



INTERNATIONAL
T R A D E
ADMINISTRATION

U.S. Government Export Assistance Programs

Brian O'Hanlon

**Office of Energy and Environmental
Industries**

U.S. Department of Commerce

Office of Energy & Environmental Industries

- Promotes U.S. business competitiveness
- Eliminates foreign trade barriers
- Evaluates economic and regulatory impacts
- Analyzes energy-related trade policy
- Supports trade promotion activities

International Trade Administration

- **Competitiveness (Manufacturing and Services)**
- **Promotion (U.S. Commercial Service)**
- **Negotiation (Market Access and Compliance)**
- **Enforcement (Import Administration)**

U.S. Philosophy Toward Export Promotion

- **Private initiative is the foundation of the American economy. So our approach is to complement, not compete with, private markets and services.**

U.S. Foreign and Commercial Service

- World class market research
- Trade events
- Introductions to qualified buyers and distributors
- Counseling and advocacy through every step of the export process

Local Office:

Robert Leach, USEAC Director

865-545-4637

Knoxville.Office.Box@mail.doc.gov

Central Asia:

Stuart Schaag, Senior Commercial Officer

Stuart.schaag@mail.doc.gov

Azhar Kadrzhanova, Commercial Specialist

Azhar.kadrzhanova@mail.doc.gov

Business Information Service for the Newly Independent States (BISNIS)

- Country-Specific Reports
- Tenders and Trade Leads
- Sources of Financing
- Legal and Regulatory Information

Contact:

- Desi Jordanoff
(202)-482-2709
- Desi.Jordanoff@mail.doc.gov

Small Business Administration (SBA)

- Export “How to...” guidance, training, trade counseling, legal assistance, and publications
- Provides business development and working capital loan guarantees
- Co-located with ITA in 16 U.S. Export Assistance Centers

Local Contact:

Tennessee District Office (Nashville)

W. Clint Smith, District Director

615-736-5881

Export-Import Bank

- Short-term environmental export insurance policy provides enhanced short-term, multi-buyer and single-buyer insurance coverage
- Working capital guarantee
- Enhanced medium-term insurance and guarantees, and long-term loans and guarantees

Contact:

Craig O'Connor

Director, Environmental Exports Business Development

Craig.OConnor@exim.gov

Overseas Private Investment Corporation (OPIC)

- Political risk insurance
- Direct loans and loan guarantees
- Leveraging private capital through OPIC-supported funds.

Contact:

OPIC InfoLine: (202) 336-8799

Info@opic.gov

U.S. Trade and Development Agency (USTDA)

- Feasibility studies
- Training grants
- Orientation visits to the United States
- Business conferences
- Technical assistance

Central Asia Contact

Scott Greenip

Country Manager

(703) 875-4357

Thank You!

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