



SABIT GRANT PROGRAM

A PUBLIC - PRIVATE PARTNERSHIP

The **Special American Business Internship Training Program (SABIT)** offers reimburseable cost-sharing grants to host mid- to senior-level Eurasian managers and scientists for three to six months of hands-on professional training in a U.S. business setting. Through the promotion of partnerships between U.S. and Eurasian businesses, the SABIT Grant Program encourages U.S. exports and investment in Eurasia, supports the implementation of market-based reforms, and facilitates Eurasian economic and civil society development.

ELIGIBILITY

Any American profit or nonprofit organization may apply. The SABIT Grant Program is ideally suited for small and medium-sized businesses that are new-to-market exporters looking to establish or expand relationships with potential customers, distributors, or partners. In addition, grants assist organizations already doing business in Eurasia to expand operations, train existing partners, or establish regional representation. For example, companies and academic institutes involved in technology transfer and commercialization have leveraged SABIT Grants to form cooperative research and development partnerships with the Eurasian scientific community. In addition, non-governmental organizations have utilized SABIT Grants to transfer institutional knowledge, technical expertise and skills to Eurasian partners.

PROGRAM ADMINISTRATION

Participating U.S. organizations have the option of either nominating a candidate from their existing Eurasian business contacts, or working with SABIT to identify a qualified candidate. Structured as reimbursable awards, SABIT Grants cover:

- Round-trip airfare from trainees' home country to the U.S. training site.
- Per diem for trainees.
- Up to \$750 per month for housing costs.

APPLICATION PROCESS

SABIT accepts applications annually based on funding availability. Interested organizations may apply after an announcement of funding availability is published in the *Federal Register*, at which

time SABIT Grant applications are distributed and posted on the SABIT website. SABIT will open the application period in January 2005. **The application deadline is April 1, 2005.**

An independent panel thoroughly evaluates each grant proposal, and awards funding based on the merits of the training program and the adherence to SABIT objectives. Grant proposals of a technical nature may require licensing or additional documentation before funding can be awarded. All grants will be awarded by September 30, 2005.

As a service to its clients, SABIT sends notification of funding availability to interested organizations. To receive notification, please register on SABIT's website or send an email to Patrick_Brennan@ita.doc.gov.

More detailed information on the SABIT Grant Program can be found at www.mac.doc.gov/sabit

Hoffman International, Inc. Trains for Success in Eurasia

Hoffman International, Inc., an equipment sales and service provider based in New Jersey, leveraged the



SABIT Grant Program to broaden its network of contacts, expand its Eurasian sales, and establish a very strong regional presence. "SABIT alumni have been very valuable in establishing a positive reputation for Hoffman in Russia," acknowledges Vice President Musya Tumanyan. "We would not have survived in Russia after [the economic collapse of] 1998 without our SABIT experience." After training several road construction engineers through the Grant Program in 1995, Hoffman signed an open contract to sell \$15 million of construction equipment in Russia. In 2000, the firm established a representative office in the Russian Far East to promote logging products, and in 2002 enjoyed its first sales in the Republic of Georgia, a \$1 million contract for road maintenance and construction equipment. As a result of the Eurasian partnerships formed through SABIT, Hoffman is able to compete more effectively with its European competitors.

