



Your First Stop on the Road to Success

If you are looking to expand your business presence overseas, make the Department of State or U.S. embassy your first port of call.

Market information, commercial diplomacy, and cultural understanding will help you achieve results. This is good business for your company; it's good business for your country. American trade and investment in the global economy advance U.S. commercial interests and cultivate American values. This is not only essential to a strong economy; this is a powerful tool for promoting peace, stability, and democracy around the world. Good corporate citizenship and sound business practices are among the best exports that the United States can offer.

The U.S. Department of State is here to help you compete and succeed in the growing global marketplace.

Your Advocate and Ombudsman

The **Office of Commercial and Business Affairs (CBA)** is the point of contact if you're seeking State Department support and assistance. CBA works directly with your company to tap into the worldwide resources of the Department. CBA creates a dynamic partnership with U.S. business through:

- Championing U.S. business interests overseas with advocacy, troubleshooting, and market access support;
- Articulating and advocating on behalf of the U.S. business community to State Department officials so that business interests are factored into foreign policy-making and management;

- Engaging business leaders on international issues that affect business interests; and,
- Working with international and U.S. organizations, opinion leaders, and other stakeholders to represent your interests.

As a business ombudsman and adviser to the Secretary of State and senior officials, the Special Representative for Business Affairs ensures that U.S. business concerns are at the forefront of the foreign policy process.

"(We) especially acknowledge the work of the Office of Commercial and Business Affairs... (for) a coordinated and well-managed flow of information and advocacy ... that provided Westinghouse with enormous assistance"... on a nuclear power plant in Bulgaria.

Westinghouse Electric Company – Pittsburgh, PA

"(We) wanted to let you know of the outstanding work done by the Department of State in support of CMS Energy's Takoradi II power project in Ghana... Throughout this process, the U.S. Government—particularly officials from the Department of State—provided exceptional guidance and support. As a result, the Government of Ghana approved and signed the agreement"... for an independent power project.

CMS Energy – Dearborn, MI

"On behalf of Lockheed Martin, and also on behalf of American business in general, I want to tell you how much we appreciate the active, productive support of American ambassadors and their country teams... The U.S. Department of State continues to provide the support that enables American business to achieve a competitive advantage in the challenging international business arena"... for commercial support in the Middle East.

Lockheed Martin – Bethesda, MD

For Your Information — Points of Contact and Publications

Office of Commercial and Business Affairs (CBA): Provides direct support for U.S. business and facilitates dialogue with the business community. Please call (202) 647-1625. Fax: (202) 647-3953. CBA's World Wide Web site is <http://www.state.gov/e/eb/cba>.

Bureau of Consular Affairs: Issues travel information, passports, and visas, and manages American citizen services abroad. Information is available on the World Wide Web at <http://travel.state.gov>; computer bulletin board: (301) 946-4400 (login: travel, password: info); automated fax: (202) 647-3000 and telephone: (202) 647-5225.

Bureau of Diplomatic Security (Overseas Security Advisory Council): Provides international security updates. Tel: (202) 663-0533. Fax: (202) 663-0868.

Bureau of Economic and Business Affairs: Coordinates international trade and economic policies. Tel: (202) 647-5973. Fax: (202) 647-5713.

Bureau for International Organizations: Assists U.S. businesses pursuing procurement opportunities with agencies of the United Nations. Tel: (202) 647-8490. Fax: (202) 647-9722.

Bureau of Nonproliferation: Helps U.S. firms sell defense and sensitive dual-use articles and services overseas, consistent with U.S. nonproliferation policies. Tel: (202) 647-4231. Fax: (202) 647-4232.

Bureau of Oceans and International Environmental and Scientific Affairs: Promotes trade in environmental and science and technology industries. Tel: (202) 647-1554. Fax: (202) 647-0773.

Bureau of Public Affairs: Provides publications and foreign policy information in print and on the Web at <http://www.state.gov>; coordinates regional town meetings, briefings and speakers; and answers foreign policy questions. Call (202) 647-6575.

Office of Small and Disadvantaged Business Utilization: Promotes diversity in procurement. Tel: (703) 875-6822. Fax: (703) 875-6825

Publications: Country Commercial Guides (CCGs) and other publications are available on the U.S. Department of State Home Page on the World Wide Web at <http://www.state.gov> along with economic policy updates, country analyses, congressional reports, briefings, and speeches, plus *Background Notes*. For print publications, contact the Government Printing Office, (202) 512-1800.

For More Information — "Where in the World . . . ?"

Department of State regional bureaus provide business assistance and arrange country economic and political briefings through the offices listed below.

Bureau of African Affairs (Sub-Sahara): Tel: (202) 647-2775. Fax: (202) 736-4583.

Bureau of East Asian and Pacific Affairs: Tel: (202) 647-6600. Fax: (202) 647-7350.

Bureau of European Affairs: Tel: (202) 647-5954. Fax: (202) 647-9959.

Bureau of Near Eastern Affairs (North Africa and the Middle East): Tel: (202) 647-7215. Fax: (202) 736-4462.

Bureau of South Asian Affairs: Tel: (202) 736-4325. Fax: (202) 736-4333.

Bureau of Western Hemisphere Affairs: Tel: (202) 647-5779. Fax: (202) 657-6408.

New Independent States of the Former U.S.S.R.: Tel: (202) 647-9806. Fax: (202) 647-2636.