation of several new programs in other regions of the world, including the MEET US program for the Middle East and the AMBIT program for Northern Ireland and the border countries.

### SABIT Alumni

Visit our Russian language website  
[www.sabitprogram.org](http://www.sabitprogram.org)

## CIS and Eastern Europe Business Forum Showcases SABIT

Erin Schumacher

The SABIT Program participated in the 12th annual CIS and Eastern Europe Business Forum, held in Tucson, Arizona in late October. The conference, supported by the University of Arizona and local businesses, brought together many diverse parties with an interest in the Eastern European and Eurasian markets. Among the attendees were several small and medium-sized enterprises, major corporations, U.S. government representatives, representatives from various countries in the area and students from local universities.

SABIT participated in the session outlining U.S. government support for U.S. businesses with interests in the region. Erin Schumacher gave a presentation on the commercial opportunities that SABIT provides, along with presentations from other colleagues from the Department of Commerce, Department of Energy and the U.S. Industry Coalition. Other conference sessions focused on business opportunities, technology transfer, legal reforms, and investment mechanisms.

Schumacher explained that SABIT offers participating U.S. companies the opportunity to expose key decision makers in Eurasia to their products and services through its four-week industry training programs. Furthermore, the technical assistance these companies provide to SABIT participants create a better environment for future relationships by clarifying the expectations of both parties before business is conduct-

ed, and familiarizing the U.S. companies with the business environment in the former Soviet Union. SABIT programs allow Eurasian businesspeople the chance to make personal contact with U.S. hosts, a key element to successful ventures in the region.

Numerous representatives from foreign embassies in the United States spoke about the changing economic climate in their home countries. Economic and Trade Counselors from the Azeri, Belarussian, Ukrainian and Romanian Embassies attended the conference, sharing information about the investment climate in their countries and incentives offered. Several recent political and economic developments were discussed, including Ukrainian investment under President Yushchenko and the inauguration of the Baku-Tbilisi-Ceyhan oil pipeline.

