



future development in the region.

Contact: For more information, call Ioana Hartshorn, program officer, EcoLinks Partnership Grant Program, at (202) 326-7814, fax (202) 326-7774, e-mail ihartshorn@iie.org, or visit www.ecolinks.org.

Office of Citizen Exchanges, U.S. Department of State

The U.S. Department of State designs and develops exchange programs to encourage market-based economic development. It funds programs conducted by U.S. non-profit organizations that work with international leaders, including young professionals and business entrepreneurs. Open, merit-based competitions are conducted annually for proposals on specific themes in specific regions worldwide.

Contact: For more information, call the Office of Citizen Exchanges at (202) 619-5348, fax (202) 619-4350, or visit <http://exchanges.state.gov>.

CHAPTER 8

AGRICULTURAL EXPORT AND FINANCE PROGRAMS

AGRICULTURAL EXPORT PROGRAMS

FAS Worldwide, Foreign Agricultural Service, U.S. Department of Agriculture

FAS Worldwide is a quarterly magazine that covers the full spectrum of FAS responsibilities on a worldwide basis, including market access, market development, and foreign policy. Introduced in Spring 2005, it replaces the monthly publication AgExporter.

Contact: For subscription information, call the National Technical Information Service at (703) 605-6060 (Washington, D.C., area) or (800) 999-6779 (toll free). To view FAS Worldwide, go to the FAS home page at www.fas.usda.gov.



Processed Products Division, Foreign Agricultural Service, U.S. Department of Agriculture

The AgConnections team of the Processed Products Division manages five basic services that are available to exporters of U.S. food, farm, forest, fish, and seafood products:

- *Trade leads* are foreign trade inquiries that the FAS offices transmit electronically to the USDA. They are made available to U.S. exporters via e-mail free of charge. Trade leads are also available through trade publications and state departments of agriculture and trade development centers. Contact Sharon Claggett at (202) 690-3416.
- *Buyer Alert* is a biweekly newsletter that can introduce your food, farm, forest, fish, and seafood products to foreign buyers at only \$15 per announcement. Advertisements for up to five products may be submitted for each announcement every eight weeks. *Buyer Alert* announcements are transmitted electronically directly to more than 17,000 potential buyers in more than 85 countries. Contact Linda Conrad at (202) 690-3421.
- *Foreign buyer lists* contain detailed contact information on more than 26,000 importers of food, farm, forest, and seafood products in 80 countries. Lists may be ordered by product or by country at a cost of \$15 each. Contact Sharon Claggett at (202) 690-3416.
- *U.S. supplier lists* may be used to source U.S. food, farm, forest, fish, and seafood products for export. Qualified U.S. companies that are export ready can register on-line to be included in the U.S. Suppliers List Database. U.S. companies must have a Dun & Bradstreet number to register. Contact Linda Conrad at (202) 690-3421.

- *The Export Directory of U.S. Food Distribution Companies* provides detailed information on U.S. suppliers of mixed containers of grocery or food service products to foreign buyers. Registration is free of charge. Contact Anne Almond at (202) 690-2853.

Contact: For further assistance, call the Processed Products Division at (202) 720-6343, fax (202) 690-4374, e-mail agexport@fas.usda.gov, or visit www.fas.usda.gov/agexport/exporter.html.

National Agricultural Library, U.S. Department of Agriculture

The National Agricultural Library (NAL) is a repository of information on agricultural marketing and trade. The NAL staff responds to inquiries with customized assistance by combining in-depth knowledge of the library's resources, state-of-the-art technology, and networking. The NAL staff also assists users in accessing the library's on-line catalog and article citation database, AGRICOLA (Agricultural On-line Access database).

Contact: To learn more, call the NAL Service Desk at (301) 504-5755, fax (301) 504-6110, or e-mail agref@nal.usda.gov. The National Agricultural Library home page is www.nal.usda.gov, and the AGRICOLA home page is <http://agricola.nal.usda.gov/>.

Economic Research Service, U.S. Department of Agriculture

The Economic Research Service (ERS) provides in-depth economic analyses on agricultural economies, trade policies of foreign countries, world agricultural trade and development issues, and their links with the U.S. food and fiber economy. The ERS analyzes how factors influencing demand (population, income, and tastes); production variables (inputs and technology); foreign governments' commercial policies and programs (price controls, environmental and food safety laws, and tariffs); macroeconomic conditions (exchange rates and debt); and major events (for example, China's accession to the World Trade Organization) affect countries' agricultural production, consumption, and trade; international food and fiber prices; and U.S. food and fiber competitiveness. The ERS widely disseminates information and analyses on international agricultural trade, food aid, and development through regional and commodity reports, bulletins and updates, periodicals, and electronic databases.

Contact: For more information, call Cheryl Christensen, deputy director, Market and Trade Economics Division at (202) 694-5203, fax (202) 694-5792, or e-mail cherylc@ers.usda.gov. The ERS home page is www.ers.usda.gov.

Trade Shows and Missions, Foreign Agricultural Service, U.S. Department of Agriculture

The USDA Trade Show Office offers U.S. food and beverage exporters a choice of programs to satisfy their marketing needs. Programs include fully sponsored trade shows, sales missions, endorsed shows in both leading and emerging markets worldwide, and American

cafés. Fully sponsored trade shows consist of a package of services, including a fully appointed booth, shipping of product samples, and educational programs. Sales missions include guaranteed appointments with potential buyers, orientation to the market, and translation services. In addition, the USDA Trade Show Office provides information on the promoters of other international food and beverage shows.

