

eight recipient countries in Central and Eastern Europe four; the eleven other European countries, four; and the nine non-European countries, including Canada and the US, the remaining four.

The EC member states, together with the EC and the EIB, contributed 51% of the Bank's authorized capital of 10 billion ECUs. Canada contributed SCDN 50 million and the United States offered SUS 70 million. Contributions were also received from Australia, Egypt, Japan, South Korea, Mexico, Morocco, and New Zealand.

Doing Business in Changing Times

Poland's profound political changes are reflected in the country's laws. As reform efforts continue, many laws and regulations are being rescinded, revised, or reinterpreted. At the same time, some government departments or agencies are being eliminated, and new institutions established. Companies entering Poland should pay close attention to government relations and to the political network. Good contacts at both the political and administrative levels are essential sources of information for outside companies. For example, they provide intelligence about what legislation is being planned and how it is likely to be applied in practice. Such contacts can also facilitate negotiations and help to close deals faster.

The government has already legislated the deregulation and privatization of large parts of the Polish economy. Until this process is completed, however, government departments and agencies will continue to play major roles in all aspects of business. It makes sense, then, to understand the government's priorities and policies, and to be familiar with its personnel. Figure 7.9 lists a few of the most relevant ministries.

Figure 7.9 Government Contacts in Poland

In order to facilitate quick access to business information in Poland, various ministries have established their own business consulting units. Listed below are their areas of expertise and Warsaw telephone numbers.

I. Ministry of Foreign Economic Relations

1. Statistical data and documents used in foreign trade, tel. 290-112
2. Import and export licenses, tel. 219-075
3. Representatives of foreign firms, tel. 294-337
4. Cooperation with Eastern European countries, tel. 290-068, 282-123

II. Central Customs Office

(Information) tel. 694-35-87, 694-55-96

III. National Bank of Poland

1. Banking business, tel. 263-093
2. Commercial credits, tel. 269-344

IV. Ministry of Communications

1. Business licenses, tel. 285-311
2. Investments, tel. 244-454
3. Legal and economic counsel, tel. 261-071, ext. 593, 244-130

V. Ministry of Industry and Trade

1. Environmental and safety standards, tel. 210-351, ext. 806
2. Manufacturing licenses, tel. 214-630, 210-351, ext. 772
3. Materials and products used in the construction industry eligible for tax reductions, tel. 294-901, 210-351, ext. 708
4. Loans available from the Fund for structural change in Industry, tel. 256-963, 211-394

VI. Ministry of Finance

1. Corporate taxes, tel. 694-46-68
2. Individual taxes, tel. 694-34-2
3. Agricultural and municipal taxes, tel. 694-54-19
4. Transfer of ownership, tel. 262-339
5. Foreign currency transactions, tel. 694-49-87

VII. Ministry of Agriculture

1. Cooperation with foreign firms, tel. 282-351
2. Food industry, tel. 283-475

VIII. Ministry of Transport

1. Air transportation, tel. 244-122, 284-393, 244-037
2. Sea transportation, tel. 288-515, 298-242