

Like Canada, the U.S. has a variety of programs that aid FDIA, both directly and indirectly. Many programs are linked, using several departments and may have their focus in the U.S., or abroad through Embassies or Consulates.

The International Trade Administration (Department of Commerce) provides assistance through: country experts, industry experts, domestic and overseas commercial offices. Regional business centres have been established to respond to the need for business information or new opportunities for trade and investment in various regions of the world. The U.S. and Foreign Commercial Services has a network of trade specialists at home (67 cities) and abroad (67 countries) to provide information on foreign markets, trade leads and counselling on business opportunities abroad.

Under the Trade and Investment Services Program, the resources of the International Executive Service Corp. (CESO equivalent) are used to link U.S. businesses in the developing countries and former COMECON nations. Investor services are offered through OPIC (Overseas Private Investment Corporation), and are designed to assist smaller U.S. firms with their overseas investment planning and implementation needs. More specifically, this includes counselling on business plan development, project structuring, joint venture partner identification, and location of financing (Investor Information Service; Opportunity Bank; Investment Missions; Development Funds; Investment Insurance; Finance Programs medium and long term; Lease Financing; etc.).

The Agency for International Development operates a number of programs designed to assist private sector U.S. investment programs that aid third world countries..

A variety of data banks and identification services are also available to source information on foreign markets and companies. Technical assistance is provided through a variety of agencies and departments.

Our discussions on Japanese programs were somewhat more limited. They included Investment Promotion (JETRO); Foreign Direct Investment Loans (EXIM); National Resource Development Loans and Direct Investment Insurance (MITI).

The thrust of German assistance appears to be totally concentrated or directed to investment in the former GDR or New Lander. The number of programs and the scope of the assistance is quite extensive. While there are undoubtedly programs similar to those in Canada and the U.S., the emphasis, at least over the near term, is directed to the rebuilding of East Germany.