Contact: For more information, call the USDA Trade Show Office at (202) 690-1182, fax (202) 690-4374, or visit www.fas.usda.gov.

Rural Development, Cooperative Services, U.S. Department of Agriculture

This program researches cooperative involvement in international trade and provides trade-related technical assistance to U.S. farmer-owned cooperatives.

Contact: To learn more, call Tracey Kennedy, International Trade Program at (202) 690-1428, fax (202) 690-2723, or e-mail tracey.kennedy@usda.gov. The home page is www.rurdev.usda.gov/rbs/coops/csdir.htm.

AGRICULTURAL TECHNICAL ASSISTANCE

Transportation Services, Agricultural Marketing Service, U.S. Department of Agriculture

As a USDA authority on transporting agricultural products to market, the Transportation Services Branch (TSB) informs, represents, and assists agricultural shippers. Activities include

- Market reports
- Regulatory representation
- Economic analysis and reports
- Technical assistance
- Outreach
- Responding to inquiries

Contact: To learn more, call the TSB staff at (202) 690-1304, fax (202) 690-3616, or visit www.ams.usda.gov/tmd/tsb.

Shipper Assistance, Agricultural Marketing Service, U.S. Department of Agriculture

The Office of Shipper and Exporter Assistance (SEA) provides new and experienced agricultural exporters with the information they need to get their products overseas, on time, in good condition, and at the lowest cost. SEA staff members also conduct export transportation seminars to teach new or prospective agricultural exporters how to transport their high-value or value-added food products overseas. These seminars, which are held throughout the country,

cover an array of transportation issues such as finding a freight forwarder, selecting transportation options, packaging, loading containers, and managing temperatures.

Contact: To learn more, call Jim Caron or another SEA staff member at (202) 690-1304, fax (202) 690-3616, or e-mail jim.caron@usda.gov. SEA's home page is www.ams.usda.gov/tmd/tmdsea.htm.

Transportation Publications and Resources, U.S. Department of Agriculture

Transportation Publications and Resources are available to help agricultural exporters efficiently use transportation resources and maintain product quality in transit. A weekly grain transportation newsletter, a monthly ocean container rate bulletin, a 10-year database of ocean freight costs for international grain shipments, and special reports are also available. Additionally, technical handbooks are available detailing recommended temperature settings; proper loading procedures for air, truck, and ocean transport; and temperature protection methods.

Contact: To order publications, call the TSB staff at (202) 690-1304, fax (202) 690-3616, or visit www.ams.usda.gov/tmd/tsb.

AGRICULTURAL FINANCE AND GRANT PROGRAMS

Export Credit Guarantee Programs, U.S. Department of Agriculture

The Commodity Credit Corporation (CCC) administers a variety of export credit guarantee programs for commercial financing of U.S. agricultural exports. The programs encourage exports to buyers in countries where credit is necessary to maintain or increase U.S. sales but where financing may not be available without CCC guarantees. Because payment is guaranteed, financial institutions in the United States can offer competitive credit terms to the foreign banks, usually with interest rates based on the London inter-bank offered rate (LIBOR). Program announcements issued by USDA provide information on specific country and commodity allocations, length of credit period, and other program information and requirements. Some specific programs are described below:

- The Export Credit Guarantee Program (GSM-102) underwrites credit extended by the private banking sector in the United States (or, less commonly, by a U.S. exporter) to approved foreign banks using dollar-denominated, irrevocable letters of credit to pay for food and agricultural products sold to foreign buyers. GSM-102 covers credit terms up to three years. Under GSM-102, the CCC does not provide financing but guarantees payments due from foreign banks.

- The Supplier Credit Guarantee Program (SCGP) provides a guarantee, in the event of an importer's default, on a portion of a U.S. exporter's open account receivable on terms up to 180 days. U.S. exporters can purchase coverage for agricultural commodities or product sales if short-term credit has been extended directly to the importer. The payment obligation of the importer must be secured by a promissory note signed by the importer as prescribed by the CCC. Although the SCGP emphasizes high-value or value-added agricultural commodities, any agricultural product may be considered.
- The Facility Guarantee Program (FGP) provides credit guarantees for the sale of manufactured goods and services to enhance and establish agribusiness-related facilities overseas that primarily handle, store, distribute, or process U.S. agricultural products and commodities. The FGP assists importers in acquiring needed manufactured goods and services while protecting exporters from most of the risk of non-payment by foreign banks.

Contact: To learn more about any of these programs, call Export Credits at (202) 720-6301, fax (202) 690-0727, e-mail AskEC@fas.usda.gov, or visit www.fas.usda.gov/excredits.

Market Access Program, Foreign Agricultural Service, U.S. Department of Agriculture

The Market Access Program (MAP) uses funds from the USDA's Commodity Credit Corporation to help U.S. producers, exporters, private companies, and other trade organizations finance both brand and generic promotional activities for U.S. agricultural, fish, and forestry products. The MAP encourages the development, maintenance, and expansion of commercial export markets for these products. Activities financed include consumer promotions, market research, technical assistance, and trade servicing. Agricultural trade organizations, cooperatives, state departments of agriculture, and small businesses may submit applications for participation. The deadline date is published annually in the *Federal Register*.

Contact: For more information, call the Marketing Operations staff at (202) 720-4327, fax (202) 720-9361, or visit www.fas.usda.gov/mos/programs/mapprog.html.